Intro

teiss is a community of C-Suite decision makers who are responsible for setting organisational goals, and senior IT and security professionals protect their organisations from digital risks.

teiss brings this community together, online and face-to-face, to learn from experts and from each other. At our events, they share best practice, stay up-to-date, and do business with the security vendors who support their community.
Our original and flagship summit. Now in its 10th year and regularly welcoming over 500 delegates to hear from globally renowned speakers who specialise in the human challenges and external threats.

One of our European-based summits, this one-day event draws over 150 Benelux-based delegates, with leading EU-based speakers and delegates attending.

Extending our European-based summits, this one-day event deals with the information security challenges faced by global organisations based throughout Germany.

New for 2020, this one-day event takes the successful format of our cyber security events and draws on local information security leaders to deliver policy and practical case studies.

Our Deep Dive Interviews and Information Security Leaders’ Roundtables are a regular weekly listen for CISOs, CIOs and Heads of InfoSec keen to stay on top of the latest news, threats and best-practice.

Our original and flagship summit. Now in its 10th year and regularly welcoming over 500 delegates to hear from globally renowned speakers who specialise in the human challenges and external threats.

Our most-engaged audience, teissMembers have unlimited access to all our higher-value content on www.teiss.co.uk.

Our annual awards allow security vendor organisations to compete for prestigious awards, judged by an independent panel of experts.

We also run a series of specialist, limited-availability Breakfast Briefings, on topics devised by the vendor community who support these professionals.
The **R3: Resilience, Response & Recovery Summit 2020** is the leading Summit focused on how organisations overcome the barriers to improving cyber resilience, as well as ensuring that their incident response plans ensure the fastest possible recovery.

This one-day event goes beyond assuming that delegates’ organisations will suffer, or have suffered, a data breach. Instead, we focus on the human in cyber resilience, and how leading organisations use their people and their suppliers to improve their cyber and operational resiliency.

### Previous speakers include

- **Brian Boetig**
  - Legal Attaché, US Embassy, London
  - FBI

- **Peter Gibbons**
  - CSO
  - Network Rail

- **Robin Jones**
  - Head of Technology, Resilience & Cyber
  - Financial Conduct Authority

- **Thomas Christophers**
  - Head of Risk
  - Thames Water

- **Titta Tajwer**
  - CISO
  - News UK
Sponsorship packages

All our sponsorship packages come with;

- A standard Exhibition Space (3m X 2m)
- A list of the attending delegates and speakers
- Your company logo on the conference materials
- A 100-word sponsor listing on the event website
- A one year listing in our Directory

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Key benefits of sponsoring this event

Networking
Develop new leads and connections in a vibrant networking environment with 150+ UK-based senior Information Security professionals across both the public and private sectors.

Branding
Position your brand alongside leading and inspirational end-user speakers, as well as Heads of Government departments and EU-wide agencies.

Thought Leadership
Raise your organisation’s profile by delivering presentations or joining a Panel Session in front of an audience of decision-makers and those at Director-level responsible for IT and information security.
teissAmsterdam2020 will follow on from the inaugural event in 2019, which welcomed over 150 senior Benelux-based Information Security professionals. This one-day event brings the successful teiss format of high profile speakers, delegate-led roundtables and practical case study sessions to a northern-European audience.

“This was a wonderful summit – perfect size to network, excellent speakers, full agenda. Thank you for the invitation, and I sincerely hope to attend future events.”
Manager
ISACA

Speakers include

Greg van der Gast
Head of Information Security
Salford University

Kevin Fielder
CISO
Just Eat

Marco Gercke
Founder & Director
Cybercrime

Martijn Nykerk
CISO
Randstad

Quentyn Taylor
Director of Information Security - EMEA
Canon
Sponsorship packages

All our sponsorship packages come with;

- A standard Exhibition Space (3m X 2m)
- A list of the attending delegates and speakers
- Your company logo on the conference materials
- A 100-word sponsor listing on www.teiss.co.uk/amsterdam
- A one year listing in our Directory

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Develop new leads and connections in a vibrant networking environment with 150+ Benelux-based senior Information Security professionals across both public and private sectors.

Branding
Position your brand alongside leading and inspirational end-user speakers, as well as Heads of Government departments and EU-wide agencies.

Thought Leadership
Raise your organisation’s profile by delivering presentations or joining a Panel Session in front of an audience of decision-makers and those at Director-level responsible for IT and information security.
teissDublin2020 will bring the best of our range of information security events to a new market. Delivered by local information security leaders and policy makers. This one-day event brings the successful teiss format of experienced speakers, in-depth workshops and best-practice sessions to a new audience.

