



# 2025 CVE Program & FIRST VulnCon<sup>★</sup> Sponsor Prospectus

April 7-10, 2025

McKimmon Center, Raleigh, NC

In person and virtual attendance available

## What is VulnCon?

In 2024, the Forum of Incident Response and Security Teams (FIRST) and the CVE Board came together to create a joint conference focused on the critical vulnerability management ecosystem. This conference assembles experts from across the numerous standards/frameworks groups, tools, and incident response teams related to the pursuit of identifying, classifying, remediating, and disclosure of vulnerabilities to the industry.

VulnCon stands out from other cyber security conferences with its focus on product security incident response, coordinated vulnerability disclosure and vulnerability management. The goal of the conference is to understand what important stakeholders and programs are doing within the vulnerability management ecosystem and best determine how to benefit the ecosystem broadly.

## How can you or your company help?

Volunteers from around the world have joined together to create this conference for sharing knowledge, experience, and ideas on the topic of vulnerability management and disclosure. This community of volunteers is doing all the heavy lifting to plan and launch the conference. However, VulnCon needs financial support from corporate and individual sponsors to keep the cost of attendance low and the value to the local industry high. As a sponsor, you are making a solid investment in your own brand, helping to grow talent in the cyber security community and foster information sharing and collaboration across the community at large.



#VULNCON25

Raleigh (NC), USA

We have designed a sponsor program that will enhance your standing among this very important audience. Keep in mind there are sponsorship programs available whether you represent a large vendor, are an individual looking to donate, or something in between. Every sponsor brings value and contributions that can help the VulnCon mission and security community.

We are confident that your company would benefit from the exposure and networking opportunities that come with sponsoring our event. As a sponsor, your company will have the opportunity to showcase your products and services to a highly engaged audience, as well as participate in various networking activities and meet with potential customers and partners. As an exhibiting sponsor, you might use your table to recruit new employees, demonstrate your products, run competitions, or just come out to support the product security scene.

## Who is likely to attend VulnCon?

There are industry leaders, thought leaders, information security professionals, and even students who wish to expand their body of knowledge. Attendees have diverse backgrounds but their common goal is to learn about emerging cyber security issues and connect with peers who want to work together to solve them.

Common attendee titles may include:

- VP / Partner / CISO
- Entrepreneur
- Attorney
- Director / Manager
- Architect / Engineer / Analyst
- Student

## Conference Sponsor Levels

Your sponsorship support, at any level, will ensure the success and continuation of this community focused conference that is filled with amazing content that informs and inspires the audiences. The VulnCon sponsorship levels are simple and affordable. However, if you don't see a sponsorship level that fits your needs or level of desired contribution just reach out to us and we will work with you.

| Program/Recruiting Benefits                       | Platinum<br>\$8,000 | Gold<br>\$5,000 | Champion<br>\$2,500 |
|---|---------------------|-----------------|---------------------|
| Available to:<br>• Corporations<br>• Individuals  | Yes<br>No           | Yes<br>Yes      | Yes<br>Yes          |
| Company logo on intermission (full slide)         | Yes                 | Yes             | Yes                 |
| Vendor Table Opportunity*                         | Yes                 | No              | No                  |
| Collateral Placement at Shared Table              | -                   | Yes             | Yes                 |
| Shout outs on social media                        | Yes                 | -               | -                   |
| Conference Passes                                 | 5                   | 3               | -                   |
| Your swag included in VulnCon swag bag (optional) | Yes                 | Yes             | No                  |
| Recognition on VulCon Website                     | Yes                 | Yes             | Yes                 |

\*Exhibition Tables will be available April 7-10, 2025.

| Branded & A La Carte Options                          | Cost     |
|---|----------|
| <b>Lanyard</b>  | \$4,000  |
| <b>Coffee / Drinks</b>                                | \$1,500  |
| <b>Lunch</b><br>(15 minute community support message) | \$5,000  |
| <b>Networking Reception</b>                           | \$12,000 |
| <b>After Party</b><br>(2-hour, off-site event)        | \$15,000 |

We humbly thank all of our sponsors and supporters! Without your help VulnCon would not exist! By participating in VulnCon as a sponsor, you are making a solid investment helping to further the goals of VulnCon and enabling the betterment of the security community as a whole.

