Cisco live!

2018 RE-SIGN PROGRAM

June 10–14, 2018
Orange County Convention Center
Orlando, Florida
On behalf of the entire Cisco Live team, thank you for helping us make this year’s event a memorable experience!

Preparations are already underway for Cisco Live 2018, and we hope you’ll be joining us at the Orange County Convention Center in Orlando, Florida! Orlando is a very popular destination for attendees and it has been five years since the Cisco Live community has gathered there.

As you know, the Cisco Live audience has big expectations for the on-site event, and we will continue to drive innovations within the World of Solutions to create a dynamic, immersive experience for attendees – and a more compelling venue for partners like you to showcase your company and your solutions.

The World of Solutions will continue to be the go-to destination for content, networking, and activities happening outside of the classroom. We will also continue developing the activities that drive attendee traffic, space for lounges, cafés and other areas that encourage conversation and connections.

We’re always refining the World of Solutions to make it a dynamic platform for exhibitors like you to engage with technology’s best prospect audience. We’re looking forward to working with you again next year on another great event.

Please let one of our team members know if you have any questions.

Sincerely,
The Cisco Live Team

CONTACTS FOR COMPANIES BEGINNING WITH:

**COMPAINES A—G**

Keith Lovitt  
Sr. Sales and Event Manager  
keithl@hartmannstudios.com  
510-965-4632

**COMPAINES H—Q**

Lesley Mendoza  
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**COMPAINES R—Z**

Hellena O’Dell  
VP Sales and Event Manager  
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510-965-4607

CISCO LIVE GLOBAL EVENTS

<table>
<thead>
<tr>
<th>Event</th>
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| Cisco Live, Cancun | November 6–9, 2017 | Cancún, Mexico | Contact: Odette Latapi  
+52 55 5412 9007                                           |
| Cisco Live, Barcelona | January 29–Feb 2, 2018 | Barcelona, Spain | Contact: Claudia Harris  
+44 208 879 2229                                              |
| Cisco Live, Melbourne | March 6–9, 2018 | Melbourne, Australia | Contact: Janine Condran  
+61 2 8870 7900  
sales@pdkevents.com.au                                    |
| Cisco Live, US | June 10–14, 2018 | Orlando, Florida |                                                              |
WHY RE-SIGN FOR 2018 ONSITE?

• Get an early start on creating and aligning your event strategy.
• Secure your first choice of premium exhibit space and sponsorships.
• Celebrate your successes at Cisco Live 2017 and continue the momentum for 2018.
• Maximize your company awareness.

HOW IT WORKS:

• Review the alphabetical re-sign appointment document and look for your scheduled time.
• Read the Cisco Live 2018 rules and regulations.
• During your appointment time, sign-up for your 2018 participation level, and choose your booth location on the spot.
• Don’t have signing authority? No problem, all exhibitors have a thirty day grace period in which you can obtain proper signatures or cancel your contract with no penalty. Contracts will become binding on August 3, 2017.

At your assigned time, please come to the Exhibitor Sales Suite in the World of Solutions, booth #3141 (in the back right hand side of the World of Solutions). The Cisco Live Sales Team will work with you to select the exhibit or sponsorship package that best fits your event strategy and goals for 2018.

If you cannot make it to your appointment time, please send in your signed contract with top booth choices ahead of time. At the time of your appointment, we will assign you which ever one of your booth choices is available.

If you have any questions please feel free to contact us. Also, please note we will be uploading all re-sign documents into the Exhibitor Resource Center (ERC) for you to review. We look forward to seeing you during your appointment time.

Here’s to a fantastic Cisco Live 2017 & 2018!

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510–965–4607
The following regulations become part of your space contract. Please read carefully.

**ATTENDEE RESTRICTIONS:** No one under 21 will be allowed in the exhibit hall. Government-issued photo identification will be required to pick up your badges for the event. Along with verifying name information, age will also be verified. Beginning on June 11, 2018, you must have a badge to access the show floor.

**COMPETITIVE PRODUCTS:** As a Cisco exhibitor, you may not show or demonstrate any products that is competitive to Cisco products.

**PRODUCTS/SERVICES ON DISPLAY:** You are eligible to participate in Cisco Live 2018. You are allowed to exhibit, demo or display any products, solutions or services that fall under the specific partnership(s) that you have with Cisco Systems. You are not allowed to exhibit, demo or display those products, solutions or services for which you don’t have a partnership with Cisco Systems. If during the event a representative of Cisco finds that products, solutions, and/or services are on display in your booth for which you do not have a Cisco partnership, you will be asked to cease exhibiting those products, solutions, and/or services immediately. Please keep this in mind as you plan for your presence at Cisco Live 2018.

**FOR SOLUTION PARTNER PROGRAM:** Cisco Solution Partner Program members must maintain active membership in the program and be a member in good standing in order to exhibit in the Cisco Live exhibit hall. If for some reason Cisco determines that your company does not meet these criteria, Cisco reserves the right to withhold your exhibitor sponsorship until you address any actions specified by Cisco. Please submit questions regarding this policy to the Cisco Solution Partner Program office by opening a case via the Solution Partner Program website at http://solutionpartner.cisco.com/site/ (you can open a case via the HELP button on the right side of the page). Active partners can use the “Contact Partner Support” option available on the Solution Partner Program dashboard.

