



SharkFest'20 Virtual Sponsorship Form



SharkFest'20 Virtual will be held online, October 12-16, 2020.

SharkFest™, launched in 2008, is a series of annual educational conferences staged in various parts of the globe and focused on sharing knowledge, experience and best practices among the Wireshark® developer and user communities.

SharkFest'20 Virtual Sponsors have a unique opportunity to participate virtually in an event that provides interaction with the global community of IT professionals, Wireshark core developers, and packet-level analysis experts that will gather online to learn Wireshark best practices and discover technology that enhances the Wireshark user experience in an immersive setting.

This SharkFest'20 Virtual sponsorship form describes the two 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 to sheri@wireshark.org.

Why Sponsor:

Sponsoring SharkFest has a significant impact on the Wireshark project and the community. Sponsors are a major draw for SharkFest attendees, and many people look forward to seeing what our sponsors will bring to the conference to show off and talk about each year.

Sponsor Quote:

"This is one of the most important conferences we go to every year, both in the US and EUROPE. We enjoy the interaction with attendees and sharing what new products we have coming out. It is great to be able to match our products and ideas with the people in these rooms... Attending a conference like this is very important for us, not only to show our products but to get ideas from people that actually use them." – Mike Shaw, Profitap



ANGEL SHARK SPONSOR

\$5,000 (7 available – 2 spots left)

Angel Shark Sponsor Benefits:

1. A dedicated **Slack channel** during the conference, to chat with attendees and answer questions
2. **Sponsor Video:** 5-10 minute pre-recorded 'interviews'. A seasoned SharkFest attendee and the SharkFest team will moderate 3 questions and send them over to the sponsor - the questions will be specific to the sponsor's products, what problems they solve and how they interact with Wireshark. The sponsor will then record the video* - a ~30 second introduction of their company, followed by addressing the questions - which will be posted on the SharkFest website, as well as the SharkFest YouTube channel which has about 5k subscribers. (*The SharkFest team will review the video for any necessary editing before posting).
3. **A 'Tile' in a prominent placement** on a new Interactive landing page on the SharkFest website. This can be a fully customizable, interactive tile that sponsors will design, and could include a video with a discount, a special offer or a prize. This is a great way to virtually interact with attendees and capture leads.
4. Your company logo, company description and website link on the SharkFest Sponsor page
5. Your sponsorship noted in monthly social media and email campaigns associated with the event
6. SharkFest'20 Virtual Sponsor Banner for your company website



ANGEL SHARK LITE SPONSOR

\$3,000 (3 available)

Angel Shark Sponsor Benefits:

1. **A 'Tile'** on a new Interactive landing page on the SharkFest website. This can be a fully customizable, interactive tile that sponsors will design, and could include a video with a discount, a special offer or a prize. This is a great way to virtually interact with attendees and capture leads.
2. Your company logo, company description and website link on the SharkFest Sponsor page
3. Your sponsorship noted in monthly social media and email campaigns associated with the event
4. SharkFest'20 Virtual Sponsor Banner for your company website



SPONSORSHIP APPLICATION FORM

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Primary Event Contact _____

Primary Event Contact Title: _____

Phone: _____

Email: _____

Sponsorship Choice (Please select one option)

___ Angel Shark Sponsor \$5,000

___ Angel Shark Lite Sponsor \$3,000

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

TOTAL AMOUNT DUE: \$ _____

Payment Terms

Full payment (by check or EFT) due within 30 days of sponsorship agreement signing.

Cancellation Policy

Written cancellations received before September 1, 2020 will be entitled to a 50% refund. No refunds given for cancellations after September 1, 2020.

Payment Details

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

**Riverbed Technology
Attn: Dajin Yang – SharkFest'20 VIRTUAL
680 Folsom Street
San Francisco, CA 94107
sheri@wireshark.org
(415) 730-1717**

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'20 Virtual Sponsor Payment on Funds Transfer Form



SHARKFEST'20 VIRTUAL 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.

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.

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@wireshark.org