## Terms and Conditions

These terms and conditions (“Terms and Conditions”) are incorporated into the Sponsor Agreement (the “Sponsor Agreement”) executed by and between the Forum of Incident Response and Security Teams, Inc., a North Carolina nonprofit corporation (“FIRST”) and \_\_\_\_\_ (the “Sponsor”) and is effective from the date signed through \_\_\_\_\_, 2025 (“Termination Date”).

These Terms and Conditions refer to FIRST and the Sponsor as the “Parties” and may refer separately to either as a “Party.”

The Event (the “Event”) is defined as the **2025 VulnCon** in McKimmon Center, Raleigh, NC, April 7-10, 2025.

The Sponsorship Acknowledgements & Benefits (the “Sponsorship Acknowledgements & Benefits”) are based on the level of Sponsor support, and defined as such items including, but not limited to, Event admission, co-branding of soft goods, food & beverage, entertainment, and VIP opportunities. FIRST will arrange and bear all costs and expenses related to Sponsorship Acknowledgements & Benefits.

### ACCEPTANCE & ELIGIBILITY

Sponsorship (“Sponsorship”) opportunities are granted on a first-come, first-served basis. Eligible organizations should share in FIRST’s mission of ensuring a safe Internet for all. Acceptance of a Sponsor does not indicate an endorsement by FIRST of the Sponsor or any of its programs, products, or services.

### PAYMENT OF SPONSOR FEE AND PAYMENT TERMS

The Sponsor hereby agrees to pay FIRST the fee associated with the level of sponsorship selected in the Sponsor Agreement (the “Sponsor Fee”). Unless otherwise set forth in the Sponsor Agreement, payment is due upon receipt of the Sponsorship invoice. Acceptable payment methods include corporate check, corporate wire transfer, credit card, ACH transaction, or international bank transfer. By providing payment information to FIRST, Sponsor authorizes FIRST to debit the credit card, or initiate or receive funds by bank account indicated for the fee amount of Sponsorship due at acceptance of the Sponsorship invoice. If the Sponsorship payment remains unpaid on terms outlined within the Sponsorship invoice, FIRST will suspend provision of all or part of the Sponsor Agreement and cancel the Sponsorship.

All fees are stated in USD.

Sponsor shall be responsible for any applicable taxes on the Sponsor Fee.

Sponsor shall be responsible for any banking or administrative fees such that the net amount FIRST receives equals the amount described within the Sponsor Agreement.

Please refer to the sponsorship invoice for payment terms and payment instructions.

### TAX TREATMENT

FIRST is a qualified public charitable organization under Section 501(c)(3) of the U.S. Internal Revenue Code (the “Code”). Sponsor’s payment is a qualified sponsorship payment under Section 513(i) of the Code and nonrefundable. To the extent that Sponsor’s payment exceeds the fair market value of all goods, services, and other return benefits received by Sponsor, it is considered a charitable donation to FIRST and tax-deductible to the extent permitted by law. FIRST will provide Sponsor with documentation of the fair market value of all return benefits received in connection with the Event. In no event will the value of return benefits exceed the payment. The return benefits are not intended to be available as a regularly occurring sale or an offer of advertising. Sponsor is responsible for consulting with its own tax advisor regarding the deductibility and treatment of its payment, including contributed goods, for its own tax purposes. Contributed services are not tax-deductible.