**LOGO USE FOR SOLUTION PARTNER PROGRAM:** Note for Solution Partner Program members: When using the Cisco Solution Partner Program logos, which include the relationship logo and the Cisco Compatible logo, you must do so in accordance with the logo usage guidelines. Please reference your Partner User Guide accessible via your Solution Partner Program dashboard. In its discretion, Cisco may request you to remove any printed or electronic materials that display the program logos inappropriately. Please use the “Contact Partner Support” option available on your dashboard if you have questions.

**DEMONSTRATIONS AND BOOTH ACTIVITIES:** Exhibitors wishing to include demonstrations, presentations, drawing or crowd gathering activities of any type must confine such activity within their specific booth area. If your activities during the event are not confined to your booth area, you will be asked to modify your activities so that they are contained within your booth area. Exhibitors who wish to giveaway items, have a drawing or contest must notify Cisco in advance by submitting a request. Please see the exhibitor services manual to submit a request.

**FOOD AND BEVERAGE:** All food and beverages handed out by an exhibitor (except small wrapped candies) must be ordered through Centerplate. Cisco Live has a no alcohol policy on the exhibit floor during show hours with the exception of special events such as the exhibit hall reception. Order forms are available in the Cisco Live Exhibitor Kit within the ERC.

**FACILITY POLICIES:** The Orange County Convention Center has a specific list of policies that also must be abided by while exhibiting. Please read these policies before accepting the rules and regulations. The link to the planning guide is at https://www.occc.net/Planner/Guide.asp
GENERAL RULES AND REGULATIONS

HAND CARRY ITEMS: One exhibitor may hand carry one load of materials, providing it can be moved in one trip without the use of dollies, hand trucks or other mechanical devices. Hand carrying is not permitted to or from the loading dock area. Dollies and hand trucks are not allowed.

HANDOUTS/LITERATURE: Literature, samples, or other promotional materials may only be handed out within the confines of contracted booth space. Show Management will discard any materials placed elsewhere.

HAZARDOUS MATERIAL: Hazardous operation including the use of flammable, explosive or toxic materials is not permitted. The Orange County Convention Center restricts the use of hazardous materials including, but not limited to pesticides, herbicides, poisons, flammable and combustible liquids, hazardous gases, pressure cylinders and tanks, and hazardous chemicals (including oxidizers).

HOSPITALITY SUITES: Hospitality suites are not permitted.

LIMITATION OF LIABILITY; INDEMNITY: Under no circumstances is Cisco, its affiliates, or the venue (the “Event Providers”) liable for lost profits or other indirect, incidental, consequential, or exemplary damages for any of their acts or omissions in connection with the Event, whether or not such Event Provider has been apprised of the possibility of such damages or lost profits. In no event will Cisco’s liability hereunder, or otherwise in connection with the Event, exceed the amount actually paid to it by Exhibitor for the Space. Cisco is not liable for any errors in any listing or descriptions or for omitting Exhibitor from the Event show guide or other promotional materials.

None of the Event Providers are liable to Exhibitor for any damage, loss, harm, or injury to the person, property, or business of Exhibitor, or any of its visitors, officers, agents, employees, or other representatives, resulting from theft, fire earthquake, water, unavailability of the venue or intermediate staging facilities, insufficient participation, accident, or any other reason in connection with the Event or any planning meetings, demonstrations, or staginess except to the extent such liability arises directly from the willful misconduct of the Event Provider against whom liability is sought to be assessed.

Exhibitor expressly agrees to indemnify, defend, and hold harmless the Event Providers and those lawfully in the venue from and against any and all liability, demands, claims, costs, losses, or damages arising from or related to Exhibitor’s use of the Exhibit Space or Exhibitor’s advertising or marketing materials.

INDEPENDENT CONTRACTORS: Exhibitors using independent contractors must notify Show Management in writing by April 23, 2018, by returning the EAC form found on the ERC. Exhibitors must inform non-official contractors that they must 1) abide all rules and regulations of the show, 2) not solicit business on the show floor, and 3) wear their identification badges at all times. Exhibitors must also inform the non-official contractors that they are required to forward a certificate of liability insurance (minimum liability coverage: $1,000,000) showing General Liability Coverage, Workers Compensation, and Employer’s Liability Insurance. The certificate must name Cisco Systems, Inc., its employees and representatives; The Orange County Convention Center, its employees and representatives; The City and County of Orlando, its employees and representatives; and The Freeman Companies and its employees and representatives. Independent contractors must have an insurance policy on file with Show Management before they perform work at Cisco Live 2018.

INSURANCE: Exhibitors must carry worker’s compensation insurance (including employer’s liability with limits of not less than $1,000,000), and commercial general liability (including products and completed operations, independent, contractors, personal injury and blanket contractual liability) insurance with limits of not less than $1,000,000 per occurrence $2,000,000 aggregate. This coverage must be evidenced by a Certificate of Insurance with a 30-day notice of cancellation provision to the holder and supplied to and naming Cisco Systems, Inc. as additional insured (except worker’s compensation) and
provided to Cisco at least 30 days before the proposed exhibit date. It is strongly recommended that Exhibitors also carry insurance to cover loss or damage to their exhibits or other personal property while such property is located at or is in transit to or from the exhibit site.

