



**InfoSec Nashville 2025
Sponsor Prospectus**

InfoSec Nashville Sponsor Benefits by Level

	Diamond (one)	Titanium (one)	Platinum (one)	Gold (13)	Silver (11)	Bronze (17)
PRICING	\$20,000	\$17,000	\$13,000	\$11,000	\$7,000	\$5,000
Sponsorships Available	Exclusive	Exclusive	Exclusive	13	11	17
Company logo on InfoSec website	X	X	X	X	X	X
Recognition at two Keynote Introductions	X					
Recognition in Media Releases	X	X	X	X		
Recognition on Social Media	X	X	X	X	X	X
Pre-conference video promotion	X					
Breakout Session Presentation	X	X				
Recognition throughout CTF event			X			
Mobile App Ads	X (Home page)	X	X	X		
Exhibitor Space	(3) Three Tables Featured	(2) Two Tables Featured	(2) Two Tables Featured	(1) One Table Premium	(1) One Table Premium	(1) One Table
Complimentary Conference Registrations	8	6	5	4	3	2
Discounted Conference Registrations	12	10	8	7	5	3
Exclusive Sponsor for Attendee Parking		X				
Capture the Flag Sponsor			X			
Lanyard Sponsor				X ³		
CISO Dinner – charity benefit¹				X ³		
Conference T-shirt Sponsor				X ³		
Conference Bag Sponsor				X ³		
Lunch Sponsor²				X ³		
Wi-Fi Sponsor				X ³		
Food & Beverage Sponsor					X ⁴	
Breakout Session Rooms Sponsor					X ⁴	
Attendee Gift Sponsor					X ⁴	
Speaker Gifts (co-sponsor with ISSA)					X ⁴	

¹ CISO Dinner – facilitated discussion with [CISO Advisory Committee Members](#) in attendance. Each GOLD CISO dinner sponsor receives two tickets to the dinner.

² GOLD Lunch sponsors will be invited to give a 2-3 minute introduction during lunch.

³Gold Options (13 total):

- Lanyard
- Conference Bag
- Conference T-shirts
- WiFi (two available)
- Lunch (two available)
- CISO dinner (six available)

⁴Silver Options (11 total):

- Food & Beverage Sponsor (four available)
- Breakout Rooms (five available)
- Attendee Gift
- Speaker Gifts (co-sponsor with ISSA)

All InfoSec Nashville sponsors will receive the following benefits:

Logo on conference screens, conference signage, opportunity for attendee bag inclusion, opportunity to participate in door prize drawings, and complimentary lead scanning.

Sponsor Commitment Form

Please select your sponsorship level:

- DIAMOND – (Exclusive) (\$20,000)
- TITANIUM – (Exclusive Parking Sponsor) (\$17,000)
- PLATINUM – (Exclusive Sponsor for CTF event) (\$13,000)
- GOLD – Lanyard (\$11,000)
- GOLD – Conference Bag (\$11,000)
- GOLD – Conference T-shirts (\$11,000)
- GOLD - Wi-Fi (\$11,000) (two available)
- GOLD – Lunch (\$11,000) (two available)
- GOLD – CISO Dinner (\$11,000) (six available)
- SILVER – Food & Beverage Sponsor (\$7,000) (four available)
- SILVER – Breakout Room (\$7,000) (five available)
- SILVER – Attendee Gift (\$7,000)
- SILVER – Speaker Gifts (co-sponsor with ISSA Mid-TN) (\$7,000)
- BRONZE (\$5,000)

- Yes**, I will need electricity at my booth

By signing the below, it is certified that _____(print name) is authorized by _____ (organization) to enter into this agreement and the terms outlined have been accepted. Any changes to terms must be in writing and signed by both the Sponsor and an ISSA Mid TN Representative.

Company: _____

Primary Contact: _____ Title: _____

Address: _____

Phone: _____ Email: _____

Signature: _____

Local contact: _____ Email: _____

Company URL: _____

Diamond, Titanium, Platinum and Gold Level Sponsors are permitted to enter into a sponsor opportunity with only one (1) additional company (two logos max) to be known as a co-sponsorship. If you plan to have a co-sponsor, please list the company name below.

Co-Sponsor Information (if applicable)

Company: _____

Primary Contact: _____ Title: _____

Address: _____

Phone: _____ Email: _____

Signature: _____

Local contact: _____ Email: _____

Company URL: _____

Accounts Payable Information – Electronic Payment

*** Please identify the contact who will submit payment electronically ***

Contact Name: _____ Contact Name: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

FREQUENTLY ASKED QUESTIONS

Q) What does the registration process look like?

