



# oktane20

## Sponsorship Prospectus

March 30–April 2 | Moscone West, San Francisco



Our global partners power Oktane every year, and we'd like to invite you to join us in sponsoring Oktane20—together we will make it the biggest and best yet.

Thousands of IT professionals, product leaders, and developers will meet in San Francisco this spring for Oktane20. We'll have a great lineup of speakers, trainings, events, and networking opportunities that will keep you up-to-date on the latest in identity, security, and digital transformation.

Sponsorship of Oktane20 is your chance to meet new customers, drive demand, accelerate business, and showcase your solutions and services with Okta and other innovative technology providers. Don't miss out on the opportunity to position yourself as a leader and be a part of strategic IT discussions that center on building new and differentiated experiences in an increasingly mobile and cloud-centric world. We look forward to seeing you in San Francisco!

**Patrick McCue**

**Senior Vice President, Worldwide Partners**



# OKTANE20 OVERVIEW

## Who will be there?

- IT executives
- Application architects
- IT directors and managers
- IT administrators
- Developers
- Product leaders
- Security professionals
- Industry thought leaders
- Service providers and leading SaaS application providers

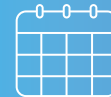


### WHERE

Moscone West  
747 Howard St  
San Francisco, CA 94103

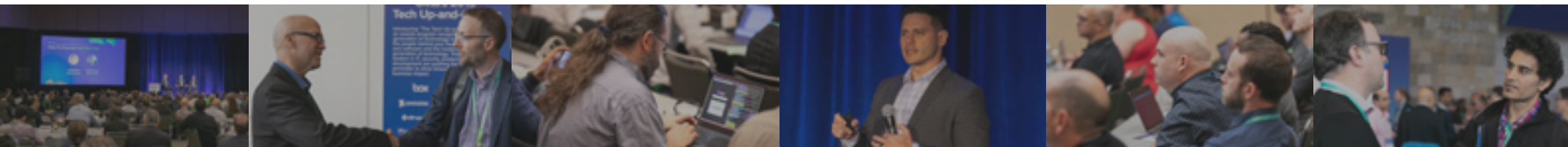
## Why sponsor Oktane?

- Meet new customers, generate sales and accelerate your business
- Over 10 hours of dedicated networking and exhibit time in the Expo Hall
- Increase your brand exposure with numerous opportunities throughout the conference
- Demo your solutions and showcase your services in the Expo Hall and speaking sessions



