ISF

SPONSORSHIP 2023

The world's premier face to face networking events for cyber security professionals



ROTTERDAM 2023 ISF WORLD CONGRESS

In person. Online. On demand.

21-24 October 2023

Regional Conferences

North America Conference, Nordic Spring Conference, Africa Conference, UK Conference, India Conference, Central European Conference

Regional Chapter Events

Over 40 events held worldwide for our 24,000+ participants from our Member organisations

Digital Events

Webinars, panel discussions, round table, interviews

ISF sponsors include:









































































proofpoint.



















SureCloud.













(Participating sponsors at ISF worldwide events)







Collaborate.

Grow.

ISF sponsorship and exhibition opportunities

The ISF global events programme offers a wide range of sponsorship packages allowing you to showcase your technology and service solutions to global business leaders and security professionals.

Access to the ISF World Congress and regional Chapter events is limited to our Members and sponsors. The number of sponsorship packages available is capped for each event, providing an exclusive, world-class platform for organisations to interact with global decision makers.

At ISF events we welcome business leaders, senior security professionals and specialist cyber security and risk management practitioners.

If your business operates in an area of interest to ISF Member organisations, then we can provide you with an unparalleled opportunity to build business relationships with some of the world's most powerful and influential cyber security decision-makers.

Being an ISF sponsor or exhibitor positions your company at the heart of this global cyber security community.

"Top level contacts and a very well organised and successful event."

– ISF Member

About the ISF

The Information Security
Forum (ISF) is an
international not-for-profit
association of the world's
leading organisations who
recognise the importance
of protecting their
business information.

The ISF has been helping organisations develop cyber resilience for over 30 years and our Members range from Fortune 500 and Forbes 2000 listed corporations to public sector bodies and government departments. Dedicated to meeting the increasing demand for practical business-driven solutions to cyber security and risk management problems, the ISF undertakes a leading-edge research programme, providing Members with the opportunity to develop best practices and share a wealth of expertise. The key event enabling Members to do this is the ISF World Congress.

In addition, the ISF provides Members and non-Members with a full range of consultancy services to assist in the implementation of ISF tools, research and methodologies addressing issues relating to governance, risk and compliance.

"If you choose to go to one information security event each year make sure it is ISF World Congress. The quality of the conference content and the invaluable interactions between delegates and sponsors means you could not use your limited time better."

- ISF Sponsor

Membership profile

ISF Member organisations fall into the following sectors:



Agriculture, Forestry, Fishing and Hunting



Construction



Educational Services



Finance



Information



Insurance



Manufacturing



Mining, Quarrying, and Oil & Gas Extraction



Professional, Scientific, and Technical Services



Public Administration



Retail Trade



Transportation and Warehousing



Utilities



Digital presence

24,101 ISF LIVE registered ISF Live users

ISF Member organisations globally

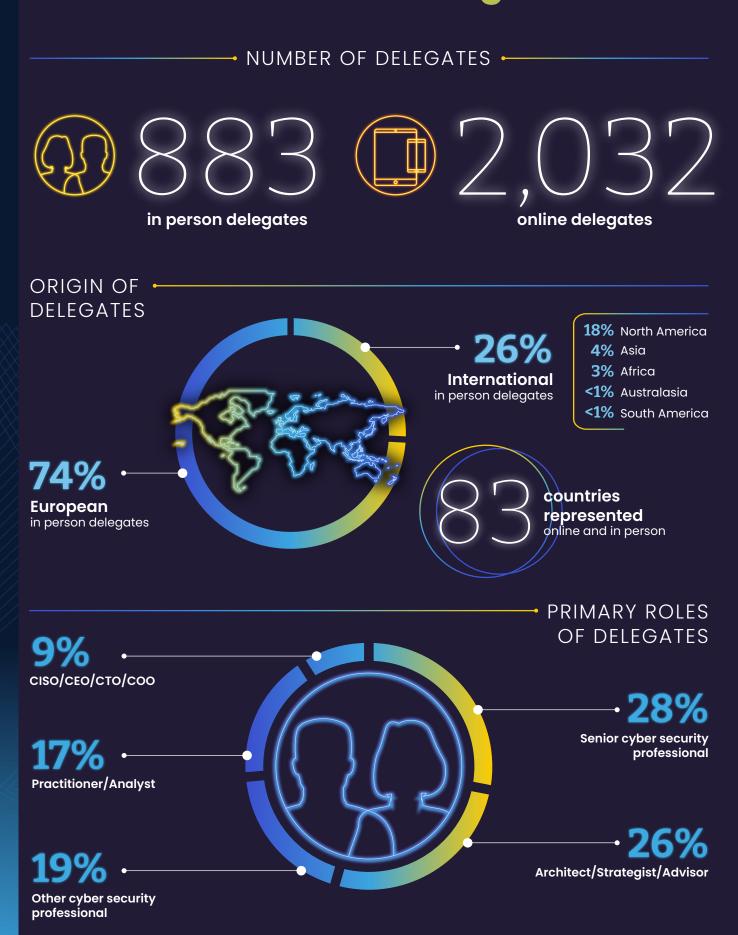
countries represented at Congress

in 20,450 LinkedIn followers

Global events programme •

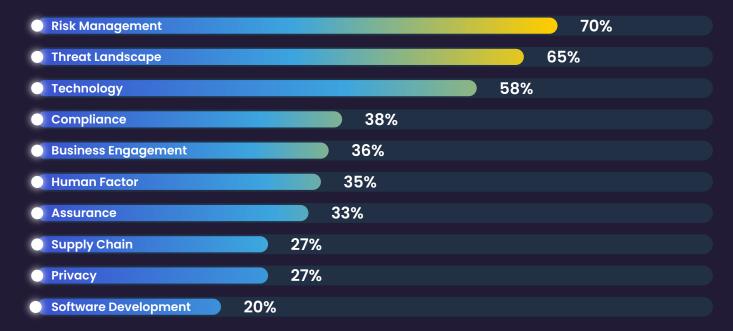


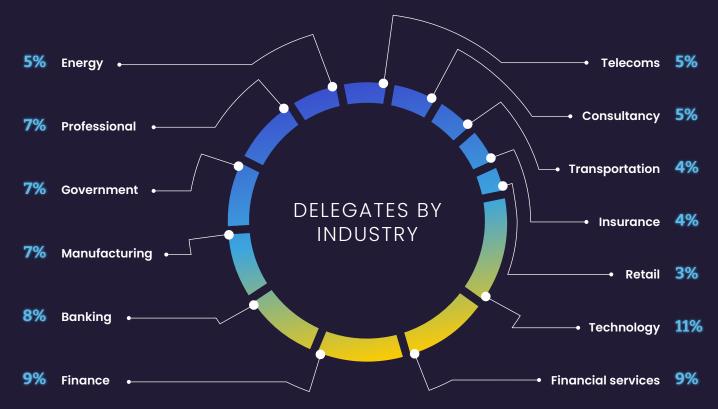
Your audience at Congress...





DELEGATES WANT • TO HEAR ABOUT...





All information based on attendance data from 2019 to 2022.

Sponsoring ISF Annual Congress

The ISF World congress is a key international conference for world leaders in information, cyber security and risk management.

Delegate attendance is restricted to Member organisations and comprises primarily of senior executives. The Congress has a series of keynote presentations, workshops and networking sessions. Through the sponsorship channel member and non-member sponsors have the opportunity to share knowledge, best practice and thought leadership in a confidential peer-group environment. To encompass our worldwide Membership the event rotates locations, with two years in Europe followed by a year in North America. Recent locations have included Berlin (2016), Cannes (2017), Las Vegas (2018) and Dublin (2019). We are pleased to offer the ISF World Congress 2023 as an in-person event directly from Rotterdam, the Netherlands. Our online event, Digital 2023, will broadcast a selection of Congress presentations from our award-winning virtual conference space.