### USE OF NAMES AND LOGOS

During the Term of this Sponsor Agreement, Sponsor grants to FIRST a free, limited, non-exclusive, nontransferable, nonassignable, irrevocable right and license to use the Sponsor’s name and logo provided by Sponsor solely for the purpose of providing the Sponsorship Acknowledgments & Benefits, and otherwise fulfilling its obligations under these Terms and Conditions. Sponsor has the right to publicly announce and promote its Sponsorship of the Event using the FIRST name as follows: “[Sponsor] is [or was] a proud Sponsor of the [Event]” or in similar language approved in advance by FIRST. In any online announcement, a link to [www.first.org](http://www.first.org) must be provided by Sponsor. Any use of the FIRST logo or any use of the FIRST name other than the language set forth above, requires the prior written review and approval of FIRST. In no event shall Sponsor use FIRST’s name or logo in connection with the sale of a product or service. Upon request, Sponsor will provide FIRST with copies of any Sponsor materials that use the FIRST name or logo. Sponsor’s right to use the FIRST name and/or logo will terminate one (1) year after the Event, or earlier upon FIRST’s written notice of termination (the “Term”). Both Parties further agree not to use each other’s intellectual property in any way that would imply commercial endorsement of the other, or demean, defame, embarrass, diminish or cause any harm to the other.

### SPONSORSHIP SCOPE

Unless otherwise expressly identified in the Sponsorship Agreement, Sponsor will be a non-exclusive sponsor of the Event, and FIRST reserves the right to have other sponsors. Sponsor acknowledges that all Sponsorship Acknowledgments & Benefits provided by FIRST relate only to the identified Event, and not similar FIRST events held in other locations, or at any other time.

### SPONSOR OBLIGATIONS

Sponsor agrees to meet all published deadlines provided by FIRST. Failure to meet stated deadlines may impact the quality of the Event. FIRST bears no responsibility for any issues that may arise due to Sponsor not meeting deadlines, and reserves the right to cancel the Sponsor’s participation with no recourse by the Sponsor.

### **POLICY ON SUITCASING, OUTBOARDING, COMPETING EVENTS, AND SUBLETTING**

In order to protect FIRST's valued Sponsors, exhibitors and their investment in attending the Event, FIRST rules strictly prohibit "suitcasing" or "outboarding" by individuals, attendees, or companies who transact business at the Event or at official Event hotel(s), who have not purchased a Sponsorship or exhibit or display space. By suitcasing or outboarding the show, an individual, attendee, or company gains an unfair competitive advantage over Event exhibitors that have invested money and other resources to exhibit. Event rules also prohibit any individuals, attendees, or companies from scheduling an event that competes with an official event sanctioned and publicized by FIRST. "Competitive events" seek to draw conference attendees away from an official event sanctioned by FIRST and are therefore detrimental to the success of the official event, and the investment by Event sponsors. "Suitcasing" refers to those non-exhibiting companies or persons who go to the Event as an attendee, but "work the aisles" from their suitcase/briefcase and solicit business in the aisles or lobby area. "Outboarding" refers to non-exhibiting companies that set up exhibits or events at off-site locations, hotel hospitality suites, or restaurants, and encourage Event attendees to leave the conference and spend time with them. "Competitive Events" are any events that compete for conference attendees by being scheduled during the same or overlapping timeframe as an official event scheduled by FIRST, whether the event is educational, an exhibition, or a social event. Also, Sponsors may not sublet or assign any part of their display space, nor advertise or display goods or services other than their own, except with the express written approval of FIRST. Those found to be in noncompliance with this policy may, in the sole and absolute discretion of the FIRST, be asked to leave the Event, and may no longer be welcomed at, or allowed to attend, exhibit, or sponsor, at any future FIRST events.

### **FORCE MAJEURE**

Neither Party shall be liable by reason of any failure or delay in the performance of Event obligations hereunder on account of war, government authority, disaster, fire, acts of God, recommendations by the World Health Organization (WHO) or similar organization against non-essential travel to or from the Event location, or other emergencies, any of which make it illegal, impracticable, or impossible for FIRST, the Event hotel(s), or convention centers to provide the facilities and/or services for the Event, or make it illegal, impracticable, or impossible for the Sponsor to utilize the hotels or convention centers for the Event.