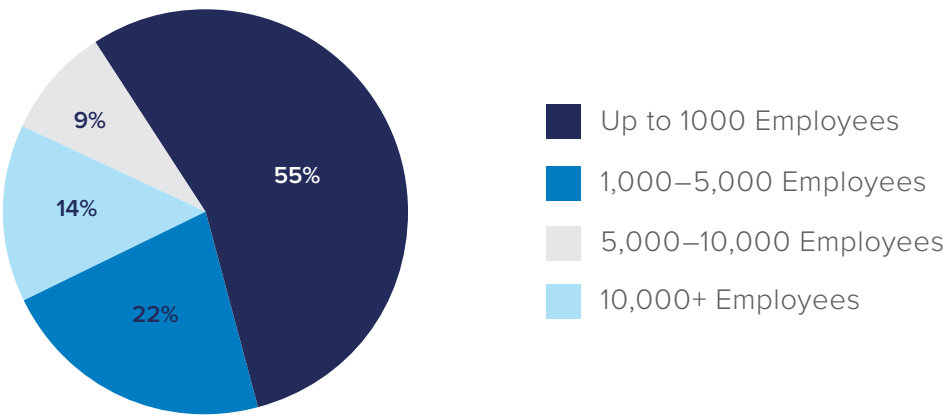
### WHEN

March 30–April 2, 2020

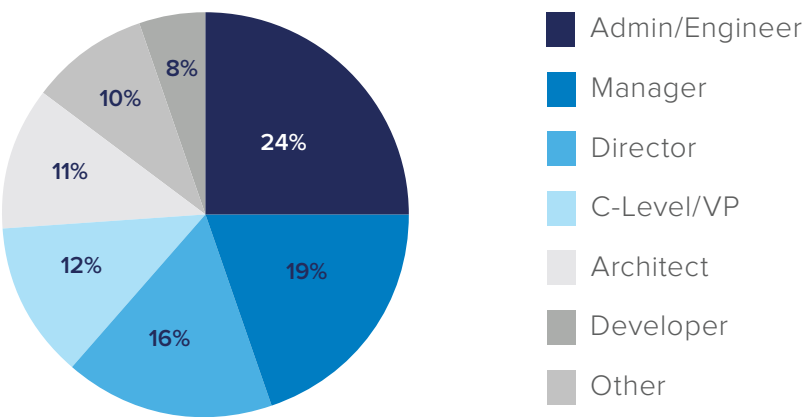


# OKTANE19 BY NUMBERS

By Company Size



By Job Roles



## Conference Highlights

Companies Attended	2,074
Countries Represented	36
Customer Speakers	90+
Partner Sponsors	80
Attended 11 Hands-On Labs	1,005
Okta Certifications Granted	99
Developer Challenges Attempted	509
Livestream Views	4,330
Social Media Impressions	21M

## OKTANE19 KEYNOTE SPEAKERS

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**Sir Tim Berners Lee**

Inventor of the  
World Wide Web



**Jeff Lawson**

Founder, CEO and  
Chairman of Twilio



**Viola Davis**

Award Winning Actress,  
Producer, and Humanitarian



**Michelle Peluso**

SVP, Digital Sales & Chief  
Marketing Officer, IBM



**Frank Abagnale**

Renowned Cybersecurity  
and Fraud Prevention Expert,  
Bestselling Author & Subject of  
*'Catch Me if You Can'*

## OKTANE19 CUSTOMER, PARTNER AND INDUSTRY SPEAKERS

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**Megan Crespi**

CTO, Ally Financial



**Neil Boland**

CISO, MLB



**Maxime Rousseau**

CISO, Personal Capital



**Ramiya Iyer**

GVP, IT Digital, Data and  
Pharmacy, Albertsons



**Sarah Urbanowicz**

CISO, AECOM



**Pietro Galli**

Head of ICT,  
Norwegian Refugee Council



**Spencer Mott**

SICO, McKesson



**Ashish Sanghrajka**

SVP, CIO, Hitachi



**Heather Abbott**

SVP, Corporate Client Technology  
Enterprise IT, Nasdaq

# OKTANE20 DAILY AGENDA

Full agenda will be available February 2020



## SPONSORSHIP AT A GLANCE

	TITANIUM \$150K (2 available) By Invitation	PLATINUM \$75K (12 available) By Invitation	GOLD \$55K (6 available) By Invitation	SILVER PLUS \$45K (7 available)	SILVER \$35K	EXHIBITOR \$20K	EMERGING \$10K
SKO FY21 Platinum Sponsorship	✓						
Virtual Summit Sponsorship	✓						
Oktane Executive Summit Co-Sponsorship	✓						
Oktane Executive Summit Dinner Attendees	4						
Registration List Prior to Conference (Opt-In)	✓	✓		✓			
Breakout Session Speaking Opportunity w/ Scanned Leads	45 min	45 min	45 min				
Expo Hall Theater Session w/ Scanned Leads	20 min			20 min			
Chair Drop**	Keynote	Keynote	Speaking Session				
Dedicated Push Notification in Mobile App	✓						
Co-Branding Conference Lanyard	✓						
Acknowledgment During Keynote	✓						
Meal Sponsorships	✓						
Private Meeting Space	✓	✓					
Shared Networking Space			✓				
Branded Signage in Prominent Locations	✓	✓	✓	✓	✓		
Conference Bag Insert**	✓	✓	✓	✓	✓		
Participation in Expo Networking Game	✓	✓	✓	✓	✓	✓	✓
Exhibit Location in Sponsor Expo Hall	Custom* 20'x20'	12'x8' Turnkey	8'x8' Turnkey	6'x6' Turnkey	6'x6' Turnkey	5'x5' Turnkey	Turnkey Tower
Electric Lead Scanner for Exhibit	2	2	2	1	1	1	1
Full Conference Passes	15	11	9	8	7	4	3
Exhibitor and Keynote Only Passes	8	6	4	2			
50% Off Passes: Customers, Prospects, Staff	✓	✓	✓	✓	✓	✓	✓
Ad in Mobile App	Image+Logo+Description	Logo+Description	Logo+Description	Logo+Description	Logo+Description	Logo+Description	Logo+Description
Logo and Description on oktane20.com	150 Words	150 Words	100 Words	50 Words	50 Words	50 Words	25 Words
Pre-event social media promotions on Twitter	4	4	2	1	1		