Diamond

Designed for a world-leading organisation, this package offers the title of 'Headline Sponsor' and complete visibility across the entire event. With a triple footprint exhibition booth, private meeting area, prime breakout speaking slot, host of the Exhibition showcase: Drinks reception, sponsored lounge, a delegate bag insert, sponsorship of delegate notepad, prime demo stage slot, one to one meetings and lead generation this is a prestigious package that provides complete exposure.

Diamond sponsorship includes:*

- ✓ Title of 'Headline Sponsor'
- Triple footprint exhibition booth
- ✓ Private meeting area
- Exclusive sponsorship of Exhibition Showcase: Drinks Reception
- Exclusive sponsorship of Exhibition Lounge
- Exclusive sponsorship of ISF World Congress lanyard
- Exclusive sponsorship of delegate notepad
- ✓ Delegate pack insert
- √ x1 live demo session

Premium package

Platinum

The Platinum package offer key positioning across the three-day event. The event provides the opportunity to educate and network with the ISF Member audience. Along with a double footprint exhibition booth, Platinum sponsors receive a prime breakout speaking slot, a delegate bag insert, a prime demo stage slot and exclusive sponsorship of either the evening Networking Event or Gala Dinner.

Platinum sponsorship includes:*

- ✓ Double footprint exhibition booth
- Exclusive sponsorship of either the ISF World Congress Gala Dinner or Networking event
- ✓ Advertising for scheduled live sessions
- ✓ Delegate pack insert
- √ x1 live demo session

Au

Premium package

Gold

Key sponsor package, providing the opportunity to present, engage and network with the ISF Member audience. Preferred presentation time, one to one meetings, large expo stand and lead generation and exclusive sponsorship of a lunch or refreshment break.

Gold sponsorship includes:*



 Exclusive sponsorship of a lunch reception or refreshment break

PERCENTAGE OF SPONSORS WHO RATED THE FOLLOWING AREAS 4 OR 5 OUT OF 5



88

88

75

Exhibition area

On-site logistics

Networking opportunities

New connections



Reach your target demographic

94% of sponsors reached their most important target groups at **ISF World Congress**

Win new customers

100% of sponsors won new customers as a direct result of ISF World Congress

100



Build your image

63% of sponsors found **ISF World Congress** helped build their image and increase their reputation

Cultivate customer relations

63% of sponsors found ISF World Congress helped cultivate customer relations



Standard packages

Silver

Silver packages provide your company with the opportunity to present, engage and network. With an expo stand, mainstream breakout speaking slot and media exposure, you get the chance to position your company to key ISF Members.

Silver sponsorship includes:



Single footprint exhibition booth

Bronze

With the bronze stands located in the breakout/refreshment areas, this platform enables companies to network with top-level decision makers over the three-day event. Added benefits of exhibiting include media exposure to maximise awareness of your brand.

Bronze sponsorship includes:



Single footprint exhibition booth

st Some features may not available depending on in person/on line/hybrid sponsorship.

Sponsorship packages

ISF World Congress offers unique sponsorship opportunities with in person, digital and hybrid options available.

The ISF also offers Media and Exhibition sponsorship opportunities, contact the sponshorship team to find out more.

À la carte branding opportunities

Please speak to the sponsorship team to discuss any additional opportunities not featured here:

Live demonstration	£6,500				
Delegate bag (exclusive)	£4,500				
Bag insert	£1,300				
Advert in Congress delegate programme and guide	£750				
Recording of breakout presentation	£500				
Mobile charging station	£1,900				
Wifi splash screen (exclusive)	£4,000				
Water coolers (6 available)	£1,300				
Interior branding opportunities	£1,500-£4,000*				

"The ISF continues to bring together CISOs and major players in cyber security for its World Congress."

