



SANS

GIAC
CERTIFICATIONS

2027 SANS

ICS-Focused Sponsorship Opportunities

**Upcoming 2027 events and
research projects for industrial
control systems and operational
technology security**

Why Partner with SANS?

Sponsoring a SANS ICS/OT Security program delivers strong ROI by aligning your organization with the leading authority on securing industrial control systems, critical infrastructure, and operational technology environments. You gain targeted visibility with practitioners and decision makers responsible for protecting real-world infrastructure across energy, utilities, manufacturing, and other critical sectors.

Five Reasons to Sponsor a SANS ICS/OT Security Program

- ✓ **Reach a highly targeted audience of ICS/OT security leaders:** Engage directly with practitioners and decision makers responsible for securing industrial control systems and critical infrastructure.
- ✓ **Position your brand at the center of ICS/OT security innovation:** Align with SANS to elevate your credibility with the community protecting critical infrastructure.
- ✓ **Accelerate pipeline growth with high-intent buyers:** Gain access to organizations actively investing in ICS/OT visibility, detection, and resilience technologies.
- ✓ **Influence industry education and emerging best practices:** Showcase your expertise and help shape conversations around securing OT environments and utilities/critical infrastructure.
- ✓ **Expand long-term visibility through multi-channel thought leadership:** Benefit from exposure across SANS webcasts, papers, events, and communities.

ROI Opportunities

By aligning with SANS, your organization invests in brand visibility, customer acquisition, and long-term thought-leadership—making this one of the highest-ROI opportunities in the cybersecurity market. SANS' robust and diverse offerings allow us to align perfectly with your strategic direction. Whether you are looking for in-person events, speaking opportunities, or research content, SANS has an offering that will place your solutions directly in front of your target audience. Sponsors routinely report 7–10 times their investment in high-qualified opportunities specifically with decision makers or decision influencers.



Contact Us to Reserve Your Spot



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sponsorships@sans.org

2027

ICS-Focused Sponsorship Opportunities

UTILITIES & CRITICAL INFRASTRUCTURE

FEB
25

Utilities & Critical Infrastructure

FEBRUARY 25

FORMAT:
VIRTUAL FORUM

DELIVERABLES:

- ✓ **Branding on event website:** Gain visibility on the event website to increase brand recognition and reach.
- ✓ **Discussion channel on Slack:** Engage directly with attendees via dedicated channel.
- ✓ **Opt-in lead guarantee:** 500+ opt-in leads for post-event sales and follow-up.
- ✓ **Speaking slot on track:** Present your solution to ~1,500 viewers per track.
- ✓ **MP4 recording of session:** Get a recording for future use, sharing, or internal reference.

ICS SECURITY

JUN
7-9

ICS Security Summit

JUNE 7-9

FORMAT:
VIRTUAL & IN-PERSON

LOCATION:
ORLANDO, FL

DELIVERABLES:

- ✓ **Branding on event website:** Gain visibility on the event website to increase brand recognition and reach. (Virtual & In-Person)
- ✓ **Discussion channel on Slack:** Engage directly with attendees via dedicated channel. (Virtual & In-Person)
- ✓ **Opt-in lead guarantee:** 500+ opt-in leads for post-event sales and follow-up. (Virtual)
- ✓ **Speaking slot on track:** Present your solution to ~1,500 viewers per track. (Virtual)
- ✓ **MP4 recording of session:** Get a recording for future use, sharing, or internal reference. (Virtual)
- ✓ **Tabletop in Summit Expo Hall/Sponsorship of Summit @Night:** (In-Person — based on your package)

ICS/OT SURVEY

NOV
10

ICS/OT Survey

NOVEMBER 10

FORMAT:
RESEARCH SURVEY

DELIVERABLES:

- ✓ **Branded Paper:** Co-branded content is distributed to a targeted audience, boosting visibility and credibility.
- ✓ **Custom product brief:** Co-branded with SANS.
- ✓ **Inclusion in panel discussion:** Increase visibility and establish yourself as a thought leader.
- ✓ **MP4 recording:** Repurpose the speaking session for marketing content or promotion.
- ✓ **Opt-in lead guarantee:** 500+ for surveys.
- ✓ **Speaking session:** Share thought leadership and insights with a highly targeted audience.
- ✓ **Anonymized-survey results data:** Receive insights into overall survey responses to help tailor effective strategies.



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