

17TH ANNUAL API CYBERSECURITY CONFERENCE FOR THE OIL AND NATURAL GAS INDUSTRY

November 8-9, 2022 | Woodlands Waterway Marriott, The Woodlands, TX

Sponsorship
and Exhibit
Prospectus



American
Petroleum
Institute

PRE-REGISTERED

PRE-REGISTERED

ON-SITE REGISTRATION

**14TH ANNUAL
API CYBERSECURITY
CONFERENCE
FOR THE OIL AND
NATURAL GAS INDUSTRY**



**14TH ANNUAL
API CYBERSECURITY
CONFERENCE
FOR THE OIL AND
NATURAL GAS INDUSTRY**

**14TH ANNUAL
API CYBERSECURITY
CONFERENCE
FOR THE OIL AND
NATURAL GAS INDUSTRY**




The work of the problem-solvers
of our industry is never done.



API | American
Petroleum
Institute

API | Am
Pet
Inst



The API Cybersecurity Conference has been an annual event since 2006. For 17 years it has been the only cybersecurity conference dedicated to the oil and natural gas industry and has a loyal and dedicated attendee base. It is also volunteer-driven, both at the planning committee and speaker level. We consistently produce a compelling conference program, with a focus on safety, best practices, and innovation.

NOTE THAT ALL SPONSORSHIPS INCLUDE AN EXHIBIT BOOTH. PRIME BOOTH LOCATIONS ARE RESERVED FOR SPONSORS.

If you would like to be a:

- **Platinum** Sponsors may submit applications **immediately**.
- Applications for **Gold Sponsorships** will be accepted on or after **June 3, 2022**.
- Applications for **Silver Sponsorships** will be accepted on or after **August 17, 2022**.

A limited number of booths are available for exhibitors only. In 2021, only 8 booths remained. If you would like to only exhibit, you can submit your application after **12:00 PM Easter on Thursday, September 1, 2022**. The number of number of exhibitor only booths available is dependent on the number of Sponsors. The remaining booths will sell out quickly.

Please check www.api.org/cybersecurityconference for booth availability. This link has the latest, so please check before sending.

Exhibit only booths are available until **September 16, 2022**, a 50% discount for third-party certified minority and women owned businesses that are certified by either the National Minority Supplier Diversity Council (NMSDC) or Women's Business Enterprise National council (WBENC). Please contact me directly for additional information.

We appreciate your support, and know that you will reach the loyal, dedicated high-level audience this API conference is known for.

To purchase, simply visit the exhibitor information tab at:
www.api.org/cybersecurityconference

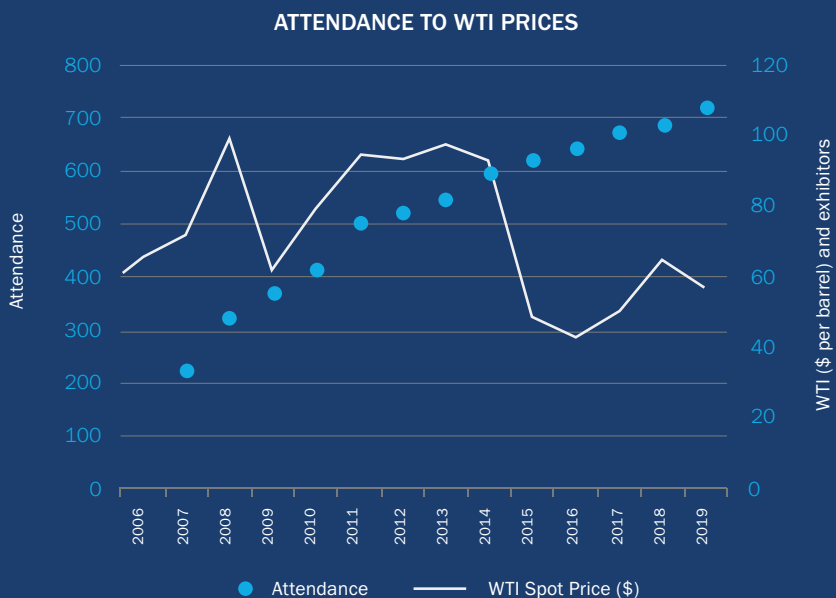
For questions or additional information, contact:

Matthew Cunningham
Senior Events Manager
American Petroleum Institute
202-682-8158
cunninghamm@api.org

2019 Cybersecurity Conference at a Glance

The 2019 Conference hosted a record **725 attendees**.