Speakers include:

Dr. Mary Aiken
Cyberpsychologist

Glen Hymers
Global CISO & Head of Data Protection
Save the Children

Greg van der Gast
Head of Information Security
Salford University

Jared Carstenson
CISO
CRH

Tiernan Connolly
Global Head of Security Operations
MUFG
Sponsorship packages

All our sponsorship packages come with;

- A standard Exhibition Space (3m X 2m)
- A list of the attending delegates and speakers
- Your company logo on the conference materials
- A 100-word sponsor listing on www.teiss.co.uk/dublin
- A one year listing in our Directory

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Key benefits of sponsoring this event

Networking
Develop new leads and connections in a vibrant networking environment with 150+ Ireland-based senior Information Security professionals across both public and private sectors.

Branding
Position your brand alongside leading and inspirational end-user speakers, as well as Heads of Government departments and EU-wide agencies.

Thought Leadership
Raise your organisation’s profile by delivering presentations or joining a Panel Session in front of an audience of decision-makers and those at Director-level responsible for IT and information security.
teissLondon2021 has a clear focus on the people and the threats that undermine an organisation’s cyber security. Security of data, information and systems depends on how everyone in an organisation – from the top down – employs best-practice behaviours and approaches.

Now in its 10th year, delegates attending our flagship event will compare and contrast different real-world and first-hand accounts of culture and practice change. Delegates know that for all the technological advances in cyber security that they adopt, it is their human resource and security culture that lags behind, and poses the greatest threat.

Sponsors and exhibitors at teissLondon2021 will all understand the challenges that our delegates face. They bring both technological and human solutions to their existing and potential customers attending teissLondon2021.

“Educating, eye opener we need more events like this one.”
Group Head – BCM and IT DR
Paysafe
Delegate breakdown

- Finance: 28%
- Technology: 13%
- Press and Publishing: 9%
- Association: 7%
- Retail: 6%
- Other: 37%

Delegate seniority

- 12% of last year's delegates were CISO/CIO/CTO
- 45% of last year's delegates were Director/Head
- 19% of last year's delegates were Managers
- 24% of last year's delegates occupy other positions

6 1/2 hours networking opportunities
Previous speakers include

Allan Alford  
Delivery CISO  
NTT Data Services

Dr Stephanie Hare  
Author “Technology Ethics”

Bridget Kenyon  
Global CISO  
Thales

Jon Townsend  
CIO  
National Trust

Ciaran Martin  
CEO  
NCSC

Marilise de Villiers  
Global Cyber Security Awareness, Culture and Training Consultant

David Boda  
Group Head of Information Security  
Camelot Group

Quentyn Taylor  
Director of Information Security  
Canon

Dr Jessica Barker  
Chair  
ClubCISO

Steve Eckersley  
Director of Investigations  
Information Commissioner’s Office
Sponsorship packages

All our sponsorship packages come with;

- A standard Exhibition Space (3m X 2m)
- A list of the attending delegates and speakers
- Your company logo on the conference materials
- A 100-word sponsor listing on www.teiss.co.uk/london
- A one year listing in our Directory

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Key benefits of sponsoring this event

**Networking**

Develop new leads and connections in a vibrant networking environment. Meet 500+ UK-based cyber security and IT professionals from across finance, retail, local government and private sectors.

**Branding**

Position your brand alongside leading and inspirational end-user speakers, as well as Heads of Government departments and agencies.

**Thought Leadership**

Raise your organisation’s profile by delivering presentations or joining a Panel Session in front of an audience of CISOs, CIOs, and those at Director-level responsible for IT and information security, cyber risk and threat protection.
teissBerlin2021 extends our information security events further into mainland Europe. Rolling out the engaging teiss format, this one-day event will mix Global and European information security policy development with local challenges, solutions and best-practice speakers.

What do delegates say about our Summits?

“More than worth the effort, again up to date and inspired how things can be improved.”
CIO
Hospital Rivierenland

“Excellent event and networking opportunity.”
Head of Risk
Artemis
Sponsorship packages

All our sponsorship packages come with:

- A standard Exhibition Space (3m X 2m)
- A list of the attending delegates and speakers
- Your company logo on the conference materials
- A 100-word sponsor listing on www.teiss.co.uk/berlin
- A one year listing in our Directory

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**Branding**
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**Thought Leadership**
Raise your organisation’s profile by delivering presentations or joining a Panel Session in front of an audience of decision-makers and those at Director-level responsible for IT and information security.
Our sponsorship packages

The **Platinum Package** has a premium stand in our exhibition area and branding that sets you apart from other sponsors. It also benefits from a plenary speaking position in the morning of the event. There is also an option with this package to host a private, silver-service lunch for selected delegates.

