

# TeleStrategies™

ISS World Americas, Washington DC

October 6-8, 2014

## SPONSORSHIP CONTRACT

### CONFERENCE SPONSORSHIP LEVELS AND BENEFITS

#### **LEAD SPONSOR - \$30,000 (\$25,000 if you sponsor two ISS programs per year )**

- Prime 10'x20' exhibit space with unlimited booth-only passes and tables, chairs and electricity provided
- First selection for your booth location.
- Logo on cover of conference brochure as Lead Sponsor plus a 100-word company profile in brochure
- Logo and 100-word corporate description on Sponsor Page of Conference Proceedings
- Three conference presentation and two LEA only product demonstration time slots
- Logo on TeleStrategies' Web site as Lead Sponsor with company profile and a link to your Web site
- One marketing promotion material included in the ISS World conference tote bag handout
- 40 conference passes for your customers and your company's employees (a \$39,850 value)

#### **ASSOCIATE LEAD SPONSORS - \$9,200 (Special offer for Hacking Team)**

- 10'x10' exhibit space area with tables, chairs and electricity provided
- Priority selection of your booth location. (Based on when the contract is received in our office)
- Logo on cover of conference brochure as Associate Sponsor with a 50-word company profile in brochure
- Logo and 50-word corporate description on Sponsor Page of Conference Proceedings
- Logo on TeleStrategies' Web site as Associate Sponsor with company profile and a link to your Web site
- 20 conference passes for your customers and company's employees (a \$ 19,925 value)
- Option for enclosed (10 x10 Ft) private meeting room on the exhibit floor (additional fee \$5,000)
- One marketing promotion material included in the ISS World conference tote bag handout
- Two conference presentation and one LEA only product demonstration time slots

#### **EXHIBITING SPONSORS -- \$12,500 (\$9,500 if you sponsor two or more ISS Programs per year)**

- 10'x10' exhibit area with tables, chairs and electricity provided
- Logo inside conference brochure as a Sponsor
- Logo on Sponsor Page of Conference Proceeding
- 10 conference passes for your customers and company's employees (a \$9,950 value).
- Logo on TeleStrategies' Web site as Exhibiting Sponsor
- One conference presentation and one LEA only product demonstration time slots

#### **TABLE-TOP EXHIBITING SPONSORS -- \$7,500 (\$5,500 if you sponsor two or more ISS Programs per year)**

- 6'x30" table with two chairs and electricity provided  
(Display dimensions cannot exceed 36" high by 60" wide.)
- Logo inside conference brochure as a Sponsor
- Logo on Sponsor Page of Conference Proceedings
- Logo on TeleStrategies' Web site as a Sponsor
- 7 conference passes for your customers and company's employees (a \$6,965 value).
- One conference presentation time slot

## OTHER SPONSORSHIP OPPORTUNITIES

### LOGO CD-ROM Sponsorship – \$7,500

- Every conference attendee will receive a CD of the program proceedings. This logo sponsorship gives you a great way to stay in touch with them after the program ends and to help them learn more about your capabilities. Via a link on your logo, you can provide white papers and/or demonstrations of your products. !
- Logo will be placed on all conference CDs and on the CD labels.
- Sponsoring Company's website will be linked via their logo.
- Sponsoring company may provide demonstrations or white papers.
- Seven (7) conference passes for your customers and company's employees (a \$6,965 value).

### Continental Breakfast/Morning Break Sponsorship – \$7,500 for 1 day, \$9,500 for 2 days

- TeleStrategies will arrange for morning coffee, tea, decaf, juices, breakfast breads, pastries, bagels, ect.
- A standing sign with your company's logo will highlight your sponsorship
- Logo in the conference brochure; logo and link to your web site on the conference web site
- Logo in the final agenda in the conference notebook as Sponsor
- The opportunity to supply your own mugs or other giveaways with your corporate logo
- The opportunity to display your own logo banner in front of break table during your break
- Seven (7) conference passes for your customers and company's employees (a \$6,965 value).

### Lunch Sponsorship – \$10,500 for 1 day, \$14,500 for 2 days

- A standing sign and tent cards with your company's logo on every table will highlight your sponsorship
- Logo in the conference brochure; logo on the conference web site
- Logo in the final agenda in the conference notebook as Sponsor
- The opportunity to supply a giveaway with your corporate logo
- The opportunity to display your own logo banner in the lunch area during the meal
- 10 conference passes for your customers and company's employees (a \$9,965 value).

### Afternoon Break Sponsorship – \$7,500 for 1 day, \$9,500 for 2 days

- TeleStrategies will arrange to have a specialty snack at the break station
- A standing sign by the break station will highlight your sponsorship
- Logo in the conference brochure, logo and link to your web site on the conference web site
- Logo in the conference brochure as Sponsor
- The opportunity to supply a giveaway with your corporate logo
- The opportunity to display your own logo banner in front of the break table during your break
- 7 conference passes for your customers and company's employees (a \$6,965 value).

### Tote Bag or Badge Holders Sponsorship — \$10,000

- At Conference registration, TeleStrategies will supply each conference attendee with a high-quality black fabric tote bag with your logo (one-color) on it. Sponsor can place inserts in the bag. Other benefits are:
- Logo inside conference brochure as a Sponsor
- Logo on Sponsor Page on conference Proceedings
- Logo on TeleStrategies' Web site as a Sponsor
- 10 conference passes for your customers and company's employees (a \$9,965 value).

