



SharkFest '17 US

Wireshark Developer and User Conference

June 19th -22nd, 2017 Carnegie Mellon University, Pittsburgh, PA

SharkFest'17 US Sponsorship Form



SharkFest™ moves to the east coast for the first time to celebrate our 10th Anniversary at Carnegie Mellon University, a top-ranked academic institution with world-renowned Computer Science and Robotics programs.

SharkFest'17 US Sponsors have the unique opportunity to participate in this landmark event with options that allow close interaction with the global community of IT professionals, Wireshark core developers, and networking experts that attend the conference to share packet analysis knowledge and learn about technology that enhances their Wireshark user experience in a comprehensive setting.

This sponsorship form describes the various participation options available for sponsor candidates. Please review this document, choose your preferred sponsor option(s), and return an initialed and signed copy (**pages 4,6 & 7**) to sharkfest@riverbed.com before March 15th, 2017 to ensure your company's participation.



ANGEL SHARK SPONSORSHIP

\$8,500 (10 available)

Angel Shark Sponsors are assigned a 6' draped table in the Cohon Center Gym for **two consecutive evenings** from which to engage and educate SharkFest attendees on their technology and its ability to enhance the Wireshark user experience. Angel Sponsors also have the opportunity to create their own virtual labs and mentoring sessions and have access to a private meeting room for business discussions with potential customers.

Please note that we limit the number of competing technologies represented by sponsors, so those submitting requests for sponsorships early are given preference.

Includes:

1. Participation in the Vendor Technology Showcase on Tuesday evening, June 20th and the Group Packet Challenge evening on Wednesday, June 21st. Sponsors are supplied with a 6' draped table for product demonstrations, literature hand-outs, giveaways, leads collection and general SharkFest attendee engagement.
2. Signage for the Sponsor Technology Showcase in the Cohon Gym.
3. Participation in the Riverbed-sponsored Technology Treasure Hunt & Raffle during the Sponsor Technology Showcase.
4. Your company's logo and link on the official SharkFest conference website and in all marketing materials associated with the event.
5. Company's description (up to 100 words) on the official SharkFest Conference Sponsor web page.
6. Two complimentary registrations for staff or customers to attend SharkFest sessions (\$2,590 value).
7. Private meeting room for product presentations, demonstrations and customer conferences.

**WELCOME DINNER SPONSORSHIP****\$4,500 (1 available)****Includes:**

1. Your company's logo and link on the official SharkFest conference website Sponsorship page and in all marketing materials associated with the Welcome Dinner event.
2. Welcome Dinner announcement of your company's sponsorship of the event.
3. "SharkFest'17 US Welcome Dinner" signage in multiple locations in the Resnick Pavilion with your company's logo.
4. After-dinner mints for all attendees in tins with SharkFest and your company's logos.

**WIRESHARK GROUP PACKET CHALLENGE SPONSORSHIP****\$2,500 (1 available)**

Packet Challenges test attendee packet analysis ability and are eagerly anticipated competitive conference activities. SharkFest'17 will introduce a Group Packet Competition during the Wednesday dinner with awards for winners presented at evening's end by the funding sponsor.

Includes:

1. Your company's logo and link on the official SharkFest conference website Sponsorship page and in all marketing materials associated with the Group Packet Challenge.
2. Signage for the Group Packet Challenge evening in the Cohon Gym thanking your company for funding the Challenge.
3. Announcement before and after the event thanking your company for the sponsorship.
4. Award presentation to each Challenge winner by sponsor representative at evening's end.

**LIVE MUSIC SPONSORSHIP (for Technology Showcase Event)****\$2,000 (1 available)**

Live music is a hallmark of SharkFest conferences. SharkFest'17 will feature another group of talented local musicians playing 3 sets while attendees dine and commune in the Cohon Gym during the Sponsor Technology Showcase on Tuesday, June 20th.

Includes:

1. Your company's logo and link on the official SharkFest conference website Sponsorship page and in all marketing materials associated with the Sponsor Technology Showcase.
2. Signage for the Welcome Dinner evening in the Cohon Gym thanking your company for bringing musical joy and harmony to the event!
3. Announcement before and after the performance thanking you for your live music sponsorship.

**WELCOME GIFT SPONSORSHIP**

\$2,000 (3 available)

Each year, attendees are greeted with a Welcome pack that includes a gift item like a logo'd notebook, water bottles, key chains, pens, etc. This sponsorship allows you to provide 300 logo'd items (subject to preapproval) that will be distributed to all attendees at check-in.

Includes:

1. Your company's logo and link on the official SharkFest conference website Sponsorship page and in all marketing materials associated with the event.
2. Signage at the Reception area thanking your company for welcoming attendees with a special gift.



SharkFest '17 US

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.....\$8,500

___ Welcome Dinner Sponsor.....\$4,500

___ Wireshark Group Packet Challenge Sponsor..... \$2,500

___ Live Music Sponsor.....\$2,000

___ Welcome Gift Sponsor.....\$2,000

***PLEASE NOTE! Sponsorships are allotted on a first-come, first-served basis. We will inform you if a sponsorship category is already subscribed when you submit your sponsor request form.**

TOTAL AMOUNT DUE: \$ _____

Payment Terms

Full payment (by check or EFT) must be received 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 May 1, 2017 will be entitled to a 50% refund. No refunds will be given for cancellations after May 1, 2017.

Payment Details

If paying by check, please make payable to **Riverbed Technology, Inc.** and mail to Janice Spampinato at the address listed below within 30 days of submission of this form.

Riverbed Technology
Attn: Janice Spampinato – SharkFest’17 US
680 Folsom Street, 6th Floor
San Francisco, CA 94107
janices@riverbed.com
(415) 527.4300

If paying by EFT, please follow these instructions:

Wells Fargo Operating Account (#1002)
Routing Number/ ABA: **121000248** (Riverbed Technology Operating)
Account Number: **4121680300**
Swift Code: **WFBIUS6S**
Bank Address: 400 Hamilton Avenue, 2nd Floor, Suite 210
Palo Alto, CA 94301-1833

PLEASE Reference SharkFest’17 US Sponsor Payment on Funds Transfer Form



SharkFest '17 US

Wireshark Developer and User Conference

SHARKFEST'17 US 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 Riverbed 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 Riverbed in the event of a claim arising out of this Agreement. Contractor will deliver to Riverbed 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 Riverbed, 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 should 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 Riverbed to bring suit to enforce any of its rights hereunder, Riverbed 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. Riverbed 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.

This Sponsorship Agreement (this “Agreement”) is made between Riverbed Technology, Inc. (“Riverbed”) and the Sponsor signing below.

Sponsor Company: _____

Authorized Signature: _____

Printed Name: _____

Title: _____

Date: _____

Please email your signed Agreement to: SharkFest@riverbed.com