A) *The Sponsorship Commitment form must be executed and returned to the Sponsorship Director. Upon receipt of the executed Sponsorship Commitment form, the accounts payable information will be forwarded to the Treasurer. The Treasurer will send an invoice to the accounts payable contact provided on the Sponsorship Commitment form. After payment is received, Oak Ridge Association Management Company (Oak Ridge AMC), will reach out to you to assist in the registration process.*

Q) Can we have co-sponsors for one sponsorship level?

A) *DIAMOND, TITANIUM, PLATINUM and GOLD sponsors may split the cost of your sponsorship level with one co-sponsor. The co-sponsorship contact information must be completed on the sponsorship commitment form, as well as providing accounts payable information for the co-sponsor if the sponsorship fee is to be split.*

Q) How will co-sponsor logos appear?

A) *Co-sponsors must provide ONE graphic that incorporates the logos of both sponsoring companies.*

Q) Who is Oak Ridge AMC?

A) *Our third-party conference management partners. They assist with the planning and execution of the InfoSec Nashville conference.*

Q) Who do we reach out to with registration questions?

A) *You'll be working with Oak Ridge AMC on all registration questions, concerns, issues, etc.*

Q) Which sponsorships guarantee a speaking slot?

A) *Only DIAMOND and TITANIUM sponsorships include a speaking slot. GOLD LUNCH sponsors will be invited to give a 2-3 minute introduction during lunch.*

Q) Can we sponsor at multiple levels?

A) *Yes, you may sponsor at multiple levels (ex. Silver and Gold).*

PAYMENT OPTIONS

An invoice with a [link to pay via credit card](#) will be sent to your AP contact(s) as provided on the Sponsorship Commitment form. Credit card payment is the only payment accepted.

NOTE: As a volunteer run non-profit association, we are not equipped to deal with redlines and cannot modify language in the contract. In addition, we are unable to sign any amendments or other documents provided by your company. If your legal/procurement teams can accept our agreement as is, we would love to have your company as a sponsor. We appreciate your understanding.



Demographic Information

Industry	%
Business Services	11
Computer Security	25
Education	9
Financial Services	5
Government	6
Health Care	21
Other (Retail, Entertainment, Engineering)	21
Telecommunications	1

Buying Influence	%	Company Size	%
Authorize	19	0 – 49	15
Influence	25	50 – 199	18
Request/Specify	6	200 – 999	19
NA	50	1,000 – 4,999	17
		5,000 – 9,999	8
		10,000 – 19,999	6
		20,000 +	16

Note: 121 registrants did not provide demographic information. Percentages are calculated on 460 registrants.



Where did attendees come from? (This includes sponsor registration)

Middle TN	467
East TN	25
West TN	8
Alabama	12
California	22
Colorado	3
Florida	15
Georgia	16
Illinois	1
Indiana	15
Isreal	3
Kansas	1
Kentucky	12
Maryland	4
Massachusetts	5
Michigan	2
Missouri	2
New Hampshire	1
New Jersey	1
New York	3
North Carolina	8
Ohio	4
Oklahoma	1
Oregon	1
South Carolina	3
Texas	6
Washington DC	3
West Virginia	1

INFOSEC NASHVILLE EXHIBITOR & SPONSOR POLICIES & PROCEDURES

Organizer:

Mid-TN Chapter, Information Systems Security Association (ISSA)
PO Box 1431
Brentwood, TN 37024

Location:

Music City Center
201 Rep. John Lewis Way
Nashville, TN 37203

Confirming Space: After a first right of refusal period offered to previous sponsors, sponsorships will be confirmed on a first come first served basis, based on receipt of this executed agreement. Email or verbal intent to sponsor will not ensure the desired sponsorship levels.

Payment Terms: Full payment for sponsorships is due within 30 days of sponsorship commitment in order to secure your company's desired sponsorship level. Exceptions may be granted on a case-by-case basis by the InfoSec Planning Committee. **Full payment is due not later than 45 days in advance of the conference.**

Use of Space: (1) No sponsor/exhibitor shall assign, sublet, or share the whole or any part of the space allotted without the knowledge and consent of ISSA. Sponsor/Exhibitor must comply with safety, fire and health requirements during move-in, operation, and move-out. (2) ISSA does not endorse the products or services of the companies who exhibit during the Conference. (3) ISSA shall have the right to require dismantling of an exhibit or part of an exhibit which in their opinion is not suitable to or in keeping with the character and purpose of the Conference.

Included in Booth: One 6-foot table, two chairs, and basic power is supplied to all sponsors/exhibitors (one outlet). Please indicate on the Sponsor Commitment Form if you need electricity. Any **AV** needs beyond what is included must be arranged directly through Music City Center via the following link: <https://order.img.net/mcc/>

Assignment of Space: Booth assignments will be determined by sponsorship level and will be communicated once all sponsorships have been finalized. InfoSec Nashville reserves the right to modify the floor plan to accommodate space and/or avoid conflict and to relocate sponsors/exhibitors as necessary after consultation with sponsors/exhibitors who are affected by the modification. Space is assigned at the discretion of InfoSec Nashville. No space is assigned without an executed Sponsor Commitment form and full payment of the sponsorship fee.