\*Cost to not exceed set dollar amount

\*\*Materials to be provided by sponsor



# SPONSORSHIP PACKAGE

## TITANIUM \$150,000 | BY INVITATION ONLY (2 AVAILABLE)

Titanium sponsorship includes the following networking and marketing opportunities:

- Includes the following additional Okta sponsorships:
  - SKO FY21 Platinum Sponsorship
  - Okta Virtual Summit Sponsorship
- Oktane20 Executive Summit Co-Sponsorship with four (4) Dinner Passes
- Premium priority placement in the Oktane Expo Hall, includes 20'x20' custom booth with seating, signage, electrical, wi-fi, two (2) Lead scanners
- Breakout session speaking opportunity (must include joint customer and be approved by Okta), with scanned leads (45 minutes)
- Breakout session recorded + syndicated post-event
- Theater session speaking opportunity in Expo Hall with scanned leads (20 minute lightning talk)
- Chair drop for Keynote session (limited to 8.5" x 11" and materials to be provided by sponsor and approved by Okta)
- Registration list prior to conference (Opt-In), full contact info
- Conference bag insert (materials to be provided by sponsor and approved by Okta)
- Participation in Expo Networking Game
- Private meeting space with boardroom table, 6 chairs, and electrical drop
- Branded signage in prominent locations
- Fifteen (15) Full Conference Passes, additional full conference passes at 50% off for customers, prospects and staff
- Eight (8) Keynote and Expo-only passes
- Ad in Mobile App: Digital Image, Company Logo/Description
- Oktane Website: Company Logo/Description (150 words)
- Four (4) Pre-event Social Media Promotions on Twitter
- Meal Sponsorships
- Acknowledgement during keynote
- Co-branding Conference Lanyard
- Dedicated push notification in mobile app
- **Details subject to change with sufficient notice**
  - **Speaker(s) must adhere to deadlines and guidelines**
  - **Ad to be designed by sponsor to Okta specifications, subject to approval**
  - **Passes to be used by sponsors' customers, prospects and staff only**





# SPONSORSHIP PACKAGE

## PLATINUM \$75,000 | BY INVITATION ONLY (12 AVAILABLE)

Platinum sponsorship includes the following networking and marketing opportunities:

- Priority placement in the Oktane Expo Hall, includes 12'x8' turnkey booth with seating, electrical and wi-fi
- (2) Lead scanners, (2) Monitors, (2) Wireless Keyboards and Mouse, (2) Barstools, (1) electrical drop
- Breakout session speaking opportunity (must include joint customer and be approved by Okta), with scanned leads (45 minutes)
- Breakout session recorded + syndicated post event
- Chair drop for Keynote (limited to 8.5" x 11" and materials to be provided by sponsor and approved by Okta)
- Registration list prior to conference (Opt In), full contact info
- Conference bag insert (materials to be provided by sponsor and approved by Okta)
- Participation in Expo Networking Game
- Private meeting space with boardroom table, 6 chairs, and electrical drop
- Branded signage in prominent locations
- Eleven (11) Full Conference Passes, additional full conference passes at 50% off for customers, prospects and staff
- Six (6) Keynote and Expo only passes
- Ad in Mobile App: Company Logo/Description
- Oktane Website: Company Logo/Description (150 words)
- Four (4) Pre-event Social Media Promotions on Twitter
- **Details subject to change with sufficient notice**
  - **Speaker(s) must adhere to deadlines and guidelines**
  - **Ad to be designed by sponsor to Okta specifications, subject to approval**
  - **Passes to be used by sponsors' customers, prospects and staff only**



# SPONSORSHIP PACKAGE

## **GOLD** \$55,000 | BY INVITATION ONLY (6 AVAILABLE)

Gold sponsorship includes the following networking and marketing opportunities:

- Prime placement in the Oktane Expo Hall, includes 8'x8' turnkey booth with seating, electrical and wi-fi
- (2) Lead scanners, (1) Monitor, (1) Wireless Keyboard and Mouse, (1) Barstool, (1) electrical drop
- Breakout session speaking opportunity (must include joint customer and be approved by Okta), with scanned leads (45 minutes)
- Breakout session recorded + syndicated post-event
- Chair drop for speaking session (limited to 8.5" x 11" and materials to be provided by sponsor and approved by Okta)
- Conference bag insert (materials to be provided by sponsor and approved by Okta)
- Participation in Expo Networking Game
- Shared Networking space designated for Gold sponsors, (1) Highboy with (3) Stools
- Branded signage in prominent locations
- Nine (9) Full Conference Passes, additional full conference passes at 50% off for customers, prospects and staff
- Four (4) Keynote and Expo-only passes
- Ad in Mobile App: Company Logo/Description
- Oktane Website: Company Logo/Description (100 words)
- Two (2) Pre-event Social Media Promotions on Twitter
- **Details subject to change with sufficient notice**
  - **Speaker(s) must adhere to deadlines and guidelines**
  - **Ad to be designed by sponsor to Okta specifications, subject to approval**
  - **Passes to be used by sponsors' customers, prospects and staff only**



# SPONSORSHIP PACKAGE

## SILVER PLUS

**\$45,000 | (7 AVAILABLE)**

Silver Plus sponsorship includes the following networking and marketing opportunities:

- Preferred placement in the Oktane Expo Hall, includes 6'x6' turnkey booth with seating, electrical and wi-fi
- (1) Lead scanner, (1) Monitor, (1) Wireless Keyboard and Mouse, (1) Barstool, (1) electrical drop
- Theater session speaking opportunity in Expo Hall with scanned leads (20 minute lightning talk)
- Conference bag insert (materials to be provided by sponsor and approved by Okta)
- Registration list prior to conference (Opt-In), full contact info
- Participation in Expo Networking Game
- Branded signage in prominent locations
- Eight (8) Full Conference Passes, additional full conference passes at 50% off for customers, prospects and staff
- Two (2) Keynote and Expo-only passes
- Ad in Mobile App: Company Logo/Description
- Oktane Website: Company Logo/Description (50 words)
- One (1) Pre-event Social Media Promotion on Twitter
- **Details subject to change with sufficient notice**
  - **Speaker(s) must adhere to deadlines and guidelines**
  - **Ad to be designed by sponsor to Okta specifications, subject to approval**
  - **Passes to be used by sponsors' customers, prospects and staff only**

## SILVER

**\$35,000 | OPEN ENROLLMENT**

Silver sponsorship includes the following networking and marketing opportunities:

- Preferred placement in the Oktane Expo Hall, includes 6'x6' turnkey booth with seating, electrical and wi-fi
- (1) Lead scanner, (1) Monitor, (1) Wireless Keyboard and Mouse, (1) Barstool, (1) electrical drop
- Conference bag insert (materials to be provided by sponsor and approved by Okta)
- Participation in Expo Networking Game
- Branded signage in prominent locations
- Seven (7) Full Conference Passes, additional full conference passes at 50% off for customers, prospects and staff
- Ad in Mobile App: Company Logo/Description
- Oktane Website: Company Logo/Description (50 words)
- One (1) Pre-event Social Media Promotion on Twitter
- **Details subject to change with sufficient notice**
  - **Ad to be designed by sponsor to Okta specifications, subject to approval**
  - **Passes to be used by sponsors' customers, prospects and staff only**

# SPONSORSHIP PACKAGE

## EXHIBITOR

**\$20,000 | OPEN ENROLLMENT**

Exhibitor sponsorship includes the following networking and marketing opportunities:

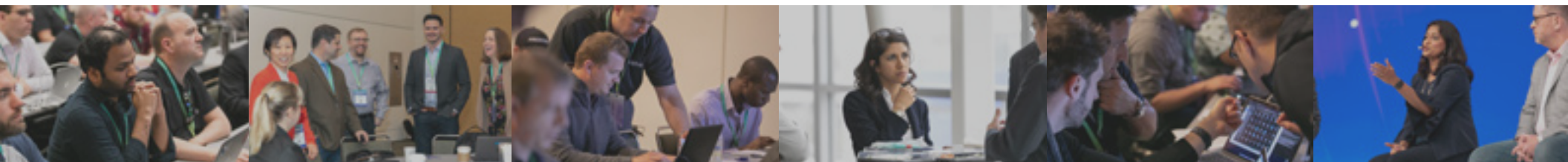
- Placement in the Oktane Expo Hall, includes 5'x5' turnkey booth, signage, electrical and wi-fi
- (1) Lead scanner, (1) electrical drop
- Participation in Expo Networking Game
- Four (4) Full Conference Passes, additional full conference passes at 50% off for customers, prospects and staff
- Ad in Mobile App: Company Logo/Description
- Oktane Website: Company Logo/Description (50 words)
- Details subject to change with sufficient notice
  - Ad to be designed by sponsor to Okta specifications, subject to approval
  - Passes to be used by sponsors' customers, prospects and staff only