The **Gold Package** has branding qualifying you as one of our premium sponsors. It also offers a speaking opportunity in one of our Streams in front of half of the delegates.

The **Silver Package** offers an opportunity to run a workshop on a subject of your choice. Our workshops normally have 40+ delegates attending, are very interactive, and last for an hour.

The **Panel Package** gives your speaker a chance to appear on one of the defined panel sessions at the event, alongside three of our selected experts and no other Sponsor, giving your speaker the opportunity to present themselves, and your organisation, as a thought leader.

The **Roundtable Package** gives you a chance to host a Roundtable on a topic of your choice. As a Roundtable Sponsor, you choose from the delegate list those who you would like to attend your Roundtable discussion, normally lasting 45 minutes. This discussion is then repeated, with delegates who are interested in your topic, so up to 90 minutes of discussion facilitated by your company.

The **Bronze Package** allows you access to all presentations and event streams. It also allows you to take advantage of up to 5 hours (per day) of networking with our attending senior delegates.
Additional branding opportunities

At each of our events, there are several further opportunities to position your company and brand in delegates’ hands, reinforcing your key messages. Please enquire for rates at our various Summits.

- Charging station
- Bags
- Lanyards
- Popcorn
- Pillars and walls
- Delegate pack adverts and articles
We run a regular schedule of exclusive, high-level **Breakfast Briefings**. Focused in partnership with a single sponsor, filled with an exclusively high-level audience in 5 star venues, and moderated by experts, these Breakfast Briefings provide our clients with the perfect setting to present themselves as the industry-leader.

“Valuable content and credible attendees. The size was just right to foster good networking”

**Breakfast Briefing Sponsor**

**Recent Breakfast Briefings include**

- The reality of AI to defeat cyber-crime in a cloud-based world
- Using AI, automation & machine learning to tackle the cyber skills gap
- Where on earth do we start? How to identify and prioritise cyber risks and build effective defences
- Recovery & resilience: Is your organisation really prepared?
- How to manage the rapidly changing cyber threat landscape

**Sponsorship options**

- £15k per breakfast.
Our *teissAwards2021* recognise industry excellence and innovation in cyber and information security across Europe. It is the chance for security vendor organisations to compete for prestigious awards, judged by an independent panel of experts. Our *teissAwards2021* focus on the contribution of these organisations and technologies that have excelled in the use, development and deployment of information security in the past 12 months.

Previous judges

- **Deborah Haworth**
  CISO
  Penguin Random House UK

- **Martin Smith MBE**
  Chairman & Founder
  The Security Company

- **Nick Nagle**
  CISO
  Condé Nast

- **Paul Taylor**
  Partner & UK Lead for Cyber in the Boardroom
  KPMG

- **Sue Milton**
  Chair of the Nominations Committee & Past President
  ISACA

- **Thom Langford**
  Founder
  TL(2) Security
Awards categories

- Most innovative product or service of the year
- SME security product or service of the year
- Best compliance product
- Best detection platform
- Best use of machine learning or security automation
- Best risk management product
- Best training product or service
- Best penetration testing product or service

Headline Sponsorship

£25,000

With only one headline package available, this sponsorship gives you unrivalled branding and the opportunity to engage with cyber security leaders and product vendors, online and face to face while positioning your organisation as a Security leader in the industry.
teiss website

> www.teiss.co.uk

With higher-value content drawing in increasing numbers of senior Information Security leaders as teissMembers, our website and emails are the perfect platform to amplify a teissEvents or teissPodcasts sponsorship.

Advertising options

> MPU £86 cpm
> Leaderboard banner £80 cpm
> Full site takeover £300 setup £110 cpm
Content options

Your opportunity to publish high-quality and relevant articles to our community.

**Articles**
£1,995 per article

**Keyword sponsorship**
£100 cpm

**In-Article banners**
£80 cpm

Newsletter

The teiss newsletter is distributed weekly to our entire cybersecurity audience.

- 1 x Article + 1 x Banner  £1,995
- Top Article + 2 x Banners  £2,450

**Article & Banner**

Podcast: How can we grow the next generation of cyber talent?
Mark Webby, CISO, Freshfields, talks about finding, nurturing and growing the next generation of cyber talent.