**SOUND SYSTEM/PRESENTATIONS/DEMO:** Show Management reserves the right to restrict exhibits which, because of noise, method of operation, materials or any other reason, become objectionable. The sound level from an exhibitor’s booth shall not intrude nor violate the rights of any and all adjacent areas. Sound, to whatever degree possible, should be confined to the exhibitor’s booth and should not exceed 90 decibels.

**USE OF SPACE:** Show Management reserves the right to decline, prohibit or expel an exhibit which, in its judgment, is out of keeping with the character of the exhibition, this reservation being all inclusive to persons, thing, printed matter, product, conduct, sound level, etc. No Exhibitor shall assign or sublet any part of his assigned space. Any space not occupied by the time set for completion of installation of displays can be reassigned at the discretion of Show Management.

Every exhibitor must keep his/her exhibit open and staffed at all times during show hours. The exhibitor agrees not to sponsor functions such as tours, seminars, film showings, speeches, hospitality suites, equipment demonstration or other activities, during exhibit hours or in conflict with any officially programmed conference or Cisco Live 2018 event.

**PHOTOGRAPHY:** Taking of pictures or recordings within the exhibit area or meeting rooms is prohibited. Show Management, the official photographer, and accredited members of the press are exempt from this rule.

**UNPROFESSIONAL CONDUCT:** Tampering with another party’s exhibit will not be tolerated. In such case, the offender will be immediately removed from the show floor at his/her own expense, and will be restricted from further participation.

**SHOW HOURS:** All exhibits must be open and staffed during show hours. Exhibitors possessing exhibitor badges will be allowed into the exhibitor hall 90 minutes prior to the official show opening to prepare their booth and 30 minutes after closing for booth clean up/shut down. No one will be allowed into the exhibit area after show closing without permission from Show Management.

**MOVE IN/OUT HOURS:** Please refer to your Quick Facts sheet for specifics on set up and tear down.

**STORAGE:** Fire regulations prohibit storage of any kind behind exhibits, including empty packing materials. Please tag all your empties and have Freeman store them until move-out.

**SUBLETTING:** No exhibitor may assign, sublet or apportion any of the space contracted except with the prior written approval of Show Management.

**DISPLAY RULES & REGULATIONS**

The following display rules and regulations become part of your space contract. Please read carefully:

**BOOTH APPEARANCE:** All booths, regardless of size, must be in keeping with the environment at Cisco Live 2018. Display materials, signs, etc., may not be hung on drapery and must be professionally provided. Any display deemed unprofessional in appearance, at the sole discretion of Show Management, will not be permitted. Island booths will not be provided with drapery or signs. Drapery backgrounds are 8’ height, with 3’ high side rails. ID signs are 44” x 7”.
BOOTH CONSTRUCTION

STANDARD LINEAR BOOTHS: A standard linear booth is one or more booths in a row. The standard booth height limit is 4 feet in the front half of the booth (the area between the aisle and the middle of the booth) and 8 feet in the back half of the booth (the area between the middle of the booth to the back wall). Displays are limited to 4 feet in height in the front portion of each booth to provide a “see-through” lane for neighboring exhibitors.

ISLAND BOOTHS: Four or more standard units with aisles on all four sides. The normal height limit is 20’. Please note: Drapery or signs are not provided.

ENCLOSED AND MULTI-STORY EXHIBITS: Covered or roofed areas must be furnished with acceptable battery powered smoke detectors that emit alarms audible outside of the enclosed or covered area. Fire extinguishers must also be provided in all covered or roofed areas. The exhibitor will provide for a fire watch within their booth space. Personnel providing fire watch services must be supplied with a class 2A10BC fire extinguisher in each enclosed area covered by the floor above. Personnel must be trained in the use of extinguishers. Spiral stairways are not recommended for areas occupied by the public, visitors or clientele, unless specifically approved. Exhibit booth plans must be submitted to Event Management, to the Orange County Convention Center and the Orange County Fire Rescue Services Department for review prior to booth construction a minimum of 60 days prior to move-in and there must be a licensed structural engineer’s stamp of certification on all plans. The upper deck of multi-level exhibits greater than 300 square feet in area shall have at least two remote means of egress. Areas within the exhibit booth that are totally enclosed (walls and roof/ceiling) must be served by an emergency lighting source (battery powered) when such areas lead to exit access from the space, i.e. stairs, aisles, corridors, ramps and passageways leading to an exit from the booth space. All expenses related to multi-story exhibits are the responsibility of the exhibitor.

EXPOSED WALLS: All exposed parts of constructed displays must be finished to present an attractive appearance when viewed from aisles or other adjoining booths. Exposed back and sidewalls may not display copy, logos, graphics or other advertising if they adjoin a neighboring booth.

Exhibitors using curved pop up backdrops/displays may be required to provide side masking drape at their expense if the curvature exposes more than 3 feet of the back scaffolding.

FLAME RETARDANT MATERIALS: All parts of constructed displays must be made from non-combustible material or material treated by an approved flame retardant solution or process.