## EMERGING EXHIBITOR

**\$10,000 | OPEN ENROLLMENT**

Emerging sponsorship includes the following networking and marketing opportunities:

- Placement in emerging company section of Oktane Expo, includes turnkey demo tower, signage, electrical and wi-fi
- (1) Lead scanner, (1) electrical drop
- Participation in Expo Networking Game
- Three (3) Full Conference Passes, additional full conference passes at 50% off for customers, prospects and staff
- Ad in Mobile App: Company Logo/Description
- Oktane Website: Company Logo/Description (25 words)
- Note: Emerging Exhibitor Company size must be 50 employees or less
- Details subject to change with sufficient notice
  - Ad to be designed by sponsor to Okta specifications, subject to approval
  - Passes to be used by sponsors' customers, prospects and staff only





# MAXIMIZE YOUR OKTANE20 NETWORKING AND MARKETING OPPORTUNITIES WITH SPONSORSHIP ADD-ONS AND BRANDING BUNDLES

## LEAD GENERATION SPONSORSHIPS

Description	Available	Price
<a href="#">Networking Lounge</a>	1	\$25,000

### Capture more leads with a branded networking lounge

The Networking Lounge is a hot spot where attendees will spend their downtime relaxing, checking emails, and getting to know other attendees. This is the perfect opportunity to get eyes on your brand by decking out the entire lounge with your look and feel. This great branding opportunity will no doubt catch the attention of all attendees who stop by, but don't worry, you are able to scan any attendees as well. [Scanned Leads]

<a href="#">Professional Headshot Photo Session</a>	2	\$20,000
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### Draw a crowd with the headshot photo shoot

Do you love your corporate headshot? Probably not, and that's why everyone gets excited about the opportunity to have a new professional headshot taken, especially by world-class professionals. Sure to draw a crowd, this activation will be in a prime location in the Expo Hall, enticing walkers-by to stop in and get an up-to-date, beautiful headshot taken. This sponsorship will deliver on a ROI that won't disappoint. [Scanned Leads with Add-On option of separate staff to scan attendees for \$1,000/day]

<a href="#">Smoothie Bar</a>	4	\$15,000
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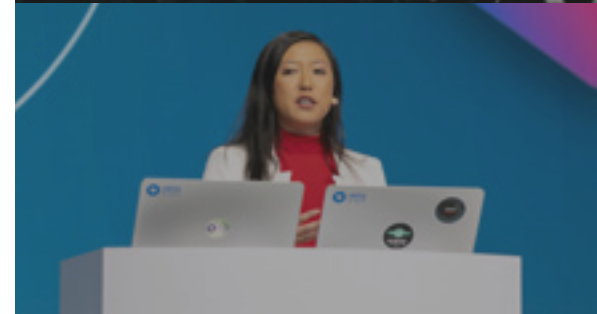
### Everyone loves smoothies

Ladies and gentlemen, start your blenders. Attendees will be flocking to grab a delicious treat once they see the smoothies being whipped up. As a sponsor for one of two Smoothie Bars (for one day), you'll get attendees talking about your brand as they reach for a refresher outside their latest session. Smoothie stations are strategically placed near sessions so attendees can grab-and-go during breaks. [Scanned Leads]

<a href="#">Iced Coffee Selfie Station</a>	2	\$14,000
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### Be a trendsetter

This opportunity puts a whole new spin on the saying "you are what you eat". Be a sponsor of the Selfie Iced Coffee Photo Booth for one of two days (one (1) sponsor per day). The unique station features coffee that is personally "branded with a photo of the attendee" within the foam. This gives attendees their 15 minutes of "foam" while increasing awareness of your brand and capturing leads. The edible inks are FDA certified and safe to eat. [Scanned Leads]



## BRANDING & NETWORKING OPPORTUNITY SPONSORSHIPS

Description	Quantity	Price
Executive Summit Dinner Sponsorship (with four (4) attendees)	1	\$50,000

### Be in the room where it happens

Get in front of high-profile attendees (and rub elbows with them) by sponsoring the exclusive Executive Summit dinner. Your company logo will be featured on branding of signage and you will have the opportunity to bring four (4) attendees to this exclusive event.

