

# Zscaler Zenith Live 2024 Mumbai

Sponsorship Prospectus and Agreement



# Welcome

**Dear Zscaler Partner,**

We are thrilled to let you know that Zenith Live, the world's leading digital transformation event, is returning to the global stage in 2024. This is your chance to showcase your company in front of an international audience of cybersecurity trailblazers and technology influencers.

As a sponsor, you will have the opportunity to showcase your solutions and demonstrate firsthand how they can revolutionize organizations within a safe, cloud-first work environment. Our sponsorship prospectus provides a comprehensive overview of Zenith Live 2024 Mumbai sponsor benefits.

We take pride in partnering with the finest in the industry - and that includes you! Don't miss out on this unique opportunity to collaborate with industry leaders from all verticals and forge meaningful connections between companies. To secure your sponsorship directly, reach out to [zenithlive@zscaler.com](mailto:zenithlive@zscaler.com)

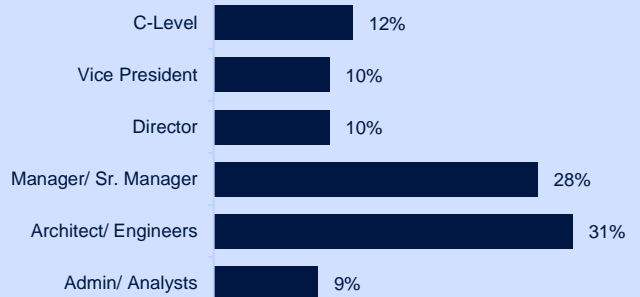
**We're looking forward to connecting with you at Zenith Live 2024 Mumbai.**



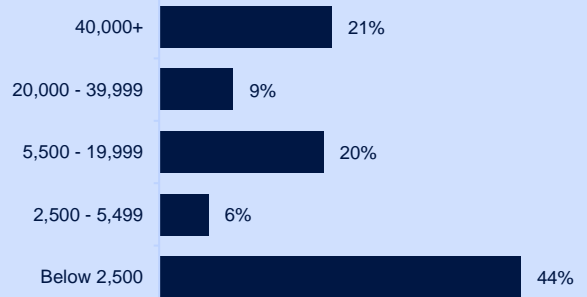
# Zenith Live 2023 Mumbai

## Attendee Overview

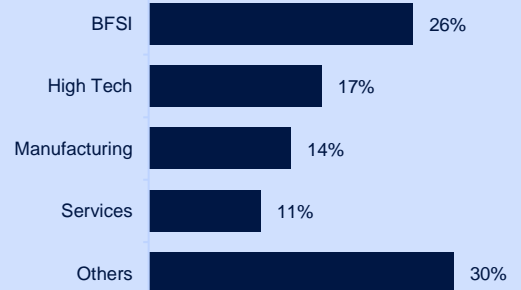
### Attendees by Job Level



### Attendees by Company Size



### Attendees by Industry





# Sponsorship Opportunities

| Zenith Live 2024 Mumbai Sponsorship Packages             | GOLD                       | SILVER                     | EXHIBITOR                  |
|--|----------------------------|----------------------------|----------------------------|
| # Sponsorship slots                                      | 2 Slots                    | 2 Slots                    | 4 Slots                    |
| Sponsorship cost (Mumbai)                                | INR 25,00,000<br>+ 18% GST | INR 15,00,000<br>+ 18% GST | INR 10,00,000<br>+ 18% GST |
| PRE-EVENT  |                            |                            |                            |
| Logo on Zenith Live Mumbai website                       | Yes                        | Yes                        | Yes                        |
| Company description on Zenith Live Mumbai website        | Yes                        | Yes                        | Yes                        |
| Pre-Event sponsor social post                            | Yes                        | Yes                        | Yes                        |
| Social promotion kit                                     | Yes                        | Yes                        | Yes                        |
| Mobile App featured push notification                    | Yes                        | Yes                        | -                          |
| Logo on pre-event email                                  | Yes                        | -                          | -                          |
| EXHIBITOR  |                            |                            |                            |
| Exhibit space  | 3m x 2m                    | 2m x 2m                    | 2m x 2m                    |
| Lead scanners  | 2                          | 2                          | 1                          |
| SPEAKING OPPORTUNITY                                     |                            |                            |                            |
| Breakout speaking opportunity - with leads               | 20 mins                    | 10 mins                    | -                          |
| ONSITE PROMOTION   |                            |                            |                            |
| 30 sec video to be played during general session walk-in | Yes                        | Yes                        | -                          |
| Conference signage outside general session               | Yes                        | Yes                        | Yes                        |
| Branding standee at venue (registration area)            | Yes                        | Yes                        | -                          |
| ATTEND PASSES  |                            |                            |                            |
| Comp conference passes for staff                         | 7                          | 4                          | 2                          |

## Additional Marketing Promotional Opportunities

| Marketing Promotional Opportunities   | COST                    |
|---------------------------------------|-------------------------|
| CXO Lunch Sponsorship (with 3 passes) | INR 10,00,000 + 18% GST |
| Dedicated Meeting Space               | INR 5,00,000 + 18% GST  |
| Branding at Mobile Charging Stations  | INR 2,50,000 + 18% GST  |

Opportunities are limited. For more information or to request a contract please email [zenithlive@zscaler.com](mailto:zenithlive@zscaler.com). All offerings are based on first-come, first-served basis and booth selection will be based on level and date of contract return.