CARPETING/FLOOR COVERING

All exhibit space must be fully carpeted or covered. You may supply your own carpeting or rent it from the General Service Contractor. Cement or paste cannot be used to fasten floor coverings. Tape used to fasten carpet, linoleum or tile should have a cloth rather than paper binding to facilitate its complete removal from the floor. Show Management will hold the exhibitor responsible for removal of all tape from the exhibit floor. At the conclusion of the show, building management will inspect the exhibit floor, and any exhibitor not complying with the above regulation will be invoiced for the labor required to clean the floor. It is the exhibitor’s responsibility to inform any and all Exhibitor-Appointed Contractors (EACs) of this rule.

HANGING SIGNS: All exhibit booth signs, banners, booth ceilings, or canopies, lighting grids, or other exhibit related equipment etc., should be free standing and floor supported. Attachment to exhibit hall in ceiling beams or trusses is not permitted except when approved by Show Management and the Convention Center and installed by the appointed contractor.
Approval for hanging signs will be considered for island booths only (20’ x 20’ space and larger), provided they are not objectionable and there is no physical constraints to the facility. The top of the sign may not be higher than 24’ from the ground. Linear booths may not hang banners above their booth space. Requests for approval must be accompanied by a description and drawing of the item(s) to be hung, location of hanging points, total weight of the item(s) and any other pertinent technical information. Please submit requests to the contact listed in the ERC. A hanging sign order form is available in the ERC and it is at the exhibitor’s own expense.

CANOPIES AND CEILINGS: Canopies, including ceilings, umbrellas and canopy frames, can be either decorative or functional (such as to shade computer monitors from ambient light or to allow for hanging products). Canopies which are floor supported are considered part of the exhibit’s booth structure and are subject to structure rules. These types of canopies are permitted to hang signs over their booths, given they follow rules governing hanging signs. Canopies that are hung from the ceiling are considered hanging signs and are subject to those rules. The top of the canopy must be the top of the booth, no structures attached to the top of the canopy are permitted. Any covered structure that exceeds 300 sq. feet or is multi-level is required to have a fire watch. The covered structure could be a banner, scrim, hanging sign or hard structure. The exhibitor will provide for a fire watch within their booth space.

EXCLUSIVE EVENT CONTRACTORS

Audio Visual & Computers .............................. Dyventive
Booth Cleaning ............................................. Freeman
Booth/Carpet Rentals .................................... Freeman
Catering ...................................................... Centerplate
Electrical/Plumbing ....................................... Orange County Convention Center
General Contractor ........................................ Freeman
Material/Freight Handling ............................... Freeman
Production/Lighting/Technical Services ........... Creative Technologies
Rigging ....................................................... Orange County Convention Center
Telephone Lines ........................................... SmartCity

AMERICANS WITH DISABILITIES ACT: Compliance with the Americans with Disabilities Act (ADA) is a legal requirement for public facilities. This law became effective in January 1992. It requires access for disabled persons at convention centers, and as necessarily follows, floor exhibits. It is the responsibility of the exhibitor to be aware of, and be in compliance with, the rules set forth in this act. For more information, refer to the Americans with Disabilities home page at www.ada.gov or contact them at (800) 514-0301. Exhibitors are encouraged to provide exhibits that are accessible to all and barriers to none. In the arrangements to serve the needs of persons with disabilities
Event Participation Terms and Conditions

PLEASE READ THIS CISCO LIVE US SPONSORSHIP AGREEMENT CAREFULLY. BY PRESSING “I AGREE” YOU ARE BINDING YOURSELF, AND/OR THE BUSINESS ENTITY THAT YOU REPRESENT, TO THIS AGREEMENT WITH CISCO SYSTEMS, INC. IF YOU DO NOT ACCEPT ALL OR ANY PART OF THIS AGREEMENT, DO NOT PRESS “I AGREE”. Your acceptance of the Terms and Conditions applies to any current or future transaction (such as Booth packages and Event Alignment Opportunities (EAO)) related to the Cisco Live US 2018 Event.

The following terms and conditions apply for Exhibitor’s participation at Cisco Live US 2018. Depending on the sponsorship tier, Exhibitor will have an opportunity to participate in a variety of events including, a live tradeshow (“Live Event”) and/or webcasts, or other online activities (“Virtual Events”) (Live Events and Virtual Event will hereinafter collectively be referred to as “Events”). The Application and these terms and conditions constitute the parties’ “Agreement.” Except where otherwise indicated, capitalized terms shall have the same meaning as in the Application.

1. Acceptance. Exhibitor’s participation in the Event is subject to Cisco’s sole approval in each case. Cisco may withdraw acceptance at any time by refunding the Exhibitor Fee if Cisco determines that Exhibitor or its products are ineligible or, in the sole discretion of Cisco, detracts from the intent and purpose of the Event. Cisco makes no representations or warranties regarding the number of persons who will attend the Event.

2. Assignment and Use of Space.

2.1 Benefits. Cisco will provide exhibit space (the “Space”) at the Event for Exhibitor to display its approved products and services (the “Exhibit”) and any other benefits as specified in the Application or as set forth in the Event manual (the “Manual”).

2.2 Trademark License. Exhibitor grants to Cisco a royalty-free, non-exclusive, non-transferable license to use and display Exhibitor’s name and/or logo (“Marks”) in connection with the promotion and production of the Event. Cisco shall use commercially reasonable efforts to comply with Exhibitor’s written or electronic guidelines for use of the Marks.