- ISF Member

Sponsorship package

In person, Digital or Hybrid	
Member rate	
Non-Member rate	
Title of 'Headline Sponsor'	
Triple footprint exhibition booth $\!$	
Double footprint exhibition booth	
One-and-a-half footprint exhibition booth	
Single footprint exhibition booth	
Mainstream breakout speaking slot	
Recording of sponsor's presentation available for post event on-demand viewing	
Exclusive sponsorship of Exhibition showcase: Drinks reception and Expo lounge area	
Exclusive sponsorship of the ISF World Congress lanyard	
Exclusive sponsorship of either the ISF World Congress Gala Dinner or Networking Event	
Exclusive sponsorship of lunch or refreshment break	
Private meeting area from Congress open to Congress close	
Exclusive sponsorship of ISF World Congress notepad	
Delegate pack insert for in-person event	
x1 live demo session	
Opportunity to publish 'White Papers' on ISF Members' website	
Acknowledgement of Sponsors from Master of Ceremonies on opening day	
Sponsor's material available post-event for a minimum of two weeks	
Logo, company profile and URL on ISF websites and platforms (pre and post-event)	
Company profile in printed Congress Programme and Guide	
Logo on all Congress marketing collateral from sponsor's confirmation date	
Keynote exposure – logo on banner in main theatre	
Opportunity to broadcast video advert (up to 3 minutes) before breakout sessions	
Branded holding slides prior to presentations going live and at intervals	
Lead retrieval subject to attendees' agreement	
Opted in delegate list released to sponsors to arrange one-to-one meetings at congress ††	
Exhibit booth: choice of links to pre-recorded demos, chat, presentations, info packs	
Participation in Passport for Prizes	
ISF Member pass §	
ISF Non-Member pass	
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- * These prices could vary depending on numbers, design work and implementation.
- Exhibition booth can be used across multiple brands if required and relevant subsidiary logos included in key Congress communications. This privilege is exclusive to the Diamond sponsorship package.
- †† This information should only be used to arrange one to one meetings for targeted emails to individuals before the event.
- § ISF Member Pass includes access to all social events, the full Congress programme and accommodation. Additional pass: £2,750.
- Non Member Pass includes access to all social events but excludes access to breakout programme. Accommodation is included. Additional pass: £3,500

Diamond +		Platinum +			Gold +				Silver			Bronze		
In person	Digital	Hybrid	In person	Digital	Hybrid	In person	Digital	Hybrid	In person	Digital	Hybrid	In person	Digital	Hybri
£59,000	£25,000	£70,000	£46,000	£20,000	£55,000	£35,000	£18,000	£42,000	£27,000	£15,000	£34,000	£11,000	£8,000	£15,00
£64,000	£39,000	£75,000	£50,000	£25,000	£60,000	£39,000	£20,000	£45,000	£29,000	£17,000	£37,000	£13,000	£10,000	£17,00
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х5	x5		х3	х3		х3	х3		x2	x2		x2	x2	_

2023 ISF regional conferences and Chapter events

With meetings in five continents, the ISF sponsorship programme offers access to security professionals from around the world.

Global companies – local presence

If your company is looking to consolidate or develop its presence in a specific region, ISF conferences and local Chapter meetings offer an excellent opportunity to network and present to key decision makers who represent global companies at a regional level. We are able to offer sponsorship of regional conferences and Chapter meetings, providing your company with the opportunity to experience the ISF first-hand.

Regional conferences

The ISF holds two-day regional conferences in the UK, US, the Nordics, Central Europe, India and Africa. These events are designed to give our Members on a regional level more time to interact, network and to share best practice with world-leading organisations. Through the sponsorship platform, you have the opportunity to position your organisation at the heart of this regional community providing unrivalled access to some of the most powerful cyber security experts in the world.