Attendance has grown every year, including during oil price downturns:



Since 2015 we have capped the number of exhibitors at 60 to maintain a healthy attendee-exhibitor ratio.

2021 EXHIBITORS INCLUDE

Fortinet	Riskrecon	Zscaler
PAS, now part of Hexagon	Spyglass Solutions	Appgate
Thales	Phosphorus Cybersecurity	Verve Industrial Protection
Rapid7	Randori	Rubrik
Accenture	Waterfall Security Solutions	Optiv Security
Owl Cyber Defense	Nozomi Networks	ONG-ISAC
Deloitte	Cybereason	iBoss
Arctic Wolf	Trend Micro	SecurityScorecard
Archer Energy Solutions, LLC	Armis	Sumo Logic
Dragos	SentinelOne	
Virsec	Set Solutions	
Palo Alto	Industrial Defender	
Proofpoint	1898 & Co. – Burns & McDonnell	

2019 Cybersecurity Conference at a Glance

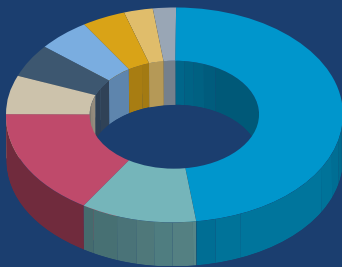
Attendee Demographics

TOP DELEGATE EMPLOYERS

Baker Hughes: 15	ExxonMobil: 11	Phillips 66: 11
BP: 8	Halliburton: 6	Plains All American Pipeline: 6
Chevron: 24	Hunt: 5	Schlumberger: 16
ConocoPhillips: 16	Marathon: 13	Shell: 17
Devon Energy: 5	Occidental: 11	Southwestern Energy: 6
Enterprise Products: 5	Oxy: 5	Transocean: 5

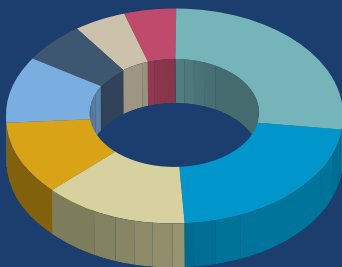
Government/Academic attendees:

US Coast Guard, FBI, DOE, US Coast Guard, BSEE, US Department of Homeland Security, University of Texas, Texas A&M, University of Houston.



2019 ATTENDEE FUNCTION

- 48% Cybersecurity or Information Technology
- 11% Others
- 16% Business Professional Services
- 6% Risk Management
- 5% Engineering
- 5% Administration
- 4% Academic
- 3% Compliance Management
- 2% Government



2019 ATTENDEE POSITION

- 27% Others
- 22% Developer/Engineering
- 14% Analyst
- 11% Auditor
- 10% Manager
- 6% Director
- 5% Executive
- 5% Operations

Cybersecurity Sponsor & Exhibitor Benefits

\$20K

\$15K

\$12.5K

\$7.5K



Pre-Event Marketing Opportunities

- | | | | |
|---|---|--|--|
| <ul style="list-style-type: none"> • Registration list of pre-registered attendees 2 weeks prior to event. (name, company, title, address) • Company name on the Conference website Exhibitors page with booth number and link to your corporate website • Company logo in Pre-Event Registration Email Blasts • Company logo on banner on online registration site | <ul style="list-style-type: none"> • Registration list of pre-registered attendees 2 weeks prior to event. (name, company, title, address) • Company name on the Conference website Exhibitors page with booth number and link to your corporate website • Company logo in Pre-Event Registration Email Blasts • Company logo on banner on online registration site | <ul style="list-style-type: none"> • Registration list of pre-registered attendees 2 weeks prior to event. (name, company, title, address) • Company name on the Conference website Exhibitors page with booth number and link to your corporate website | <ul style="list-style-type: none"> • Registration list of pre-registered attendees 2 weeks prior to event. (name, company, title, address) • Company name on the Conference website Exhibitors page with booth number and link to your corporate website |
|---|---|--|--|