2.3 Space Assignment, Installation, Occupancy, and Dismantling. Though Cisco may accommodate Space requests from Exhibitors, Cisco assigns Space in its sole discretion. Cisco may reassign the Space or alter the Event layout or venue at any time for any reason or no reason. The Space is for Exhibitor’s use only. Exhibitor may not assign or sublease any portion of the Space, including to an affiliated company, without Cisco’s prior written consent. Exhibitor must fully occupy the Space and is solely responsible for all displays, text, graphic, logos, links and content unless Cisco specifies otherwise. Any Space not occupied by the specified deadline, may be reassigned at the discretion of Cisco and all deposits or fees paid shall be forfeited.

2.4 Use of Space. Exhibitor will keep its Exhibit open, staffed and accessible at all times during show hours as directed by Cisco. Availability of advertising material or Exhibitor solicitation of any sort shall be restricted to Exhibitor’s Space. Exhibitor’s Exhibit and other Event activities must be in support of products or services identified on the Application and directly related to Exhibitor’s customary business activities. The Exhibitor shall not exhibit or advertise any third party materials. The Exhibitor shall not display, advertise, promote, endorse or market, directly or indirectly, any products, services, solutions or other technologies that in Cisco’s sole and absolute discretion, compete with the products, services, solutions or technologies of Cisco or its affiliates. Cisco reserves the right to decline, prohibit or expel an Exhibit/Exhibitor for any violation or suspected violation of the terms herein; this reservation being all inclusive as to persons, things, product, conduct, sounds, etc., included in or related to an Exhibit.
2.5 Own Risk. Exhibitor has sole responsibility for any loss of its materials or proprietary information, or any other loss arising out of or resulting from the Live Event. At a Live Event, guards providing perimeter security, if any, are provided as an accommodation to Exhibitors and neither Cisco nor any security provider shall be liable for any failure to prevent losses of any type. Persons visiting, viewing, or otherwise participating in Exhibitor’s Space shall be deemed the invitees or licensees of Exhibitor and not of Cisco.

2.6 Third-Party Contractors. Cisco may require Exhibitor to use designated third-party contractors to provide certain services (“Required Contractors”), and Exhibitor shall use only Required Contractors for such services. Notwithstanding such designation, Required Contractors and third-party vendors listed in the Manual act solely as independent contractors. Cisco is not responsible for their performance (or failure to perform), acts, or omissions.

2.6 Other Event Payments. Without limiting or altering Exhibitor’s obligations to pay any fees due hereunder, Cisco may apply any payments made by Exhibitor under this Agreement to any obligation that is past due under any other event-related agreement between Exhibitor and Cisco, in which case Cisco will notify Exhibitor of such application.

2.7 Protection of Facilities. Nothing shall be posted on, tacked, nailed, screwed, or otherwise affixed to or written upon columns, walls, floors, or other parts of the Exhibit Space or Live Event venue without permission. Packing, unpacking, and assembly of Exhibits shall be done only in designated areas and in conformity with directions from Cisco personnel, Cisco designated agents, or the convention hall manager or their representatives.

3. Compliance with Laws and Rules.

3.1 Laws and Rules. Exhibitor shall comply with all applicable laws, regulations, and ordinances in connection with its participation in the Event including but not limited to: any marketing or advertising laws and regulations, any applicable privacy or data protection laws, any other terms, conditions, and rules issued by Cisco from time to time in connection with the Event. In addition, Exhibitors participating in the Virtual Event shall comply with the Privacy Policy and Acceptable Use Policy posted on the Virtual Event Web Site. Any violation of such Privacy Policy or Acceptable Use Policy shall be treated as a breach of the terms herein. The use of names and lists captured at the Live Event or provided by Cisco are subject to guidelines set forth in the Manual or as otherwise directed by Cisco. Exhibitor agrees that any collection, disclosure, storage or use of personal information shall be in strict accordance with applicable law and the Privacy Policy (if applicable).

3.2 Third-Party Proprietary Rights. Exhibitor shall not violate any proprietary rights of third parties in connection with its participation in the Event including but not limited to: any marketing or advertising laws and regulations, any applicable privacy or data protection laws, any other terms, conditions, and rules issued by Cisco from time to time in connection with the Event. In addition, Exhibitors participating in the Virtual Event shall comply with the Privacy Policy and Acceptable Use Policy posted on the Virtual Event Web Site. Any violation of such Privacy Policy or Acceptable Use Policy shall be treated as a breach of the terms herein. The use of names and lists captured at the Live Event or provided by Cisco are subject to guidelines set forth in the Manual or as otherwise directed by Cisco. Exhibitor agrees that any collection, disclosure, storage or use of personal information shall be in strict accordance with applicable law and the Privacy Policy (if applicable).

3.3 Taxes and Licenses. Exhibitor is solely responsible for obtaining any licenses and permits (including without limitation, licenses or rights clearances from third parties for documentation, photographs, music or video images or other content displayed or performed at the Event), and payment of all taxes (including sales taxes and use taxes) or other charges applicable to the Event.
4. Cancellation or Termination

4.1 Cancellation. Cisco may cancel all or any part of the Event for any reason or no reason. In such case, Cisco will refund to Exhibitor any fees already paid to Cisco as Exhibitor’s sole and exclusive remedy. In addition, Cisco may change, suspend or discontinue any feature or technical aspect of the Event at any time in its sole discretion and such change shall not constitute cancellation by Cisco.

