

Sponsorship Prospectus

Red Team Village

**Capture the Flag Tournament
&
Workshops**



At DEF CON 29

August 5 - 8, 2021

**Paris Hotel and Bally's Hotel
&
Virtual**

Red Team Village

The Red Team Village (RTV) was created to bridge the gap between penetration testers and offensive red teams. While DEF CON is considered a “hacking conference” with an offensive focus, there are a great many events and villages devoted to defense. The Red Team Village is offensively focused on training the art of critical thinking, collaboration, and strategy. Hundreds of volunteers from around the world generate and share content with other offensively minded individuals in our workshops, trainings, talks, and conferences.

Purpose

The Red Team Village promotes deep, critical thinking and dissemination of these skills, attributes, and practices. You may have noticed certain pentesters are interested in pointing tools at targets and pushing a button. The RTV works with those interested in learning the way of thoughtful and deliberate operators. We spend a majority of our time teaching the critical thinking that starts with target acquisition, research, discovery, and more research. We work with attendees to build skills and the ability to be **stealthy** and **patient**. The transfer of knowledge in this field comes from observations learned through experience. RTV provides the training and the environment where attendees can engage in multiple Red Team skill building exercises, challenges, competitions, and self-assessments. Attendees may spend all three days engaged in introductory workshops or challenge themselves in an immersive Capture the Flag competition to put their newly obtained skills to the test.

Support

By supporting the Red Team Village, you allow us to ensure the latest equipment, tools, techniques and materials are made available for learning, engagement, and knowledge transfer. The Red Team Operator is a necessary component in the training the Blue Team's defensive skills. These two teams help each other build skills and grow in abilities. We focus on one side of that equation and continuously look for opportunities to engage with defensively focused organizations. The Red Team Village focuses on a particular skill set and works to build skilled, proficient operators.

Thank you for your interest in supporting the RTV and its mission to train the next generation of penetration testers and red team operators.

Thank you,
Red Team Village Team

Sponsorship Levels

	Bronze	Silver Prize	Gold	Platinum	Diamond Partner (limit 1)
	\$1,000	\$2,000	\$5,000	\$8,000	\$10,000
Social media announcements @RedTeamVillage_ (14K followers)	x	x	x	x	x
Logo and link on RTV website and CTF website	x	x	x	x	x
Logo on RTV CTF Slideshow (in-person)	Small	Med.	Med.	Large	Large
Logo on splash screen during transitions		Small	Med.	Med.	Large
Logo on streaming frame		Small	Med.	Med.	Large
Fullscreen technical video from sponsor played on RTV stream (*see below)			x	x	x
Logo on CTF attendee shirt (In Person)			Small	Med.	Large
CTF shirts for the sponsor			x10	x20	x30
Red Team Village Sponsor of the Month			x	x	x
Red Team Village Discord Sponsor Channel			3 months	6 months	1 year
Red Team Village Sponsor Interview				x	x
EDR integration with all CTF environments during finals					x
EDR telemetry collection for research and marketing					x
CTF creator support for marketing and branding					x

**Please note, due to the requirements of DEF CON, we are unable to leverage our Discord Server during DEF CON 29. DEF CON strictly prohibits any village using any other Discord other than the official DEF CON Discord. There are no sponsor channels in the defcon server and we cannot let any sponsors post anything related to their companies or products in the defcon discord server according to DEF CON policy.*

Social Media Announcements:

RTV will use Twitter, Linked In, and other social media platforms to mention and promote your sponsorship and level on a more than monthly basis leading up to the event. Frequency of posts will increase leading up to the event.

Listing on Website:

Along with social media mentions, we place your company logo, image, with a link back to your website on the sponsors pages at <http://redteamvillage.io>

Signage:

Your logo will be on the main village presentations at the in-person event.

Logo on splash screen:

During the event a transition slide will be displayed between events. This splash screen will contain logos of the sponsors with a relative size based on sponsorship tier.