Exhibit Hall Opportunities

- | | | | |
|---|--|---|---|
| <ul style="list-style-type: none"> • First choice of booth location (API will contact you with booth selection closer to the event) • 10x10 booth • Company name sign above booth • Table, Chairs, Carpet, Electricity, WiFi • Inclusion in Exhibitor Raffle drawing form shared with all Conference attendees • Company logo on signage located next to all break and coffee stations | <ul style="list-style-type: none"> • Second choice of booth location (API will contact you with booth selection closer to the event) • 10x10 booth • Company name sign above booth • Table, Chairs, Carpet, Electricity, WiFi • Inclusion in Exhibitor Raffle drawing form shared with all Conference attendees • Company logo on signage located next to all break and coffee stations | <ul style="list-style-type: none"> • Third choice of booth location (API will contact you with booth selection closer to the event) • 10x10 booth • Company name sign above booth • Table, Chairs, Carpet, Electricity, WiFi • Inclusion in Exhibitor Raffle drawing form shared with all Conference attendees • Company logo on signage located next to all break and coffee stations | <ul style="list-style-type: none"> • Fourth choice of booth location (API will contact you with booth selection closer to the event) • 10x10 booth • Company name sign above booth • Table, Chairs, Carpet, Electricity, WiFi • Inclusion in Exhibitor Raffle drawing form shared with all Conference attendees |
|---|--|---|---|

In-Person Opportunities

- | | | | |
|---|---|--|---|
| <ul style="list-style-type: none"> • Six complimentary registration (after one, each additional registrant pays a discounted registration fee of \$395) • Admission to all Conference sessions • Admission to all food functions, including lunches and Opening Reception • Special recognition from Conference Co-Chairs during the opening session • Company logo on signage throughout the venue • “Platinum” ribbon on all staff badges • “Exhibitor” ribbon on all staff badges • A “Special Thanks to Sponsors” section in the Conference Program distributed to all attendees. Includes logo, company description, and full contact information • Inclusion of one promotional piece to be inserted in the conference bag • Conference Program Advertisement – One full-page, four-color advertisement • Logo on Badge | <ul style="list-style-type: none"> • Four complimentary registration (after one, each additional registrant pays a discounted registration fee of \$395) • Admission to all Conference sessions • Admission to all food functions, including lunches and Opening Reception • Special recognition from Conference Co-Chairs during the opening session • Company logo on signage throughout the venue • “Gold” ribbon on all staff badges • “Exhibitor” ribbon on all staff badges • A “Special Thanks to Sponsors” section in the Conference Program distributed to all attendees. Includes logo, company description, and full contact information • Inclusion of one promotional piece to be inserted in the conference bag • Conference Program Advertisement – One full-page, four-color advertisement | <ul style="list-style-type: none"> • Three complimentary registration (after one, each additional registrant pays a discounted registration fee of \$395) • Admission to all Conference sessions • Admission to all food functions, including lunches and Opening Reception • Special recognition from Conference Co-Chairs during the opening session • Company logo on signage throughout the venue • “Silver” ribbon on all staff badges • “Exhibitor” ribbon on all staff badges • A “Special Thanks to Sponsors” section in the Conference Program distributed to all attendees. Includes logo | <ul style="list-style-type: none"> • One complimentary registration (after one, each additional registrant pays a discounted registration fee of \$395) • Admission to all Conference sessions • Admission to all food functions, including lunches and Opening Reception • Special recognition from Conference Co-Chairs during the opening session • Company logo on signage throughout the venue • “Exhibitor” ribbon on all staff badges |
|---|---|--|---|

Post-Event Marketing Opportunities

- | | | | |
|--|--|---|---|
| <ul style="list-style-type: none"> • 365 days of online exposure • Early access to 2023 Sponsor and Exhibitor opportunities • Logo in Post-Event Attendee Surveys • Logo in Post-event content promotion | <ul style="list-style-type: none"> • 365 days of online exposure • Early access to 2023 Sponsor and Exhibitor opportunities • Logo in Post-Event Attendee Surveys • Logo in Post-event content promotion | <ul style="list-style-type: none"> • 365 days of online exposure • Early access to 2023 Sponsor and Exhibitor opportunities | <ul style="list-style-type: none"> • 365 days of online exposure • Early access to 2023 Sponsor and Exhibitor opportunities |
|--|--|---|---|

Sponsor and Exhibitor Terms & Conditions

2022 API Cybersecurity Conference www.api.org/cybersecurityconference.

1. **API:** As used herein, "API 2022" or "Exhibition" shall refer to the API Inspection and Mechanical Integrity Summit. Also as used herein, "exhibitor," "applicant" and "company" shall refer to the party submitting an Application and Agreement to sponsor and/or exhibit at the 2022 API Inspection and Mechanical Integrity Summit. API will handle all pre-show and on-site decisions and its decisions will be final.