Metreon Billboard Advertisement	4	\$35,000
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### (By invite only)

Go big or go home, right? That's the idea behind this sponsorship opportunity. Your brand and logo will be featured on one (1) of four (4) Metreon Building Billboards that overlook 4th Street and faces Moscone West. As attendees flow between the 2nd and 3rd Floor of Moscone, your brand will always be front and center, standing tall and making a big splash.

Co-Branding of Conference Bag	1	\$20,000
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### It's in the bag

Ensure every attendee sees your branding by having your company logo co-branded on the Oktane20 conference bag. It's the one item that all attendees receive, and they'll tote it around throughout the conference. Plus, attendees will continue to use this eco-friendly tote after the conference is over, furthering your reach.

Exclusive Coat and Bag Check	1	\$15,000
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### Coat and bag check

With the famous San Francisco fog and chilly weather, attendees will be bundling up and need a spot to put their coats and bags when they arrive. As an exclusive sponsor of the Coat and Bag Check area, you'll be one of the first brands people see at the start of the day, and the last at the end of the day. The perfect bookend to a successful Oktane20 day.

Welcome Reception Sponsorship	4	\$13,000
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### Welcome reception

Be one of the first to welcome the Oktane20 attendees to San Francisco. This package offers co-branding during the Welcome Reception in prime locations, along with four (4) shout-outs from the DJ. You also have the opportunity to leave branded collateral on common tables throughout the reception in the Expo Hall.

Description	Quantity	Price
Charging Station Co-Branding	4	\$8,000

### Power up—Branded charging station

Power up your sponsorship with a well-placed Charging Station. A sponsorship opportunity that every attendee will need to utilize, this opportunity will showcase your branding on one of the (4) Branded Power Towers located in prominent areas throughout the conference.

Meet and Greet with Keynote Guest Speaker	2	\$6,000
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### Score the VIP backstage passes for your customers

Show your customers that you have their best interest at heart by giving them tickets to meet the Keynote Guest Speaker. This sponsorship package provides (6) Tickets to your company to distribute to prospects or customers to be part of the exclusive Keynote Meet and Greet.

Sponsor Feature on the Okta Blog	4	\$5,000
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### Okta blog feature

Expand awareness of your brand by having your company included in two (2) Oktane20 blog posts on Okta's website. This is a great way to increase knowledge of your brand behind the power of Okta's brand. <https://www.okta.com/blog/>

Flowater Stations	3	\$5,000
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### Stay hydrated and connected

Water cooler chats are a real thing, and plenty of thirsty attendees will be posted up near the Flowater Stations during the conference making small talk with strangers. Increase your brand visibility by co-branding the Flowater Stations, and maybe you'll even come up in those water cooler conversations. These are sure to be highly used and will be located strategically throughout the venue.

LED Wall Branding (20 second Video)	4	\$5,000
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### LED wall video—Bring your brand to life

Conference attendees won't be able to miss our massive LED Walls, strategically located in high-traffic areas on Level 1 and Level 2. Give your brand the attention it deserves by featuring (1) 20-second full screen video (no audio) on the wall, which will be played (4) times daily during peak transition times.

## CONTINUED

Description	Quantity	Price
Live Video Stream	4	\$4,000

### Keynote live stream

Those who can't attend Oktane20 will be tuning into our Keynote Live Streams throughout the conference. Reach out to them by having your branding on one (1) of four (4) Keynote Live Streams. Your logo will be seen by everyone who tunes in to listen and watch our dynamic Oktane20 Keynotes.

Social Media Ads During Event	5	\$4,000
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### Social media ads during Oktane20

Conference attendees will be tweeting and posting a flurry of content throughout the conference, paying special attention to Oktane20 content. Lead those hungry eyes toward your brand and drum up awareness on-site by having two (2) Social Media Ads featured during Oktane20.