Chapter meetings

The ISF has 14 Chapters spanning our global network, meeting three times per year, which are available for sponsorship. Choose the Chapter/region and time of year that works for your organisation and through the sponsorship platform you can present, network and build working relationships with these senior information security professionals. ISF Chapter meetings provide opportunities for sponsors to offer industry insights and thought leadership in your given field of expertise. Feedback from Chapter participants highlights that the most valued sponsor presentations are topic and information-led rather than 'hard-sales' pitches.

Typical event packages include:

- ✓ Speaking opportunity
- Company logo visibility on all collateral relating to a specific Chapter meeting
- ✓ Opportunity to network, exhibit and distribute literature
- ✓ Lead retrieval subject to attendees' agreement

Please request the 2023 Chapter programme of events and specific package details for the region you would like to sponsor.

Opportunities to sponsor regional events are subject to the approval of the individual region/Chapter group. Prices and packages will vary between territories and the prices above are a guide.





















Sponsoring webinars

If your business operates in an area which is of interest to ISF Member organisations – many of which are found in the Fortune 500 and Forbes 2000 listings – and you are looking to share your industry expertise with your target audience, the ISF's sponsored webinar programme can provide you with an unrivalled platform to communicate with some of the world's most senior and influential cyber security professionals.

Host a sponsored webinar at a key time of the year for your organisation



Network with some of the world's leading CISO's and security professionals



Position your company at the forefront of the ISF's cyber security community



Share your expert industry knowledge, insights and trends



Deliver a return on investment and achieve your marketing goals



Present an innovative cyber security topic

Webinar package

✓ Choice of date and topic*

✓ Pre-event branding and marketing across ISF platforms

✓ Participate in a live 45–60 minute interactive webinar

Post-event exposure hosted online and across the ISF platforms

✓ Archived for on-demand viewing

V Details of all attendees captured

Sponsor 1 webinar	£14,000
Sponsor 2 webinars – £2,000 discount	£26,000
Sponsor 3 webinars – £6,000 discount	£36,000

^{*} The ISF does not endorse non-ISF products and services.



Who's watching?

ISF UVF

24,101

Registered ISF Live users

1,937

average landing page hits per month

2022 WEBINARS

340

average views per month

ISF DIGITAL PRESENCE

20,450



Digital offering





Digital fireside chat/interview

This a 20 minute, talking heads style discussion. Editorially led by an ISF analyst and joined by a major buyer/ISF CISO, this session is aimed at positioning the sponsor as a thought provoking leader in the selected topic of discussion.

£15,000



Digital panel

An editorially moderated 30 minute panel discussion with up to 3 ISF members, ISF analyst and vendor sponsor. This open floor discussion will be driven by the sponsors objectives bring up informative opinions, pain points, trends and solutions. Wrapped up with a live Q&A. The audience will be made up of the sponsors key target organisations from both ISF member companies and public companies.

£20,000



Strategy roundtable

This is a 45-minute editorially moderated discussion on a key topic of importance.

The round table can consist of up to 6 'Buyers' or ISF members plus the vendor sponsor and ISF analysts. A 3–5 minute talking heads interview video would also be created off the back of this session and published across our ISF Live network, LinkedIn and Twitter.

£20,000



Best of Today' show

An ISF moderated broadcast live from one of our events in conjunction with the sponsor. With live streamed discussions, interviews with key speakers and Q&A session with our members, this is a great chance to position your organisation at the heart of the ISF community, providing insightful and thought provoking content. This will be broadcast live across all channels, rolled out across our socials and hosted on demand for future viewing.

£30,000

The ISF sponsorship programme offers:

- Global security events where major players and visionaries in the cyber security world gather to meet and exchange ideas.
- An unparalleled opportunity to connect with senior cyber security professionals in a relaxed and confidential setting.
- Unique events where delegates can draw on the best practice of world-leading organisations.

For more information on how your organisation can take best advantage of these unique opportunities, please contact one of the team below.

Sponsorship and exhibition

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