




# SPONSORSHIP

Sponsor LACNIC events





# Welcome to LACNIC Events!

LACNIC, the Latin American and Caribbean Internet Addresses Registry, is an international non-government organization established in Uruguay in 2002. It is responsible for assigning and managing Internet numbering resources (IPv4, IPv6), Autonomous System Numbers, DNS Reverse Resolution and other resources for the region of Latin America and the Caribbean. It is one of five existing Regional Internet Registries.

# Why sponsor LACNIC events?

As part of its efforts to promote the creation of synergies and initiatives for the construction of an open, stable and secure Internet in Latin America and the Caribbean, LACNIC organizes two annual events in different cities throughout the region.

LACNIC events are extremely relevant for the Latin American and Caribbean Internet community, as they provide spaces for multistakeholder dialogue, high-level technical training, and the discussion of topics that are of the greatest interest to the Internet community.

## **Networking**

More than 600 professionals gather on site to attend the various activities and about 2,000 more participate remotely. These professionals represent leading Internet organizations as well as governments, academia and civil society.

## **Visibility**

Promotional activities, social media presence and media coverage.

## **Business opportunities**

Social events + Meeting rooms + Networking tools

## **Commitment**

To the Internet community.

# KEYNOTE SPEAKERS

at Prior LACNIC Events

## ★ Merike Kaeo

CTO, Farsight Security

## ★ Radia Perlman

Dell EMC fellow

## ★ Charlie Kaufman

Dell EMC System Security Architect

## ★ Álvaro Retana

VP Technology Strategy, Huawei Technologies

## ★ Timothy Winters

CTO, IPv6 Ready

## ★ Paul Twomey

President, Instituto CyberGreen

## ★ Steve Crocker

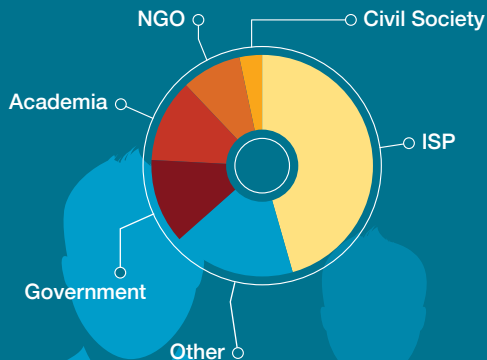
Board of directors, ICANN

# ATTENDEES

**+500** professionals representing leading Internet organizations as well as governments, academia and civil society.

Internet service provider (ISP) managers and technical staff, network engineers, experts in new technologies, Internet exchange point operators (IXPs/NAPs), content providers, international carriers, as well as Regional Internet Registry and ICANN staff.

## Participants by Sector



*\*Data on 2017 Events*

# PRESS and STATISTICS

**2700** Remote  
**visitors** Participation

Website  
**1.400 / 2.500**  
**weekly sessions**

















































































**733** **516**  
**participants** **participants**  
#LACNIC27 #LACNIC28

**+1200** **messages** Mobile  
exchanged by participants App  
during each event

**+25** **PRESS**  
**media** Each event is covered by more  
than 25 regional media outlets.



# Categories and Benefit

	Diamond USD 25.000	Gold USD 15.000	Silver USD 9.000	Bronze USD 4.000	Stand USD 6.000
Free event registrations	10	6	4	2	3
Mention of the Sponsor in Press					
Advertising materials inside the conference bag or backpack					
Thank you message					
Stand					
Use of meeting room for private meetings					
Logo and link on the event's website					
Company logo projected on screen / breaks					
Signage / background for press releases					
Company logo on signage					
Company logo on the social event program					
Description in event notebooks					
Logo on event notepads					
Logo on event bags / backpacks					
Logo on event T-shirts					
Logo on name badge lanyards					
Special settings or merchandising					

# EXCLUSIVE

## Sponsorship Opportunities

For information on the benefits, please contact our Sponsorship Contact.