Food Station Kiosk	20	\$3,000
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### Draw attendees to your kiosk

Make a splash during the Welcome Reception or Happy Hour with a food or beverage station. This is your opportunity to be a host with the most, and the world is your oyster. Make it a wine tasting, mixologist station, tapas bar...whatever you choose. This is your chance to get creative and wow the attendees, while educating them on your brand. (Please note, this package does not include the cost for the food or beverages.)

Branding included in Pre-Event Communication	10	\$3,000
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### Get ahead of the game

Get your branding in front of attendees before the conference even starts. In this sponsorship opportunity, your brand logo and Okta partner-provided messaging will be featured in an email regarding Oktane20, sent to all attendees ahead of the conference.

Description	Quantity	Price
LED Wall Branding (image only)	10	\$2,500

### LED wall image—Showcase your brand message

Put your branding in the spotlight on our LED Walls, strategically located in high-traffic areas on Level 1 and Level 2. This sponsorship opportunity features your branding (image only) on the full screen for 10 seconds, four (4) times daily during peak transition times.

Social Media Ads Pre-Event	10	\$2,000
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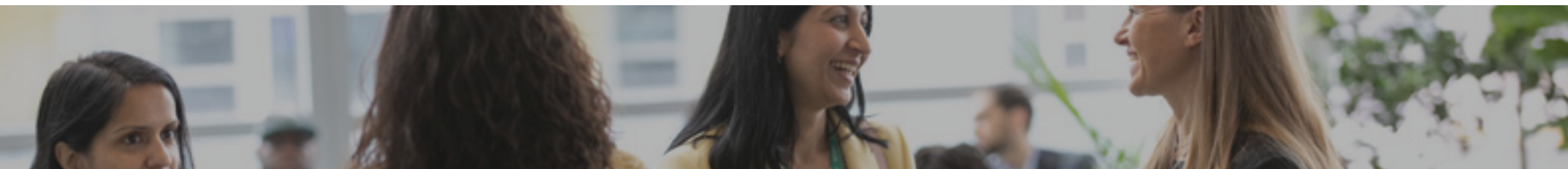
### Social media ads during Oktane20

Drum up interest in your brand even before the conference starts with this sponsorship opportunity. Your brand will be featured in two (2) Social Media Ads pre-conference to get the excitement around attending Oktane20 started.

Digital Ad in Mobile App	10	\$2,000
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### Mobile app ad

Oktane20 attendees will be checking the event Mobile App throughout the conference to see the latest notifications and keep track of sessions. Call attention to your brand with a well-placed rotating digital ad that attendees will see while they're perusing our Mobile App.



## Company information

Contact Name	
Title	
Email	
Telephone	
Fax	
Company Name	
Address	

## Billing information

Contact Name	
Email	
Telephone	
Fax	
Company Name	
Address	
Note	

Speaker sessions are by invitation only, at Titanium, Platinum and Gold levels, and must include joint customer/s and be approved by Okta.

Sponsor shall comply with all data protection, email marketing, and privacy laws and regulations applicable to its use of names and lists captured at the Event or provided by Okta. Sponsor agrees not to use any list provided by Okta to contact any Event attendees prior to the Event date.

## Sponsorship

- ☐ Titanium ..... (By Invitation Only) \$150,000
- ☐ Platinum ..... (By Invitation Only) \$75,000
- ☐ Gold ..... (By Invitation Only) \$55,000
- ☐ Silver Plus ..... \$45,000
- ☐ Silver ..... \$35,000
- ☐ Exhibitor ..... \$20,000
- ☐ Emerging Exhibitor..... \$10,000

## Lead Generation Sponsorships

- ☐ Networking Lounge ..... \$25,000
- ☐ Professional Headshot Photo Session ..... \$20,000
- ☐ Smoothie Bar ..... \$15,000
- ☐ Iced Coffee Selfie Station..... \$14,000