**Top Article**

Transferrable skills: it’s not WHAT to do but HOW to do it
There’s a myth that employees won’t be 100% ready to do their new job on day 1. Karl Rouben looks at ways to take advantage of transferrable skills right away.
Our “Deep Dive” Interviews and “Information Security Leaders’ Roundtables” are a regular weekly listen for CISOs, CIOs and Heads of Information Security keen to stay on top of the latest news, threats and best-practice. Led by our editor and heard by an ever-growing audience, these platforms are an excellent opportunity for vendor organisations to demonstrate the expertise of their people, and tackle the latest cyber security news and views.

Podcast Sole Sponsorship

Branding on all podcast marketing materials including website banners, dedicated email promoting its launch and on the podcast section of the website

- 2 x 30-second adverts read out by the editor - intro and outro advert in the middle and at the end of the podcast
- Inclusion of the podcast in our weekly e-newsletter
- Tweet to 15,000 followers promoting podcast and tagging sponsor

Price

- 1 x Podcast - £950
- 4 x Podcasts - £2,850

Average duration time

- 22 minutes per podcast.
Our “Deep Dive” Interviews and “Information Security Leaders’ Roundtables” are a regular weekly listen for CISOs, CIOs and Heads of Information Security keen to stay on top of the latest news, threats and best-practice. Led by our editor and heard by an ever-growing audience, these platforms are an excellent opportunity for vendor organisations to demonstrate the expertise of their people, and tackle the latest cyber security news and views.

Video Sole Sponsorship

Branding on all video marketing materials including website banners, dedicated email promoting its launch and on the podcast section of the website

- 2 x 30-second adverts read out by the editor - intro and outro advert in the middle and at the end of the video
- Inclusion of the video in our weekly e-newsletter
- Tweet to 15,000 followers promoting video and tagging sponsor

Price

- 1 x Video - £1,650
- 4 x Videos - £4,950

Average view time

- 7 minutes per video.
teiss editorial focus offers you a credible and highly targeted marketing channel that, through its collaboration with major industry partners, delivers real and significant ROI.

As a partner of teiss; you can use our range of multi-media platforms, cut through the sheer volume of white noise that is associated with today’s contemporary media, and provide the perfect platform to create thought leadership and genuine engagement with your brand.

Reach our audience of IT professionals. Share your knowledge and earn your place as an expert in cybersecurity.

These videos are hosted on teiss.co.uk, published on a stand-alone webpage on The Telegraph online and published on the dedicated Business Reporter Brand Voice Hub on Forbes.com.
How it comes together

Briefing
A briefing call with the creative team that covers the salient points of the production process.

Pre-production
Following the briefing call, a script will be created that fits the discussed topics. Filming and dialogue coaching will also be provided.

Filming
Between one and three days' filming at the location of choice – on-site or in studio.

Post-production
The teiss editorial team will edit the video content and format it alongside a 500-word teiss article.

Launch
This content will be hosted on our teiss website. The copyright licence is also provided to repurpose the content in external marketing activities.

teiss involvement options

Video studios:
- Video created at our film studios
- Video embedded in editorial feature published on teiss.co.uk
- Video published on a stand-alone webpage on The Telegraph online
- Video published on the dedicated Business Reporter Brand Voice Hub on Forbes.com
- 10,000 guaranteed views
- Feature press release syndicated via PR Newswire

Rate card
- £19,950
White papers

Our **teissMembers** have exclusive access to a range of security-vendor produced White Papers. Containing their latest research and emphasising their key messages and thought leadership, the teissMembers who download these White Papers are highly-engaged leads.

**Publishing options**

£70 per lead with Name, Organisation, Job Title, Telephone number and email address. (Minimum 100 leads)
All the organisations who sponsor our events or post content to our site are listed in our comprehensive Directory. Your company page contains not just your contact details, but a home for all the content – such as White Papers you’ve published, articles you’ve written or video interviews you’ve been involved in.

Listing options

£300 per annual listing.
teiss digital audience

Database of 60,892 IT Security professionals*
* as of January 2020

European audience breakdown

- United Kingdom: 53%
- Germany: 12%
- Netherlands: 7%
- France: 6%
- Sweden: 3%
- Norway: 3%
- Ireland: 3%
- Other: 13%

Audience seniority

- 24% of our audience are Chiefs
- 46% of our audience are Director/Heads
- 17% of our audience are Executives
- 13% of our audience are Managers
Some of our clients

- Cisco
- Check Point
- CyberArk
- CYJAX
- Digital Intelligence & Incident Response Services
- Darktrace
- HP
- IBM
- Kaspersky
- McAfee
- Proofpoint
- Qualys
- Sophos
- Sungard Availability Services
- Symantec
- Trend Micro
- Verizon
- Yubico
- Zscaler
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