Care of the Building/Equipment: Nothing shall be posted, tacked, nailed, screwed or otherwise attached to columns, walls, floors or other parts of the venue.

Insurance: Sponsors/Exhibitors participate at their own risk. Sponsors/Exhibitors can obtain insurance coverage at their own expense for risks during participation at the event. The organizers accept no responsibility for exhibits and exclude all liability for any loss or damage. This exclusion of liability is in no way limited by the security services provided by the organizers.

Indemnification for Music City Center: Sponsor/Exhibitor agrees to protect, save and hold Music City Center and all agents and employees thereof (hereafter collectively called "Venue Indemnitees") forever harmless for any damages or charges imposed for violations of any law or ordinance, whether occasioned by the negligence of the Sponsor/Exhibitor or those holding under the Exhibitor, and further, Sponsor/Exhibitor shall at all times protect, defend, indemnify, save and hold harmless the Venue Indemnitees against and from any and all losses, costs, damages, liability, or expenses (including attorney's fees) arising from or by reason of any accident or bodily injury or other occurrence to any person or persons, including Sponsor/Exhibitor, its agents, employees and business invites, which arises from or out of the exhibition premises, the venue or any part thereof.

Indemnification for ISSA: Sponsor/Exhibitor agrees to protect, save and hold Oak Ridge Association Management Company, and ISSA, and all agents and employees thereof (hereinafter collectively called "ISSA Indemnitees") forever harmless for any damages or charges imposed for violations of any law or ordinance, whether occasioned by the negligence of the Sponsor/Exhibitor or those holding under the Sponsor/Exhibitor, and further, Sponsor/Exhibitor shall at all times protect, defend, indemnify, save and hold harmless the ISSA Indemnitees against and from any and all losses, costs, damages, liability, or expenses (including attorney's fees) arising from or by reason of any accident or bodily injury or other occurrence to any person or persons, including Sponsor/Exhibitor, its agents, employees and business invites, which arises from or out of the exhibition premises, the venue or any part thereof.

Force Majeure: In case any part of the Exhibit Hall is destroyed or damaged so as to prevent ISSA from permitting a sponsor/ exhibitor to occupy assigned space during the exhibit period (in part or in whole), or in case occupation of assigned space during the exhibit period (in part or in whole) is prevented by strikes, Acts of God, national emergency, or other causes beyond the control of ISSA, then the sponsor/exhibitor will be charged for space only for the period the space was or could have been occupied by the sponsor/exhibitor, and the sponsor/exhibitor hereby waives any claim against ISSA, its officers, directors, agents, volunteers, vendors and employees for losses or damage which may arise in consequence of such inability to occupy assigned space.

Liability: ISSA and officers or staff members of the same, will not be responsible for the safety or the property of the sponsors/ exhibitors, their agents, or employees, from theft, damage of fire, accident or other cause, but will use reasonable care to protect the sponsor/exhibitor from such loss.

Cancellation: Cancellation of sponsorship/exhibit space must be submitted in writing. In the event of extenuating circumstances, a credit for the next year may be given at the discretion of the ISSA Middle TN President.



ISSA Middle TN Speaker/Sponsor Code of Conduct

Middle Tennessee ISSA is a professional organization made up of professionals and students of the information security field. By accepting an invitation to sponsor and/or speak at an ISSA Middle Tennessee event, you are expected to adhere to generally accepted professionalism when interacting with our members and guests. The purpose of this Code of Conduct is to ensure none of our members or their companies are offended or embarrassed in any manner. As a speaker or sponsor, you agree to the following:

1. We treat all members and guests with respect and dignity – harassment will not be tolerated;
2. We conduct ourselves in a professional and ethical manner so as neither to offend nor bring discredit to our self;
3. Sponsors and speakers should not use offensive images or offensive language;
4. Speakers shall refrain from using examples in their speech referencing specific companies in a negative light.
5. Perform all professional activities and duties in accordance with all applicable laws and the highest ethical principles;
6. Promote generally accepted information security current best practices and standards;
7. Maintain appropriate confidentiality of proprietary or otherwise sensitive information encountered in the course of professional activities;
8. Discharge professional responsibilities with diligence and honesty;
9. Refrain from any activities which might constitute a conflict of interest or otherwise damage the reputation of or is detrimental to employers, the information security profession, or the Association; and
10. Not intentionally injure or impugn the professional reputation or practice of colleagues, clients, or employers.
11. Speakers are allowed to provide information about their services and products; however, please ensure the presentation is mainly focused on providing value around information security and compliance topics;
12. If you have questions or concerns about a ISSA member, guest, speaker, or sponsor please reach out to an ISSA board member, or email board@issamidtn.org.