2. **Cost of Exhibit Space and/or Sponsorship:** See page 4 of the 2022 Inspection and Mechanical Integrity Summit Sponsor and Exhibitor Prospectus. Additional costs, including but not limited to booth build out, audiovisual needs, shipping and material handling are the responsibility of the exhibiting company.

3. **Payments:** A 50% deposit is due within 30 days of application submission.
Checks and Wire Transfers: A PDF invoice will be sent upon application submission. Reference your invoice number so payment is applied appropriately. All checks are to be made payable to: American Petroleum Institute, P.O. Box 1425, Merrifield, VA 22116-1425, USA. The check must be in U.S. currency only, drawn on a U.S. bank. A \$25.00 transaction fee will be due on each Wire Transfer received as payment, if not sent as U.S. currency. Please add this amount to your original payment. Credit cards are also accepted for payment.

No sponsor or exhibitor admission credentials will be distributed to any company who has not paid in full by August 5, 2022; and if any company still has not paid in full by the time of the first date of installation, August 8, 2022, they will not be allowed to set up their booth or receive any orders from contractors until the account is paid in full by Cashiers or Certified Check. **No personal checks or credit cards are accepted as payment for exhibit space on-site.**

4. **Cancellation:** An exhibitor may cancel or withdraw from the show subject to the following conditions and restrictions:

- The exhibitor shall give API notice in writing of its intention to cancel or withdraw from the show.
 - ➔ In the event the said notice is received on or before September 9, 2022, the exhibitor shall be obligated and agrees to pay a cancellation penalty of 50% of the contract value.
 - ➔ In the event the said notice is received between September 9, 2022, and October 7, 2022, the exhibitor shall be obligated and agrees to pay 75% of the contract value.
 - ➔ In the event the said notice is received after October 7, 2022, the exhibitor shall be obligated and agrees to pay 100% of the contract value.
- All refunds due will be paid to exhibitor no later than sixty (60) days after the close of the Exhibition.
- In the event of cancellation, API shall have the right to use said space to suit its own convenience, including selling the space to another exhibitor, without any rebate or allowance to the cancelled exhibitor.
- API assumes no responsibility and exhibitor waives any claims against API for having included the name of the cancelled exhibitor or description of their products in the show catalog, brochures, news releases or other materials concerning the show.

5. **Assignment of Space:** Whenever possible, space assignments will be made based on the location preferences requested by the exhibitor. API reserves the right to make the final determination of all space assignments in the best interests of the overall Exhibition. These Terms & Conditions become valid upon exhibitors electronic acceptance during the application submission process.

6. **Right of Refusal:** API reserves the right to refuse rental of display space to any company whose display of goods, service or machinery is not, in the opinion of API, compatible with the general character and objectives of the Exhibition.

7. **Floor Plan Layout Changes:** Through the floor plans sent out periodically and the plans available through the official API 2022 Inspection Summit website, all exhibitors should frequently review their space location and changes to neighboring booths/areas for updates. While API will send out updates to the layout, it is the exhibitor's responsibility to keep up with changes to their assigned area. API is anticipating alterations to the initial printed plan and cannot be held responsible for changes which may alter a participating exhibitor's selection of space. If a specific exhibitor is impacted by an adjacent major layout configuration, API will notify them directly.

8. **Subletting of Space:** The exhibitor agrees not to assign, sublet or apportion space or any part thereof contracted for, nor to exhibit, advertise or offer for sale merchandise or services other than those manufactured or sold by exhibitor company in the regular course of business. As an example: when articles are required for the proper demonstration or operation of exhibit displays, in which case identification of such articles shall be limited to the regular name plate, imprint or other identification, which in standard practice appears

normally on the article. Exhibitors may not permit non-exhibiting company representatives to work in their booths except their own dealers and representatives.