**Social Event**  
USD 15.000

**Welcome Cockatil**  
USD 10.000

**Mobile App**  
USD 7.000

**Barista Café**  
USD 7.000

**Technical Forum**  
USD 7.500

**Beer&Gear**  
USD 5.000

**Remote participation**  
USD 7.000



Sponsor

# Peering Forum

## Premium USD 5.000

Space on the exhibit **table** where materials are handed to participants on the day of the PF

**Stand** in LACNIC's commercial exhibit area

Logo on Peering Forum website

**3 registration fee waivers**

Logo on first line of PF banner, **size: large**

Mention of sponsor's participation in a press release

Access to meeting room, prior reservation

## Basic USD 2.500

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Logo on Peering Forum website

**1 registration fee waiver**

Logo on second line of PF banner, **size: small**

Mention of sponsor's participation in a press release

Access to meeting room, prior reservation



\*It is applied a discount on the Peering sponsorship cost if combined with a traditional event sponsor category. Coordinate directly with the sponsorship contact.



# DIAMOND Sponsor

USD 25.000

*Includes 10 complimentary event registrations*

- Mention of sponsor's participation in a press release
- Inclusion of sponsor's own promotional material inside the event bag or backpack
- Thank you message and recognition as Diamond sponsor when opening and closing sessions
- Space to set up a company booth/stand
- Company description in the event program
- Slot for a commercial presentation. See Terms and Conditions
- Special settings or merchandising must be coordinated directly with the Sponsorship Contact. See ANNEX for options
- Access to a meeting room
- Highlighted company logo on:
  1. Event program
  2. Company logo and link on the Sponsors page of the event's website
  3. Company logo displayed on screen during breaks
  4. Priority display in background signage for press articles and photos.
  5. Signage to be installed inside the convention center, highlighted according to the corresponding sponsor category
  6. Event T-shirt
  7. Name badge lanyards





# GOLD Sponsor

*USD 15.000*

*Includes 6 complimentary event registrations*

- Mention of sponsor's participation in a press release.
- Sponsor's own promotional material and company logo inside the event bag or backpack.
- Thank you message and recognition as Gold sponsor on opening and closing sessions.
- Space to set up a company stand.
- Company description in the event program.
- Slot for a commercial presentation. See Terms and Conditions.
- Company logo on:
  1. Event program
  2. Company logo and link on the event's website Sponsors page
  3. Company logo displayed on screen during breaks
  4. Prominent display in background signage for press articles and photos
  5. Signage to be installed inside the convention center, highlighted according to the corresponding sponsor category
  6. Event bag

# SILVER Sponsor

USD 9.000

*Includes 4 complimentary event registrations*

- Mention of sponsor's participation in a press release
- Sponsor's own promotional material inside the event bag or backpack
- Thank you message and recognition as Silver sponsor at opening and closing sessions
- Space to set up a company stand
- Company description in the event program
- Slot for a commercial presentation during the event. See Terms and Conditions
- Company logo on:
  1. Event program
  2. Company logo and link on the Sponsors page of the event's website
  3. Company logo displayed on screen during breaks
  4. Prominent display in background signage for press articles and photos
  5. Signage to be installed inside the convention center, highlighted according to the corresponding sponsor category
  6. Logo on event notepads





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Lista de  
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# BRONZE *USD 4.000*

*Includes 2 complimentary event registrations*

- Mention of sponsor's participation in a press release.
- Sponsor's own promotional material inside the event bag or backpack.
- Thank you message and recognition as Bronze sponsor when opening and closing sessions.
- Company description in the event program.
- Slot for a commercial presentation during the event. See Terms and Conditions.
- Company logo on:
  1. Event program
  2. Company logo and link on the Sponsors page of the event's website
  3. Company logo projected on screen during breaks
  4. Signage to be installed inside the convention center, highlighted according to the corresponding sponsor category

Sponsor

# STAND / BOOTH *USD 6.000*

*Includes 3 complimentary event registrations*

The STAND category offers an exhibition space for companies interested in promoting their products and/or services to the large and influential audience attending LACNIC events. Banners and additional installation costs, materials and technical equipment must be provided by the sponsor.