4.2 Termination by Exhibitor. All Event fees are deemed fully earned by Cisco and non-refundable when Exhibitor click-accepts this Agreement online. In the event Exhibitor later desires not to participate in the Event, Exhibitor must notify Cisco in writing addressed to Gretchen Nakamura (gretnaka@cisco.com), Cisco Systems, 3750 Zanker Road, San Jose, 95134. However, Exhibitor acknowledges the difficulty of determining a precise value for services rendered and expenses incurred by Cisco for the Event, and of ascertaining damages incurred by Cisco if Exhibitor later desires not to participate in the Event. As such, Exhibitor agrees to pay as liquidated damages the full amount due under this Agreement. The parties expressly agree such damages are not to be deemed or construed as a forfeiture or penalty.

4.3 Termination by Cisco. Cisco may take possession of the Space and terminate Exhibitor’s participation in the Event upon Exhibitor’s failure to meet any obligations under the Agreement, Manual or any other rules, terms or conditions set forth by Cisco; including but not limited to Exhibitor’s failure to pay any amount due hereunder. Any such case is deemed a termination by Exhibitor under this Agreement.

4.4 Force Majeure. Neither Cisco nor its affiliates or employees, or those of the Event venue (collectively the “Event Providers”), shall be held responsible for any delay or failure to perform its obligations under this Agreement or to conduct the Event as currently scheduled to the extent such delay or failure is caused by fire, flood, earthquake, strike, civil disorder, governmental or military authority, acts of God, acts of terrorism, acts of war, epidemics, communication, Internet or utility failures, the availability of the Event venue as a result of the foregoing, or other similar causes beyond the Event Provider’s reasonable control. In such instance, Cisco’s sole liability to Exhibitor shall be to refund all or a portion of the fees paid by Exhibitor to Cisco, provided that such Force Majeure event occurs prior to the first day of the Event. Cisco has no obligation to refund any portion of the fees during the Event. Similarly, Exhibitor shall not be held responsible for any delay or failure to perform its obligations under this Agreement, to the extent such delay or failure is caused by fire, flood, earthquake, strike, civil disorder, governmental or military authority, acts of God, acts of terrorism, acts of war, epidemics, communication, Internet or utility failures, or other similar causes beyond the Event Provider’s reasonable control.

5. Cisco Materials. The Manual and any other methodologies or planning materials distributed to Exhibitor related to the planning or execution of the Event(s) (“Organizer Materials”) are owned exclusively by and constitute the Confidential Information of Cisco. Cisco grants to Exhibitor a nontransferable, nonexclusive license to use such Organizer Materials solely in connection with Exhibitor’s participation in the Event. Exhibitor is responsible for obtaining the Manual or other materials directly from Cisco. Upon completion of the Event or earlier termination of this agreement, Exhibitor must promptly return the Organizer Materials to Cisco upon Cisco’s written request. Exhibitor may use but may not sell, rent or distribute lists of Event exhibitors or attendees without Cisco’s prior written permission. Organizer Materials are provided AS IS, with all errors, defects and omissions. Cisco disclaims all warranties of title, merchantability or fitness for a particular purpose. For the avoidance of doubt, Cisco shall not be liable for any errors or omissions in the Event show guide, schedule of events or other promotional materials for or about the Event.
6. Limitation of Liability; Indemnity

6.1 Except as prohibited by applicable law, under no circumstances shall Cisco, its affiliates and employees, or those of the Event venue (collectively, the “Event Providers”) be liable for any indirect, incidental, consequential (including but not limited to lost profits or lost business opportunities), or exemplary damages in connection with the Event, whether or not any Event Provider is apprised of the possibility of such damages. In no event will Cisco’s liability hereunder, or otherwise in connection with the Event, exceed the amount actually paid to it by Exhibitor hereunder.

6.2 Exhibitor expressly agrees to indemnify, defend, and hold harmless the Event Providers from and against any and all liability, demands, claims, costs, losses, or damages arising from or related to Exhibitor’s participation in the Event, including but not limited to any Exhibitor advertising or marketing materials, business practices, violation of applicable law (including privacy laws or regulations), negligence, gross negligence or willful misconduct.

7. Insurance. Exhibitor shall have in effect worker’s compensation insurance (including employer’s liability with limits of not less than $500,000), and commercial general liability (including products and completed operations, independent, contractors, personal injury and blanket contractual liability) insurance with limits of not less than $1,000,000 per occurrence and $2,000,000 in the aggregate. This coverage must be evidenced by a Certificate of Insurance with a 30-day notice of cancellation provision to the holder and supplied to and naming Cisco Systems, Inc. as additional insured (except workers’ compensation) and provided to Cisco at least thirty (30) days before the Event date.

