



# SharkFest '23 EUROPE Sponsorship Form

Wireshark Developer and User Conference  
30 October – 3 November . Brussels, Belgium



SharkFest'23 EUROPE will take place at the Marriott Brussels Grand Place hotel in Brussels, 30 October – 3 November. We hope you will join us for this 7<sup>th</sup> annual Europe-based Wireshark Developer & User Conference.

SharkFest'23 EUROPE Sponsors have a unique opportunity for close interaction with the global community of IT professionals, Wireshark core developers, and packet-level analysis experts that gather to learn Wireshark best practices and discover technology that enhances the Wireshark user experience in an immersive setting.

This SharkFest'23 EUROPE sponsorship form describes the support options available for sponsor candidates. If your company chooses to participate, please select your preferred sponsorship option(s), and return an initialed and signed copy (pages 5-8) to [sharkfest@wireshark.org](mailto:sharkfest@wireshark.org).



## ANGEL SHARK SPONSOR

€9,500

Angel Shark Sponsors have the opportunity to engage and educate SharkFest attendees on their technology and its ability to enhance the Wireshark user experience in the Sponsor Technology Showcase area from 1-3 November.

### Angel Shark Sponsor Benefits:

1. Your company logo, website link, and bio on the SharkFest conference Sponsor page
2. Your sponsorship noted in all marketing materials and social media campaigns associated with the event
3. 6' table for product demonstrations, literature hand-outs, giveaways, leads collection and general SharkFest attendee engagement for all conference days
4. 2 complimentary SharkFest conference registrations for staff or customers to attend SharkFest sessions (a €2,190 value)
5. Your company logo on Angel Shark signage for the Vendor Technology Showcase
6. SharkFest'23 EUROPE Sponsor Banner for your company website



## BULL SHARK esPCAPe CHALLENGE SPONSOR

€5,500

The esPCAPe group competition tests attendee packet analysis ability and is one of our most eagerly-anticipated conference activities. SharkFest'23 EUROPE will introduce a new challenge during the Wednesday, 1 November reception with awards for winners presented at evening's end by the funding sponsor.

### Bull Shark Sponsor Benefits:

1. Your company logo and link on the SharkFest conference Sponsor page.
2. Your sponsorship noted in all marketing materials and social media campaigns associated with the event
3. 6' table for product demonstrations, literature hand-outs, giveaways, leads collection and general SharkFest attendee engagement **on Wednesday, 1 November**, the esPCAPe competition evening
4. Signage for sponsoring the esPCAPe Competition
5. Announcement before and after the event recognizing your company sponsorship
6. Award presentation to each Challenge winner by sponsor representative at evening's end
7. SharkFest'23 EUROPE Sponsor Banner for your company website



## **COPPER SHARK WELCOME DINNER SPONSOR (1 available)**

**€4,000**

The Welcome Dinner is a SharkFest tradition, bringing attendees together on the evening before SharkFest sessions begin for greetings by Gerald Combs and staff, and to connect with one another while breaking bread.

### **Copper Shark Sponsor Benefits:**

1. Your company logo and link on the SharkFest conference Sponsor page
2. Your sponsorship noted in all marketing materials and social media campaigns associated with the event
3. Signage at the Reception area thanking your company for sponsoring SharkFest'23 EUROPE Welcome Dinner
4. 6' draped table for engaging attendees during Welcome Dinner Evening
5. Welcome Dinner announcement/recognition of your company's sponsorship of the event



## **SILKY SHARK WELCOME GIFT SPONSOR**

**€2,500**

Each year, attendees are greeted with Welcome Gifts that include t-shirts and other items branded for the specific Sharkfest conference. The Silky Shark sponsorship provides the opportunity to underwrite the cost of items chosen by SharkFest conference management and receive recognition for your contribution to the creation and retained memory of SharkFest'23 EUROPE.