- Mention of sponsor's participation in a press release.
- Thank you message and recognition as sponsor during the Closing Ceremony.
- Company description in the event program.
- Slot for a commercial presentation during the event. See Terms and Conditions.
- Company logo on:
  1. Event program.
  2. Company logo and link on the event website's Sponsors page under the "stand" category

# Welcome Cocktail

*USD 10.000*

The welcome cocktail is held at the end of the first day of the event. The cocktail's location is varied – in some cases, a room is set up within the hotel where the event takes place; in others, the cocktail is held at a venue that is symbolic and special to the host city.

This category is exclusive and limited to a single sponsor. The venue will be decorated in the sponsor's corporate colors and display their corporate image.

It also includes a slot for opening remarks during the welcome cocktail (5 minutes maximum).

# Social Event

*USD 15.000*

The social event is the final activity of the third day of the event. This event is somewhat more formal than the welcome cocktail. Dinner includes tray service and a show at a venue that is special and symbolic for the host city.

This category is exclusive and limited to a single sponsor. It includes the display of your corporate image and promotional materials.

It also includes a 5 minute slot for opening remarks.

# Technical Forum

*USD 7.500*

*Includes 4 complimentary event registrations*

- Signage highlighted during the forum.
- Exhibition space (including table and chairs). Banners and additional installation, materials and technical equipment costs must be provided by the sponsor.
- Mention of sponsor's participation in a press release.
- Thank you message and recognition during opening and closing sessions.
- Thank you message and brief description of the company's work at the start of the forum

# Beer & Gear Pack

*USD 5.000 (subject to availability)*

Beer & Gear is a commercial networking activity that takes place at the end of the second day of the LACNIC event. It allows participants to visit the stands while enjoying a drink or two, without the pressure of time.

This option includes:

- Two (2) event registrations
- Prominent signage during Beer & Gear time
- Mention of sponsor's participation in a press release
- Thank you message and recognition when opening and closing sessions
- Company logo and description in the event program

This category is limited to a single sponsor. It includes the display of company image and materials.

**EXCLUSIVE**  
Sponsor Categories

# Espresso Café Barista

*USD 7.000 (Check for availability)*

The sponsor may provide the barista with the following:

- Clothing with the company logo: Hat, T-shirt and/or apron
- Signage around the designated space
- Coffee may be served in cups with the company logo

The package includes 150 coffee cups per day. If the agreed number of cups is exceeded, the difference will be billed directly to the sponsor.

# Remote participation

*USD 7.000*

It allows participants from across the region and beyond to access the Conference content through live audio, video streaming and chat. + 2,000 remote participants (from throughout Latin America and the Caribbean).

Includes Company logo displayed on screen during breaks. Company logo and link on the Sponsors page of the event's website.

Company logo and brief description in the event program.

# Main Mobile App Sponsor

*USD 7.000*

Company's logo appears on the app's main screen, above the application icons. The image is visible each time a user displays this screen, the one most visited by users.

Sponsor's information, including its corporate logo, description, website and social media details.

# PROGRAM

## General Guidelines

### Technical Tutorials

These training sessions cover topics such as IPv6 monitoring, routing with BGP and RPKI, DNSSEC, CSIRTs, Internet resource management, IPv6 in fixed and mobile access networks, and peering.

### Public Policy Forum

LACNIC's Public Policy Forum is where policy proposals regarding the rules or policies relating to Internet resource management to be applied in Latin America and the Caribbean are presented, discussed and approved. This forum is open to the public in general and complements the Policy mailing list.

### Annual Member Assembly

This is the most important space for LACNIC member participation. The Annual Member Assembly considers and approves LACNIC's financial statements and results, elects the members of the fiscal and electoral commissions, and votes changes or modifications to LACNIC'S bylaws.

### LACNIC Technical Forum

The LACNIC Technical Forum is a space where the community can meet face-to-face during LACNIC events to share and discuss various topics. The forum includes top-level technical presentations on issues such as cybersecurity, IPv6, DNS, the Internet of Things, interconnection, network operation, regulation and others.