8. Release. Exhibitor acknowledges that the Event may be audio- and video-recorded and reproduced in any form (including but not limited to digital or other on-line formats) and hereby authorizes Cisco and its designees to record, transcribe, modify, reproduce, publicly perform, display, distribute, redistribute, and transmit in any form and for any purpose any such recording, and agrees to execute any additional release presented by Cisco, its licensees, or permittees, in connection with such activity or to give effect to this provision. Exhibitor hereby releases Cisco and its designees from and waives all claims it or its employees, agents, heirs, or assigns may possess, now or in the future, in connection with such activities, and specifically waives any statutory restriction on waivers of future claims or moral rights.


9.1 Governing Law. The laws of the State of California shall govern this Agreement, without giving affect to any conflicts of law principles that would result in the application of the laws of a different jurisdiction. Unless waived by Cisco, the exclusive jurisdiction and venue of any action with respect to the subject matter of this Agreement shall be the state courts of the State of California for the County of Santa Clara or the United States District Court for the Northern District of California and each of the parties hereto submits itself to the exclusive jurisdiction and venue of such courts for the purpose of any such action.

9.2 Severability. Should any provisions of this Agreement be held by a court of law to be illegal, invalid or unenforceable, the legality, validity and enforceability of the remaining provisions of this Agreement shall not be affected or impaired thereby.

9.3 Waiver. The waiver by Cisco of a breach of any provision of this Agreement by Exhibitor shall not operate or be construed as a waiver of any other or subsequent breach by Exhibitor.
9.4 **No Agency.** Neither party has the right or authority to, and shall not, assume or create any obligation of any nature whatsoever on behalf of the other party or bind the other party in any respect whatsoever.

9.5 **Survival.** The rights and obligations contained in Sections 3, 4, 5, 6, 8, and 9 will survive any termination or expiration of this Agreement.

9.6 **Entire Agreement.** This Agreement constitutes the entire agreement between the parties relating to this subject matter and supersedes all prior or contemporaneous oral or written agreements concerning such subject matter. This Agreement may only be changed by mutual agreement of authorized representatives of the parties in writing.

I HAVE READ THIS AGREEMENT AND AGREE TO ALL OF THE PROVISIONS CONTAINED ABOVE.
## SPONSORSHIP PACKAGES

*Please Note: If your company is interested in collaborating to build a customized package please contact us.*

### INFLUENCE

<table>
<thead>
<tr>
<th>Activity</th>
<th>EMERALD</th>
<th>PLATINUM</th>
<th>GOLD</th>
<th>SILVER</th>
<th>BRONZE</th>
<th>10x20</th>
<th>10x10</th>
<th>VILLAGE</th>
<th>PAVILION</th>
<th>SOLUTIONS SHOWCASE**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cisco Live Videotaping in Booth – A 2-hour videotaping in booth (based on availability)</td>
<td>✔️</td>
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<td></td>
<td></td>
<td></td>
<td>In Village</td>
<td>Investments Pavilion</td>
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<tr>
<td>Theater Session – Speaking session lasting 15 minutes, actual speaking time approximately 10 minutes (based on availability, approved by Cisco)</td>
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<tr>
<td>Think Tank Session – A unique speaking session designed to stimulate thought-provoking discussions</td>
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<td>✔️</td>
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<td>Exhibitor Passes</td>
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<tr>
<td>Custom Turnkey Experience***</td>
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<td>Engagement Center Suite</td>
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<tr>
<td>Ancillary Meeting Space – Opportunity to reserve ancillary meeting space at a nearby hotel on a first-come, first-served basis</td>
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### IMPACT

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<tbody>
<tr>
<td>Attendee Thank You Email – Logo promotion</td>
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<td>Customer Appreciation Event – 10 VIP Passes to the CAE</td>
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<td>✔️</td>
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<td>✔️</td>
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<tr>
<td>Cisco Live Conference T-Shirt – Logo Promotion</td>
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<tr>
<td>Welcome Reception Co-Sponsorship (Day 1) – Includes signage and promotion on ciscolive.com/us</td>
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<td>Networking Reception Co-Sponsorship (Day 2) – Includes signage and promotion on ciscolive.com/us</td>
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<td>✔️</td>
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<tr>
<td>Hoppy Hour Experience (Day 3) – Invite your customers and prospects to enjoy specialty beers at your booth. Includes signage and promotion on ciscolive.com/us</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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<td>✔️</td>
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<tr>
<td>Freestanding Meeting Pod – Escape from the crowds for a quick meeting or some quiet time with this branded meeting pod in the World of Solutions</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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<tr>
<td>Keynote Exposure – Logo included in our “Thank You to our Sponsors” slide</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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<td>✔️</td>
<td>✔️</td>
</tr>
<tr>
<td>Snacks &amp; Swings – Invite your customers to enjoy snacks and specialty beverages during Cisco Live. Includes signage and promotion on ciscolive.com/us</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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</tbody>
</table>

*In Village* | In Investments Pavilion

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**SOLUTIONS SHOWCASE**

- **Platinum**: $200,000
- **Gold**: $125,000
- **Silver**: $90,000
- **Bronze**: $60,000
- **10x20**: $30,000
- **10x10**: $16,000
- **Village**: $25,000
- **Pavilion**: Varies
- **In World of Solutions**: $12,500
### SPONSORSHIP PACKAGES