### **CANCELLATION**

FIRST Sponsorship opportunities are limited and require advance funding. Sponsorship commitments are non-cancellable and non-refundable.

### **INDEMNITY**

Each Party agrees to indemnify and hold harmless the other Party, its members, directors, officers, employees, agents, affiliates, successors, and assigns, from and against any and all liabilities, obligations, losses, damages, penalties, actions, judgments, suits, costs, expenses, including reasonable attorneys' fees, or disbursements of any kind or nature whatsoever, which may be imposed on, incurred by, or asserted against the indemnified Party directly arising out of the obligations outlined in the Terms and Conditions, except to the extent such loss arises out of the gross negligence or willful misconduct of the indemnified Party.

### CODE OF CONDUCT AND NONDISCRIMINATION

FIRST is committed to providing safe, productive, and welcome event environments. Sponsors are expected to behave professionally and to adhere to and comply with the FIRST Code of Conduct – see <https://www.first.org/about/policies/code-of-conduct>. If you are subject to or witness unacceptable behavior, or have any other concerns, please notify a community organizer as soon as possible by visiting the registration desk or emailing [conduct@first.org](mailto:conduct@first.org).

### PRIVACY POLICY

FIRST uses its best efforts to comply with all applicable data protection laws in sharing appropriate data with Sponsors. Sponsors who receive the personal data of attendees shall comply with all applicable data protection laws. Reference is made to the FIRST Privacy Policy (<https://www.first.org/about/policies/privacy>).

### GOVERNING LAW

This Agreement will be governed by and construed in accordance with the laws of the State of North Carolina, in the United States, without giving effect to any conflicts or choice of law rules.

### ENTIRE AGREEMENT

This Sponsor Agreement and the Exhibits hereto constitute the entire agreement between the Parties with regard to the subject matter hereof.

## 2025 VulnCon Sponsorship Agreement

### YOUR CONTACT & BILLING INFORMATION

COMPANY NAME \_\_\_\_\_

CONFERENCE POINT OF CONTACT \_\_\_\_\_

CONFERENCE POINT OF CONTACT EMAIL \_\_\_\_\_

BILLING POINT OF CONTACT \_\_\_\_\_

BILLING ADDRESS \_\_\_\_\_

BILLING CITY \_\_\_\_\_ BILLING STATE / PROVINCE \_\_\_\_\_

BILLING ZIP / POSTAL CODE \_\_\_\_\_ BILLING COUNTRY \_\_\_\_\_

BILLING PHONE (INCLUDE COUNTRY CODE) \_\_\_\_\_ BILLING EMAIL \_\_\_\_\_

PO NUMBER (IF APPLICABLE) \_\_\_\_\_ VAT NUMBER (IF APPLICABLE) \_\_\_\_\_

PLEASE SELECT YOUR PAYMENT METHOD:

- Corporate Check    
  Corporate Wire Transfer    
  Credit Card

| X                        | Level                | Cost USD |
|--------------------------|----------------------|----------|
| <input type="checkbox"/> | Platinum Sponsor     | \$8,000  |
| <input type="checkbox"/> | Gold Sponsor         | \$5,000  |
| <input type="checkbox"/> | Champion Sponsor     | \$2,500  |
| <input type="checkbox"/> | Lanyard              | \$4,000  |
| <input type="checkbox"/> | Coffee / Drinks      | \$1,500  |
| <input type="checkbox"/> | Lunch                | \$5,000  |
| <input type="checkbox"/> | Networking Reception | \$12,000 |
| <input type="checkbox"/> | After Party          | \$15,000 |

FOR AUTHORIZED SPONSOR REPRESENTATIVE

Print Name \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

FOR AUTHORIZED ORGANIZER REPRESENTATIVE

Print Name \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

Please scan and email a copy of the completed application to [events@first.org](mailto:events@first.org).

**THIS IS NOT AN INVOICE.**

The Forum of Incident Response and Security Teams, Inc. is a US registered 501(c)(3) non-profit organization. US FEIN 38-3943584