### Latin American and Caribbean Network Operators Forum (LACNOG)

This forum allows operators from across the region to discuss and share technical information and experiences in network operation and infrastructure development. LACNOG participates in many events in the region and includes multiple working groups on different topics proposed by the operators community. Once a year, the organization brings together a significant number of operators who gather at a major international event with the aim of strengthening the ties between the region's operators and providing updates on standards, technologies, best practices in network operation and other topics.



## LAC-IX Meeting

LAC-IX is the meeting of the Latin American and Caribbean Internet Exchange Point Operators' Association that takes place within the framework provided by LACNIC events.

## CSIRT Meetings

The LAC Computer Security Incident Response Team (CSIRT) meeting is a space designed for stakeholders involved in security to share their experiences, thus strengthening the region in terms of computer security incident prevention and mitigation.

## LACTLD Meeting

LACTLD is the regional organization that brings together Latin American and Caribbean ccTLDs. Its annual meeting is co-located with the LACNIC event held in the month of May. LACTLD activities include its general member assembly and its policy workshop. In addition, LACNIC meetings provide spaces for debate.

## Peering Forum

The Peering Forum seeks to provide the opportunity for the region's major Internet Service Providers, Content Providers and Internet Exchange Points to discuss and negotiate peering and transit agreements. This meeting is by invitation only.



# TERMS and CONDITIONS

## Intellectual property

The sponsor grants LACNIC a non-exclusive, non-transferable, royalty-free license to use the sponsor's distinctive sign(s) in order to fulfill the purpose of the agreement.

## Price and Form of Payment

The sponsor must pay the price specified above within 30 days from the date of invoice, via bank transfer or deposit, or using a card (Visa or MasterCard).

Prices will not be subject to any withholdings or taxes in the sponsor's country of origin; should this be the case, said withholdings or taxes shall be added to the price and will be borne by the sponsor, such that LACNIC receives the agreed price in full.

## Sponsor's commitment

The Sponsor will grant to LACNIC and LACNIC will accept a sum of money towards sponsorship of the next event organized by LACNIC in the region of Latin America and the Caribbean.

## Services to be rendered by LACNIC

In consideration of payment of the price specified above, LACNIC will be required to include the sponsor in the appropriate Sponsor Category (as specified in the annex detailing each category and their corresponding rights).

## Commercial presentations

LACNIC events include commercial presentations slots for sponsors. This activity is held on a day and at a time subject to availability.  
[15 minutes maximum].

The agreed price does not include additional technical equipment or translation. Brand signage for the room must be provided by the sponsor.

LACNIC will not be responsible for the attendance at the presentation.

## Important Note

Sponsorship is not exclusive to either party.

## Contact information

*Ana Laura Suárez*

Events and Sponsorship Assistant, LACNIC

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Fax: +598 2604 2222 #4112

# ANNEX

Exclusive, customized opportunities for **DIAMOND** sponsors.

Please check availability with the Sponsorship Contact. Subject to change depending on the event location.

## **Water bottles personalized with sponsor's company logo or image**

- 600 bottles available
- 1 bottle will be placed for each attendee on the day of the opening ceremony
- A table with bottles will be available at the entrance area

## **Customized keys to enter rooms at the hotel where the event is held**

- The hotel may provide guests who are registered for the event with a key customized to include the sponsor's company logo or image
- A card with a welcome message may be provided along with the key

## **Slippers customized with the sponsor's company logo**

- Customized slippers will be provided to each hotel guest registered for the event
- These slippers will be available in the guests' rooms
- A card with a welcome message may be attached

## **Chair covers personalized with sponsor's company logo or image**

- These chair covers will be used in the rooms where the Tutorials will be held

## **Participation in map showing the venue / event area and hotel surroundings**

- The map will be provided along with the event's promotional materials

# Sponsors

at prior LACNIC events

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facebook



HUAWEI



Internet  
Society

ADDREX



mxtools

cgi.br nic.br

NETFLIX



OSI  
HARDWARE & TELECOM



SECURE 61™

verizon  
media