B

**SPONSORSHIP CONTRACT**  
**ISS World Americas, Washington DC**

October 6-8, 2014

Sponsorship Level: ASSOCIATED LEAD SPONSOR

Price: \$ 14,200.00

The undersigned company, HT SRL, (hereinafter "Sponsor") wishes to sponsor the above referenced TeleStrategies' event ("Event") in accordance with the terms and conditions set forth in this agreement ("Agreement"). Subject to the approval of TeleStrategies, Sponsor shall have the right to engage in and conduct the activities described in Exhibit A attached hereto and incorporated by reference into the terms and conditions of this Agreement.

Sponsor acknowledges that, without liability to TeleStrategies, TeleStrategies may cancel, postpone, delay or curtail the Event in the event that acts of God, war, government regulation or condemnation, disaster, strike, curtailment of transportation facilities, unavailability of accommodations or any other event which, in TeleStrategies' sole opinion and estimation, make it illegal, impossible, impractical or imprudent to hold the Event. Sponsor is advised that Convention Cancellation Coverage is available through most major insurance carriers. Sponsor agrees to indemnify and hold harmless TeleStrategies and its officers, directors, agents and employees, successors and assigns from and against any and all actions, suits, claims, demands, debts, obligations, losses, damages, costs, expenses (including reasonable attorney's fees and court costs) and all other liabilities which may be asserted by third parties arising out of Sponsor's performance or nonperformance of this Agreement or from any breach by Sponsor of the Agreement. Notwithstanding anything contained herein to the contrary, TeleStrategies' maximum liability to Sponsor for TeleStrategies' performance, non-performance or breach of this Agreement shall be limited to the Sponsorship Amount paid by Sponsor under this Agreement.

**Payment and Cancellation** – Sponsorship contracts must be signed and accompanied full payment or by a signed corporate purchase order. If Sponsor fails to pay for the sponsorship as scheduled, Sponsor is still liable for the amount due per the contract but shall forfeit its right to participate as a Sponsor. In addition, if the Sponsor has not paid TeleStrategies any amounts due and payable to TeleStrategies at or prior to the time of the Conference under any purchase order, advertising invoice or other contract or agreement with TeleStrategies, then TeleStrategies may terminate the Sponsorship Contract and the Sponsor shall forfeit its right to participate as a Sponsor and shall lose fee paid. Sponsor is not entitled to any refund should it cancel its participation.

HT SRL  
Sponsor Company Name

MARCO BETTINI - SALES MANAGER  
Name and Title of Sponsor's Contact Person

VIA MOSCOVA, 13  
Sponsor Address

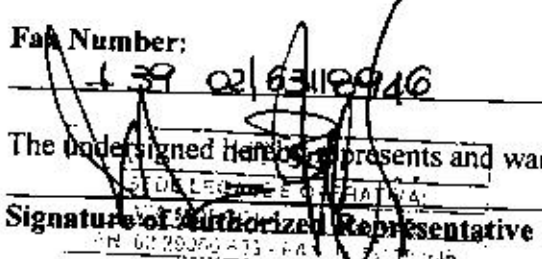
+39 02/29060603  
Sponsor Contact's Phone Number

20121 MILANO - ITALY  
City/ST/Zip

m.bettini@hackingteam.it  
Sponsor Contact's Email

Fax Number:  
+39 02/63118946

The undersigned hereby represents and warrants that he/she has the authority to bind Sponsor to this Agreement:

  
Signature of Authorized Representative

\_\_\_\_\_  
Signature of TeleStrategies' Representative

ANDREAS BERTSCH - LEGAL REPRESENTATIVE  
Printed Name and Title of Signatory

Catiana Lucas, Director Business Development  
Printed Name and Title of Signatory

12/06/2013  
DATE

\_\_\_\_\_  
DATE

Fill out both this page and Attachment A. Sign and date both pages.  
Fax both pages with a cover sheet to Tatiana Lucas at 703-893-3197

**ATTACHMENT A:**

**LEVEL OF SPONSORSHIP (CIRCLE BELOW)**

- Lead Sponsor
- Associate Lead Sponsors
- Continental Breakfast/Morning Break
- Lunch
- Exhibiting Sponsor
- Afternoon Break
- Tabletop (Please review description below)
- Tote Bag Sponsorship
- Logo CD Sponsorship
- Badge Holders Sponsorship

Display materials must be confined to the top of the table and may not exceed a height of 3 feet from the top of the table nor the 6 foot table width. No items may be displayed from the floor, e.g. floor easels and backdrops are not allowed. Floor space in front and back of the table and to the side of the table must be kept completely clear of promotional and display materials.

**MATERIALS REQUIREMENT:**

Sponsor must supply corporate logo in required high-resolution EPS format on signing of contract

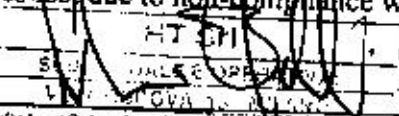
**DEADLINE:**

Items listed in Materials section must be delivered to Tatiana Lucas by **August 30, 2014**

**PAYMENT SCHEDULE:**

All contracts must be accompanied by 100 percent payment or a corporate purchase order to secure the sponsorship.

By signing below, my company agrees to the terms and conditions outlined above. My company understands that it is our obligation to comply with the deadlines specified and that TeleStrategies will not be responsible for monies lost due to non-compliance with deadlines.

  
\_\_\_\_\_  
Signature of Authorized Company Representative

12/05/2013  
\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature of TeleStrategies' Representative

\_\_\_\_\_  
Date