Logo on streaming frame:

All streaming from the RTV will have a frame that indicates the event as well as sponsors.

Fullscreen technical video:

During the live event a technical sponsor video will be played on the stream. This video should be technical in nature with a light touch of marketing. The video can not exceed 5 minutes. We ask that the video is not overtly commercial to keep in the spirit with DEF CON.

Logo on CTF attendee shirt:

The sponsor's logo will be printed on the CTF attendee shirt.

CTF shirts mailed to sponsor:

Based on the tier, the RTV will provide CTF shirts with sponsor branding to the sponsor.

Red Team Village Sponsor of the month:

Sponsors at this level will be identified as a Red Team Village sponsor for an entire month. The sponsor will be recognized on the RTV website, discord, and streams during that month.

Red Team Village Sponsor Interview:

Sponsors at this level will have an opportunity to record an interview that will be played during the DEF CON event as well as the month that is recognized as the sponsor's month.

EDR integration for marketing and research:

One sponsor at this level will have their EDR product integrated into the CTF Finals. During Finals, the top twenty teams from the qualifier will be attacking the scenario. A separate environment will be provisioned for each team. There will be two enterprise networks in each environment. Our main theme is for players to compromise a software development company, inject a malicious payload in their **software supply chain** in order to gain access to a more hardened network. We would work with the sponsor to deploy their EDR in audit only mode to

each of the environments. All telemetry data will be provided for marketing and research purposes. We don't want to promote EDR bypassing techniques but rather, collect the data in real time to demonstrate the EDRs capability to detect attacks and post-exploitation. The goal would be to build an MSSP style dashboard that is tracking all 20 environments. This dashboard will be streamed for virtual attendees and displayed on a large screen during the in-person event.

Terms and Conditions Agreement

Sponsorship Agreement and disclaimer: This sponsorship agreement in conjunction with the signing of the event agreement between the Red Team Village and the Sponsor, is valid from the date it is fully executed through the end of the sponsored event.

Sponsor Marketing Use Agreement: Sponsors of the Red Team Offense Village allow RTV to utilize its logo to meet its obligations under the terms of this agreement, furthermore the sponsor may use the following tagline on their marketing materials during the term of this sponsorship agreement: Official Sponsor of the Red Team Village

Production timeline: To be able to meet printing and other promotional deadlines, the sponsor must provide payment, logos, and materials requested in a timely manner, The sponsor agrees to meet the Organizers related submission deadlines.

Trademarks, logos and link/URL: Permissions for sponsor to utilize RTV logo and tagline are only valid during the terms of this agreement and may be left on pages that are specific to the year of the sponsorship. Sponsors logos and url may remain on Red Team Village website for an indefinite time, or as agreed upon. Sponsor must provide logos and URL with-in seven days of the signage and acceptance of this agreement.

Hold Harmless: This is a hacking conference, the organizer cannot be held responsible for breach, as much of the event is out of the hands of the RTV, as well as it is out of the hands of the overall event organizers hands. RTV will make every attempt to honor its obligations under this agreement, anything that is with-in its control will be managed appropriately, in the event a problem arises, the sponsor agrees to hold-harmless the organizer, RTV, Since much of the event requires sponsor funds, and many of the expenses occur prior to the event, its likely to be spent prior to the event, as such, no refund will be issued.

Payment Terms: In order for the organizer to fulfil its obligations under this agreement, the sponsor must be paid in-full with-in thirty days of the close of this sponsorship agreement, or otherwise agreed upon.

Rejection and Termination: The organizers reserve the right to reject any potential sponsor for any reason, and the right to terminate the agreement prior to payment.

Entire Agreement: This constitutes the entire sponsorship agreement,

Sponsor: _____ Date: _____ Sponsorship Level: _____

Signed by: _____ Phone: _____

Organizer: RED TEAM VILLAGE

Signed by: _____ Date: _____