



## 2014 SPONSOR PROSPECTUS



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## Webcast Series Delegate Snapshot

Black Hat's Webcast series attracts high-quality business security professionals from the public and private sectors. Over 15,000 attendees have registered for the Black Hat Webcast series. Here is a sample of the type of delegates that attend the Black Hat Webcasts:

- Blackbird Technologies, Inc - Sysadmin
- AccessData - Account Manager
- Adobe - SCS
- Adobe Systems - Computer Scientist
- ADP - Security Test Analyst
- Apex Systems - Senior IT Security Analyst
- Apexia Voice and Data - Systems Administrator
- Blue Shield of California - Senior Security Architect
- BMV - Security Specialist
- Boeing - Network Security Analyst
- Booz Allen Hamilton - Senior Consultant
- Booz Allen Hamilton - Consultant
- Booz Allen Hamilton - Senior Associate
- Boston Scientific - Cyber Threat Analyst
- Bromium - Software Test Engineer
- CA Technologies - IT Architect / Manager
- Ciena - Technical Certification Project Manager
- Cisco - Cyber Defense
- Cisco - Security Specialist
- Cisco - Solutions Architect
- Cisco - Technical leader 2
- Citi - Senior Vice President
- City of Seattle - Network Security Engineer
- Commerce Bank - Security Analyst
- Computer Source Ltd - Senior Network Engineer
- Contec-ISC B.V. - Security Engineer / Consultant
- Cyberarms - Owner
- Cyprus University of Technology - Network Security Engineer
- Davies Networking Services - Consultant
- DHS - IT Security Specialist
- DOI-IA - Information Systems Security Officer
- East Tennessee State University - IT Auditor
- Edward Jones - Technical Architect
- Emirates NBD - Manager - IT Security
- FIS Global - Assitant Manager - Information Security
- FMT Worldwide - CTO
- Forescout - Systems Engineer
- FTSI - E-Tech
- GAO - Senior IT Auditor
- GBSi - Instructor
- Horace Mann - Data Security Specialist
- Host Systems Nig. Ltd - Director
- HSBC GLT - System Admin
- IBM - Chief Architect, Cybersecurity & Privacy
- INFOSYS - CHFI
- Infosys Limited - Information Security Manager
- ING - Senior Consultant
- Intel - Security Validation Leader
- Intel Corp. - Senior SW Security Architect
- KANA - Technical Product Support
- KHL - Information Security Professional
- Lightech - Engineer
- LMT - Engineer
- Int infotech - Security Analyst
- Macnica Networks Corp. - Security Resercher
- McGladrey - Principal
- MCM Telecom - Engineer
- Microsoft - Security SDE
- Millikart - IT Security Officer
- MSFT - Senior Software Engineer

- Each Black Hat webcast registers over 875 on average\*\*
- The webcast audience is approximately half enterprise and half small, medium business\*\*
- Top industries represented are Information and Networking Security, IT/Telecommunications and Financial Services\*
- 75% of Black Hat USA 2013 attendees report listening to Black Hat Webcasts \*
- Over 50% of attendees state that the Black Hat Webcasts apply directly to current and/or future projects \*\*
- Following each webcast, 40% of attendees will visit the sponsor's website for additional information \*\*

Sources:

\* Black Hat USA 2013 Attendee Post-show survey

\*\*Black Hat Webcast Registration Data 2012-2013

## The Black Hat Webcast Series covers an array of security topics:

- Audit and Assessment
- Internet Search Engines and Databases
- Open Source Intelligence Gathering
- Vulnerability
- Incident Response
- Privacy
- Data Leakage
- Securing Sensitive Data
- Hacking
- Encryption
- Malware
- Reverse Engineering
- Open Source Tools
- Mobile

## Benefits of Webcast Sponsorship

- 500 guaranteed leads with full contact information
- Fifteen minute speaking opportunity for sponsor company representative
- Logo with link and sponsor speaker information listed on webcast registration page
- Sponsorship acknowledgement on email and social media promotions where appropriate
- Archived version available on Black Hat website for a minimum six months following the event
- Ability to ask one buying question in pre-event or post event poll

**COST \$20,000**



## 2012 & 2013 Webcast Sponsors

Booz | Allen | Hamilton  
strategy and technology consultants