# Zenith Live 2024 Mumbai

20 September 2024

## Sponsorship Agreement

## Zscaler Zenith Live 2024 Mumbai Sponsorship Agreement (the "Agreement")

### Event Dates and Locations

- Zenith Live 2024 Mumbai
- Date: September 20, 2024
- Venue: Lotus Ballroom, Jio Convention Centre, Mumbai

The sponsor listed on Page 4 below (hereinafter "Sponsor") hereby agrees to sponsor the following Zscaler event: Zenith Live 2024 Mumbai. The Sponsor agrees to pay the following fees to Zscaler for their chosen sponsorship level below.

- ☐ Gold Sponsorship – INR 25 Lakhs + taxes
- ☐ Silver Sponsorship – INR 15 Lakhs + taxes
- ☐ Exhibitor – INR 10 Lakhs + taxes

In consideration therefore, Zscaler shall provide Sponsor with the benefits described in the Sponsorship Packages listed in Exhibit A attached hereto. Zscaler may adjust such benefits, substitute benefits, or provide other benefits with the approval of the Sponsor.

### Payment

Invoices will be sent out after execution of this Agreement. Payments by wire transfer are due in full thirty (30) days from signing this Agreement or 10 days prior to the event, whichever is earlier. Sponsor's failure to pay fees when due will result in termination of this Agreement and Sponsor will not be able to participate in Zenith Live 2024 Mumbai.

### Limitation of Sponsorship

The payment and the Sponsor benefits described in this Agreement are related solely to Zenith Live 2024 Mumbai described above.

### Participation and Approvals

Sponsor agrees and warrants to Zscaler that Sponsor's participation in Zenith Live 2024 shall not violate any of its company policies and that Sponsor has obtained all necessary internal company approvals to participate in Zenith Live 2024.

### Confidential Information

Each party may receive confidential information from the other party pursuant to this Agreement. Any such confidential information shall be governed by the current partner agreement or NDA executed between the parties.

### License and Usage

Any and all public-facing promotional materials created by Sponsor related to Zenith Live 2024 Mumbai, including, but not limited to, booth graphics, PowerPoint presentations, brochures, datasheets, artwork, and promotional giveaways (the "Materials") must be pre-approved by Zscaler, in writing, and Zscaler reserves the right at all times to revoke distribution of said Materials. All Zscaler trademarks, names, logos, copyright, and other proprietary rights ("Intellectual Property") shall remain the property of Zscaler. Sponsor acknowledges that Intellectual Property constitutes valuable assets of Zscaler and, as applicable, shall be treated as Zscaler's Confidential Information as defined above.

### License and Usage

Sponsor hereby grants to Zscaler a limited, non-exclusive license to use Sponsor's trade names, trademarks, service marks and other proprietary information owned by the Sponsor solely for the activities related to the Zenith Live 2024 Mumbai event. The specific use shall be agreed to in advance by the parties.

### **Indemnity**

Sponsor agrees to defend, indemnify, and hold harmless Zscaler, its affiliated entities and individuals, and the venue of the Zenith Live 2024 Mumbai event and its affiliated entities and individuals (the "Event Providers") and those lawfully in the venue from and against any claim, loss, liability, or damage suffered due to Sponsor's or its agents' negligence, act, or omission, including without limitation claims of personal injury (including death) to any person or damage to any property arising out of or connected with Sponsor's performance under or any term or condition of this Agreement, including any use by Sponsor of the venue facilities and/or equipment.

### **Liability**

EACH PARTY SHALL BE FULLY LIABLE FOR THE ACTIONS OF ITS EMPLOYEES AND AGENTS IN THE PERFORMANCE OF ITS OBLIGATIONS UNDER THIS AGREEMENT. SPONSOR SHALL BE FULLY RESPONSIBLE TO PAY FOR ANY AND ALL DAMAGES TO PROPERTY OWNED BY JIO WORLD CONVENTION CENTRE, ITS OWNERS OR MANAGERS, WHICH RESULTS FROM ANY ACT OR OMISSION OF SPONSOR. THE LIMITATIONS AND EXCLUSIONS CONTAINED HEREIN WILL APPLY TO THE MAXIMUM EXTENT NOT PROHIBITED UNDER APPLICABLE LAW.