<table>
<thead>
<tr>
<th>Feature Description</th>
<th>EMERALD</th>
<th>PLATINUM</th>
<th>GOLD</th>
<th>SILVER</th>
<th>BRONZE</th>
<th>10x20</th>
<th>10x10</th>
<th>VILLAGE</th>
<th>PAVILION</th>
<th>SOLUTIONS SHOWCASE**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital Signage - Develop your message for the Cisco Live video display network</td>
<td>$225,000</td>
<td>$200,000</td>
<td>$125,000</td>
<td>$90,000</td>
<td>$60,000</td>
<td>$30,000</td>
<td>$16,000</td>
<td>$25,000</td>
<td>VARIES</td>
<td>$12,500</td>
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<tr>
<td>(displayed on monitors throughout the convention center)</td>
<td>:60 Second</td>
<td>:30 Second</td>
<td>Still Image</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

### IMPRESS

- CiscoLive.com/us - Logo Promotion (Home Page)
- CiscoLive.com/us - Banner Ad (on high traffic page)
- CiscoLive.com/us - Logo Promotion (Exhibitors List Page)
- CiscoLive.com/us - Company Listing with Link
- Mobile App - Company Listing
- Cisco Live Attendee Activity Report - Logo Promotion
- Co-Marketing Toolkit - A complete marketing toolkit designed to help you promote your organization’s participation

### PUBLIC RELATIONS

- Registered Press Attendee List - Provided one week before Cisco Live

### ACCOUNT MANAGEMENT

- Dedicated Account Management
- Hotel Room Blocks Access - Opportunity to reserve conference hotel room blocks at negotiated conference rates. All room blocks are on a first-come, first-served basis.

*New Sponsor Benefit
**Solutions Showcase is available for first time exhibitors

### Custom Turnkey Experience benefits include the following:
- LCD Monitor
- Header signage with logo (produced by Cisco)
- Internet drop
- Lead retrieval device
- Power strip/5 amp power drop per pod
- 4 days of cleaning
- Counter/kiosk with lockable storage
- Barstool
- Wastebasket
- Upgraded carpet with padding

Cisco Partner Villages & Pavilions (Invitation Only)
Realizing the tremendous importance of focused partner integration, Cisco Live will include Villages and Pavilions, each with a focus. Take advantage of this opportunity or expand your footprint by participating in your own booth and one of these Villages to showcase your integration across multiple channels.

**Villages / Pavilions (subject to change):**
- Collaboration Village
- Digital Ceiling Pavilion
- Enterprise Network Village
- Investments Pavilion
- Security Village
The company identified below (“Exhibitor”) applies to Cisco Systems, Inc. (“Cisco”) for exhibit space (the “Space”) at the “Event” identified above on the terms and conditions of this “Application” and the Terms and Conditions of Participation in the Sponsorship Agreement (the “Agreement”).

Company Name: __________________________________________
(As it should appear in all promotional materials)

Address: __________________________________________________
__________________________________________________________

City/State/Country: __________________________________________
Zip/Postal Code: ____________________________________________

Primary Contact/Title: _______________________________________
Primary’s Phone Number: _________________________________
Email: ____________________________________________________

Logistics Contact/Title: _____________________________________
Logistics Phone Number: _________________________________
Email: ____________________________________________________
Logistics Address: __________________________________________
__________________________________________________________

Accounting Contact: _______________________________________
Email: ____________________________________________________

Company URL: ______________________________________________
(As it should appear in all promotional materials)

SPONSORSHIP PACKAGES

Emerald Sponsorship Package $225,000
Platinum Sponsorship Package $200,000
Gold Sponsorship Package $125,000
Silver Sponsorship Package $90,000
Bronze Sponsorship Package $60,000
10’x20’ Package $30,000
10’x10’ Package $16,000
Village Package $25,000
Pavilion Package Varies
Solutions Showcase (Applies to first time exhibitors only) $12,500
Other: Varies

Booth Space: 1st Choice ______________________________
2nd Choice ______________________________
3rd Choice ______________________________

Event Alignment Opportunity interest for 2018: ______________________________

Payment Method: □ Check □ Visa □ MC □ AMEX
(A credit card is required to secure your application, regardless if you’re paying by another method.)

Please reference the following PO#: ______________________________
Credit Card #: ____________________________________________
Exp. Date: _______________________________________________
Name on Card: ___________________________________________
Authorized Signature: _____________________________________
Billing Address (if different than above): _________________________
__________________________________________________________

PAYMENT TERMS:

If Company executes and delivers this Contract at Cisco Live 2017 or at any time before June 29, 2017 it will become binding on the parties on August 3, 2017, and Management will invoice Company for the Fee on or about August 11, 2017 and payments will be due in full 30 days from Company’s receipt of invoice. For contracts executed by Company on or after June 30, 2017, contract will become binding immediately and Management will invoice Company for the Fee. Payments will be due in full 30 days from Company’s receipt of invoice. Payment will be due immediately upon receipt of invoice if this Contract is executed after March 30, 2018.

I have read and agree to the terms of this Application and the Agreement and Exhibitor will pay the Exhibitor Fee. I am duly authorized by my company to sign this Application.

Agreed by:

Organization Name

Print Name

Title

Authorized Signature Date

Approved by:

Cisco

Print Name

Title

Authorized Signature Date
<table>
<thead>
<tr>
<th>Company</th>
<th>Priority Number</th>
<th>Date</th>
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