## Branding and Networking Opportunity Sponsorships

- ☐ Executive Summit Dinner Sponsorship (+4 Attendees) ..... \$50,000
- ☐ Metreon Billboard Advertisement ..... \$35,000
- ☐ Co-Branding of Conference Bag..... \$20,000
- ☐ Exclusive Coat and Bag Check..... \$15,000
- ☐ Welcome Reception Sponsorship..... \$13,000
- ☐ Charging Station Co-Branding..... \$8,000
- ☐ Meet & Greet with Keynote Guest Speaker ..... \$6,000
- ☐ Sponsor Feature on the Okta Blog ..... \$5,000
- ☐ Flowater Stations ..... \$5,000
- ☐ LED Wall Branding (20 Second Video)..... \$5,000
- ☐ Live Video Stream..... \$4,000
- ☐ Social Media Ads During Event..... \$4,000
- ☐ Food Station Kiosk ..... \$3,000
- ☐ Branding included in Pre-Event Communication..... \$3,000
- ☐ LED Wall Branding (Image Only)..... \$2,500
- ☐ Social Media Ads Pre-Event..... \$2,000
- ☐ Digital Ad in Mobile App..... \$2,000



## SPONSORSHIP FORM (2/2)

- Sponsorship level details subject to change with sufficient notice
- Add-On details subject to change with sufficient notice
- Speaker(s) must adhere to Okta guidelines and deadlines
- Keynote chair drops will include more than one sponsor
- Ads (where applicable) to be designed by sponsor to Okta specifications, subject to approval
- Passes to be used by sponsors' customers, prospects and employees only

Grand Total

Comments

Contract Documents: Company's sponsorship of Oktane20 (the "Event") will be subject to this Sponsorship Form and the Terms and Conditions available on Okta's website (<https://www.okta.com/sponsorships/>) which are incorporated herein by reference (collectively the "Contract"). This Contract shall become binding upon acceptance by an authorized Okta representative. Once accepted the Contract is binding and non-refundable unless as otherwise provided in the Terms and Conditions. Okta reserves the right to reject or terminate this Sponsorship Form at its sole discretion.

Payment Terms: Customer will be invoiced for the Total Amount stated above upon acceptance of this Sponsorship Form. Full payment is net thirty (30) from invoice date. Sponsorship is not confirmed until payment is received in full. Okta reserves the right to cancel sponsorship if payment is not received in full sixty (60) days prior to the Event, and cannot guarantee sponsorship deliverables until payment is received in full. Note that booth selection will be prioritized based on your Okta Partner Connect level and past Oktane investment, as well as the date and time stamp of your sponsorship contract.

**OKTANE20 SPONSORSHIP PAYMENT: PLEASE OPEN ALL POS AND REMIT PAYMENT FOR SPONSORSHIP TO LAUNCH INC. ON BEHALF OF OKTA, ALL COMPANIES WILL RECEIVE INVOICES DIRECTLY FROM LAUNCH INC ALL SPONSORSHIP INVOICES MUST BE PAID PRIOR TO EXHIBITING AT OKTANE20.**

Contract Deadline January 24, 2020

Print Name of Company and Authorized Individual Signing on Behalf of Company

Signature

Date

Sarah Shaheen, Okta

Date

# WE'RE HERE TO HELP YOU MAKE THE MOST OF OKTANE20

## Getting Started

Sponsorship opportunities at Oktane20 are meant for Okta Partners and technology providers who are listed in the [Okta Integration Network](#).

## Submit your Sponsorship Contract

You may submit the completed contract either by DocuSign (using the link imbedded on page 1 of the form), or email it to [sponsorships@okta.com](mailto:sponsorships@okta.com). Our event partners, the Launch team, will be in touch regarding Sponsor Portal, logistics, and registration codes and will help guide you through preparations.

## Secure your sponsorship and booth space

We expect to sell out all sponsorship and exhibitor opportunities for Oktane20. Booth selection will be prioritized based on your Okta Partner Connect level and past Oktane investment, as well as the date and time stamp of your sponsorship contract.

## Sponsorship + Sponsorship Logistics

For information about becoming a Sponsor, or questions regarding sponsorship instructions, deliverables, deadlines, booth graphics, event regulations, or logistics email us at [sponsorships@okta.com](mailto:sponsorships@okta.com).

## Mark Your Calendar

<b>Sponsorship Sales Open</b>	November 15, 2019
<b>Sponsorship Portal Open</b>	November 15, 2019
<b>Sponsor Webinar #1</b>	January 16, 2020 10:30 am–11:00 am PST
<b>Sponsor Webinar #2</b>	February 13, 2020 10:30 am–11:00 am PST
<b>Contract Deadline</b>	January 24, 2020



## OKTANE19 SPONSORS

### PLATINUM



### GOLD



### SILVER



### EXHIBITORS



### EMERGING EXHIBITORS



# oktane20

**Okta**

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