### **Governing Law**

The Agreement shall be governed by the laws of the India, without regards to its conflict of law provisions. The courts of Mumbai, Maharashtra, India shall have the exclusive jurisdiction in all matters relating to or arising out of this Agreement.

### **Termination By Sponsor or Zscaler**

All fees under this Agreement are non-cancellable, non-transferable, and non-refundable. In the event of a Sponsor's request to withdraw from the event or to terminate this Agreement for any reason, the sponsorship fee will become due and immediately payable. In such an event, Zscaler may, in its sole discretion, permit a refund to Sponsor of any sponsorship fees. In the event of circumstances which are unforeseeable, and beyond the reasonable control of a party causing the cancellation of Zenith Live 2024 Mumbai, including but not limited to natural or public disaster, pandemic, wartime, acts of God, acts of terrorism, venue construction, insufficient participation, market fluctuations, government rules or regulations, or acts of third parties, a party may terminate this Agreement and Sponsor may receive a refund of the sponsorship fees at Zscaler's sole discretion.

### **Insurance**

Sponsor shall maintain proper insurance coverage for its property and liability, and Sponsor represents and warrants that they have obtained adequate insurance to cover its potential liability hereunder. Sponsor will provide Zscaler with evidence of such insurance upon written request.

### **Release**

Sponsor acknowledges that Zenith Live 2024 Mumbai may be recorded or reproduced, and hereby authorizes Zscaler and its designees to record, transcribe, modify, reproduce, perform, display, transmit, and distribute in any form and for any purpose any such recording of Zenith Live 2024 Mumbai, and agrees to execute any additional release presented by Zscaler, its licensees, or permittees, in connection with such activity. Sponsor hereby releases Zscaler and its designees from and waives all claims it or its employees or agents 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.

### **Assignment**

Neither party may assign any of its rights or obligations hereunder, whether by operation of law or otherwise, without the prior express written consent of the other party.

By signing below, parties acknowledge and agree that the party's authorized representative is authorized to sign this Agreement.

| Sponsor Company and Contact Information |  |
|---|--|
| Sponsor Company                         |  |
| Sponsor Company Address                 |  |
| Sponsorship Category                    |  |
| Total Sponsorship Amount                |  |
| Authorised Signatory Name               |  |
| Authorized Signatory Title              |  |
| Signature                               |  |
| Date                                    |  |

| Zscaler Softech India Private Limited |  |
|---------------------------------------|--|
| Authorised Signatory Name             |  |
| Authorized Signatory Title            |  |
| Signature                             |  |
| Date                                  |  |



EXHIBIT A

| Zenith Live 2024 Mumbai Sponsorship Packages             | GOLD                       | SILVER                     | EXHIBITOR                  |
|--|----------------------------|----------------------------|----------------------------|
| # Sponsorship slots                                      | 2 Slots                    | 2 Slots                    | 4 Slots                    |
| Sponsorship cost (Mumbai)                                | INR 25,00,000<br>+ 18% GST | INR 15,00,000<br>+ 18% GST | INR 10,00,000<br>+ 18% GST |
| PRE-EVENT  |                            |                            |                            |
| Logo on Zenith Live Mumbai website                       | Yes                        | Yes                        | Yes                        |
| Company description on Zenith Live Mumbai website        | Yes                        | Yes                        | Yes                        |
| Pre-Event sponsor social post                            | Yes                        | Yes                        | Yes                        |
| Social promotion kit                                     | Yes                        | Yes                        | Yes                        |
| Mobile App featured push notification                    | Yes                        | Yes                        | -                          |
| Logo on pre-event email                                  | Yes                        | -                          | -                          |
| EXHIBITOR  |                            |                            |                            |
| Exhibit space  | 3m x 2m                    | 2m x 2m                    | 2m x 2m                    |
| Lead scanners  | 2                          | 2                          | 1                          |
| SPEAKING OPPORTUNITY                                     |                            |                            |                            |
| Breakout speaking opportunity - with leads               | 20 mins                    | 10 mins                    | -                          |
| ONSITE PROMOTION   |                            |                            |                            |
| 30 sec video to be played during general session walk-in | Yes                        | Yes                        | -                          |
| Conference signage outside general session               | Yes                        | Yes                        | Yes                        |
| Branding standee at venue (registration area)            | Yes                        | Yes                        | -                          |
| ATTEND PASSES  |                            |                            |                            |
| Comp conference passes for staff                         | 7                          | 4                          | 2                          |

Additional Marketing Promotional Opportunities

| Marketing Promotional Opportunities   | COST                    |
|---------------------------------------|-------------------------|
| CXO Lunch Sponsorship (with 3 passes) | INR 10,00,000 + 18% GST |
| Dedicated Meeting Space               | INR 5,00,000 + 18% GST  |
| Branding at Mobile Charging Stations  | INR 2,50,000 + 18% GST  |