### **Silky Shark Sponsor Benefits:**

1. Your company logo and link on the SharkFest conference Sponsor page
2. Your sponsorship noted in all marketing materials and social media campaigns associated with the event
3. 1 piece of literature at the Registration Table
4. Signage at the Reception area during all conference days thanking your company for welcoming attendees with the special commemorative gift for all conference days



# SharkFest '23 EUROPE

Wireshark Developer and User Conference

## SPONSORSHIP APPLICATION FORM

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Primary Event Contact: \_\_\_\_\_

Primary Event Contact Title: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

### Sponsorship Choice (Please select one or more options)

\_\_\_ Angel Shark Sponsor ..... €9,500

\_\_\_ Bull Shark esPCAPe Challenge Sponsor..... €5,500

\_\_\_ Copper Shark Welcome Dinner Sponsor ..... €4,000

\_\_\_ Silky Shark Welcome Gift Sponsor ..... €2,500

**\*PLEASE NOTE! Sponsorships are allotted on a first-come, first-served basis.**

TOTAL AMOUNT DUE: € \_\_\_\_\_

### Payment Terms

**Full payment due within 30 days of sponsorship agreement signing.**

### Technology Showcase Exhibit Space Location

Exhibit space location will be confirmed 30 days before the conference start date.

### Cancellation Policy

Written cancellations received before September 15, 2023 will be entitled to a 50% refund. No refunds given for cancellations after September 15, 2023.

### Payment Details

#### **For ACH payments:**

Bank Routing Number: 121122676

Account Number: 157529098251

Account Name: Wireshark Foundation

#### **For Wire Transfers:**

Bank Routing Number: 121122676

SWIFT Code: **USBKUS44IMT**

General Bank Reference Address: U.S. Bank, Wire Transfer Department, PO Box 64830, St. Paul, MN 55164-0830

Account Number: 157529098251

Account Name: Wireshark Foundation

**PLEASE Reference SharkFest'23 EUROPE Sponsor Payment on Funds Transfer Forms**



# SharkFest '23 EUROPE

## Wireshark Developer and User Conference

### SHARKFEST'23 EUROPE SPONSORSHIP AGREEMENT

Liability: Sponsor assumes full responsibility and liability for its acts and omissions and the acts and omissions of its agents, employees and independent contractors, whether acting within or outside of the scope of their authority and Sponsor shall indemnify, defend, and hold harmless Wireshark Foundation and the SHARKFEST event facilities from all claims, losses, liabilities, damages, expenses and costs resulting directly or indirectly from such acts or omissions. Sponsor shall maintain insurance policies with sufficient coverage to protect the financial interests of both Sponsor and Wireshark Foundation in the event of a claim arising out of this Agreement. Contractor will deliver to Wireshark Foundation insurance certificates showing such coverage upon request.

Use and Operation of Exhibitor Booth or Pod Properties: Subleasing of exhibit space is not allowed. Your exhibit must be staffed during exhibit hours. All demonstrations or other promotional activities must be confined to the limits of their space, except as defined in the sponsorship.

Security and Liability: Neither Wireshark Foundation, nor its agents or representatives, will be held responsible for any injury, loss or damage that may occur to the Sponsor, Sponsor employees or the Sponsor's property. Sponsors shall insure their property from the time it arrives at the event until it leaves.

Care of Building and Equipment: Sponsor must not damage or deface the walls, floors, or equipment of any SHARKFEST event facility. If such damage occurs, the Sponsor shall be liable to the owner of the property damaged. All materials used in decoration must be flame-proofed. Electric wiring must conform to the National Electric Code Safety rules and all other applicable rules, regulations, fire laws, electrical codes and other applicable laws. Any hazardous, combustible, or explosive materials are not permitted in the any SHARKFEST event facility.

Choice of Law; Jurisdiction: This Agreement shall be governed and enforced in accordance with the laws of the state of California and its federal and state courts. In the event that it shall be necessary for Wireshark Foundation to bring suit to enforce any of its rights hereunder, Wireshark Foundation shall be entitled to recover all costs of such suits including reasonable attorney's fees.

Regulations: Exhibit areas at SHARKFEST event facilities are subject to change to comply with laws or the event facility regulations. Wireshark Foundation further reserves the right to reallocate space in the interest of a better showing of exhibits or for any reason. Sponsor must comply with all SHARKFEST policies, the policies of SHARKFEST event facilities, and with all laws, regulations, and ordinances, including applicable data privacy laws. Without limiting the foregoing, with respect to any leads or contacts that may be generated as a result of this event, Sponsor shall be solely responsible for obtaining relevant and sufficient consent to further contact such attendees/participants

This Sponsorship Agreement is made between Wireshark Foundation and the Sponsor signing below.

Sponsor Company: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**Please email your signed Agreement to: [sharkfest@wireshark.org](mailto:sharkfest@wireshark.org)**