9. **Sharing of Booths:** Co-sponsoring or co-exhibiting is not permitted. Conference signage, program, and website will include only one company name.

10. **Default of Occupancy:** Any exhibit space not occupied by 6:00 p.m. on Monday, November 7th, 2022, shall be forfeited by the exhibitor, and the space may be resold, reassigned, or used by the API without refund, unless a request for delayed occupancy has received prior approval by API.

11. **Failure to Hold Exposition:** Should any contingency prevent the holding of the API 2022 Inspection and Mechanical Integrity Summit, API shall refund all monies paid within 60 days of the notice of intent to cancel. The exhibitor waives all claims for damages. If, for any reason, the Exhibition is deferred, monies already paid will be automatically transferred to the new dates, and the exhibitor waives all claims for damages or recovery of payments made.

12. **Exhibit Hours:** Exhibitors are required to keep at least one attendant in their booth during all show hours, subject to removal of their exhibit from the show at the company's expense.

13. **Exhibit Booth Displays:** Please refer to the specific rules and regulations that will be included in the Exhibitors Service Manual for all related rules and regulations regarding heights, sightlines, demonstration areas and signage.

Exhibitor agrees not to use any display that API determines, in its absolute discretion, will endanger person or property, is in bad taste, or will violate the booth regulations or any other provision of this contract.

In the event API determines at any time that any exhibit violates this contract and the exhibitor is unable or unwilling to cure or correct such violation, API may terminate this agreement immediately and forbid erection of the exhibit or may remove or cause the exhibit to be removed at the exhibitor's expense, and the exhibitor hereby waives any claim for refund of the exhibit booth or other damages arising out of such termination and/or exhibit removal. Any exhibitor who is uncertain as to whether an exhibit is in compliance with all applicable regulations and requirements should contact API immediately.

14. **Exhibit Staff Registration:** All exhibitors and booth personnel are required to register. Badges will be printed and available upon arrival. Registrations are not transferable.

15. **Liability, Insurance:** Exhibitors shall assume, and shall indemnify, hold harmless and defend API and their respective members, officers, directors, employees, contractors and agents (collectively "API Parties") from and against, any and all claims, damages, liabilities, costs (including reasonable attorneys' fees) and expenses (collectively, "Claims") arising out of or in any way relating to exhibitor's acts or omissions while a participant of the API 2022 Inspection and Mechanical Integrity Summit, including but not limited to any Claims arising out of or in any way related to any bodily injury or property damage caused by exhibitor's acts or omissions. Additionally, exhibitors hereby waive, and release API Parties from, any claim against API Parties for damages or to liabilities of any kind, type or nature (including but not limited to any damage to property or business or injury to persons) arising out of or in any way relating to the Exhibition, except to the extent caused by an API Party's gross negligence or willful misconduct. In no event shall exhibitor be entitled to claim, and exhibitor hereby waives the right to claim, any special, consequential, indirect or punitive damages arising out of or relating to these Terms & Conditions.

16. **Personal Property:** Exhibitor acknowledges that any/all property of exhibitor, including any personal properties of individuals, are the sole responsibility of such Exhibitor/Participant and API will not assume any liability for such properties in the event of fire, theft, mysterious disappearance or any loss of physical damage or any indirect damage as a result thereof. Participation attendance of the Exhibition will acknowledge the acceptance of all terms and conditions stated herein.

17. **Additional Insurance:** Additional insurance requirements, minimum coverage and liability clauses will be contained in the complete Rules and Regulations document which will be a part of the API Exhibitors Service Manual, which Rules and Regulations are incorporated herein and are a part of these Terms & Conditions.

18. **Assignment:** Neither API nor the sponsor/exhibitor may assign their rights under this Agreement without the express written consent of the other party. API is unable to sign counter-agreements or 3rd party agreements.

19. **Children:** Conference Sponsor(s) and Management forbid all children under the age of 18 years (including infants and strollers) to be brought onto the exposition floor prior to, during or after set-up/dismantle hours and all show hours.

20. **General Requirements:** All matters and questions covered in the "Rules and Regulations" may be amended at any time by API. Such amendments or additions shall be equally binding on all parties affected by this original "Terms & Conditions."