2020 VMUG SPONSORSHIP OPPORTUNITIES

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Your Link to the Global VMware Community

Officially launched in August of 2010, the VMware User Group (VMUG) is an independent, global, customer-led organization, created to maximize members’ use of VMware and partner solutions through knowledge sharing, training, collaboration, and events.

150K+
MEMBERS WORLDWIDE

57% NORAM

3% LATAM

25% EMEA

15% APAC

200+
LOCAL GROUPS
**AREAS OF INTEREST**
Storage & Availability/Security/
Networking/ Monitoring/ Cloud
Management/ Enterprise/ Mobility
Management/ Hyper-Converged
Infrastructure

**TITLES**
26% System/Network Administrator
16% Engineer
15% Architect
10% IT Manager
8% Consultant
40% Other Titles

**COMPANY TYPES**
- SMB (<1000) 48%
- Enterprise (>5000) 30%
- Commercial (1001-4999) 22%

**INDUSTRIES**
- High Tech 17%
- Services 11%
- Banking/Finance/Insurance 10%
- Education/Higher Education 8%
- Healthcare 7%
- Other Industries 47%

"VMUG helps me understand the vast IT partner network by giving me a forum to meet and talk to both the partners and others in the community who have first-hand experience with them."

- Aaron Bolthouse, VMUG Member

Members are
88% more likely to support business partners of VMUG

QUESTIONS? CONTACT SPONSORS@VMUG.COM

2020 SPONSORSHIP OPPORTUNITIES / 3
VMUG Partners

Share your knowledge. Generate quality leads. Grow your brand awareness. Show off your industry expertise.

"VMUG has allowed us to expose our technology to a mass of IT professionals in the VMware community and it has really helped us to expose our technology and expand it!"

Zerto
Plug into VMUG with...

In-Person Access

Online Access

Year Round Access

“The VMUG community is a spirited international group focused on sharing knowledge and wisdom amongst its members and Veeam is a proud supporter of communities, groups, and events throughout the world.”
Multi-track content to educate and interface with highly engaged VMware customers.

**2020 EVENT SCHEDULE**

<table>
<thead>
<tr>
<th>Event Location</th>
<th>Start Date</th>
<th>Event Location</th>
<th>Start Date</th>
<th>Event Location</th>
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<tbody>
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<td>KANSAS CITY VIRTUAL</td>
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<td>ATLANTA/NASHVILLE VIRTUAL</td>
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<td>FRANCE VIRTUAL</td>
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<td>NOV 5</td>
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<td>UK*</td>
<td>NOV 26</td>
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<td>ITALY VIRTUAL</td>
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<td>NETHERLANDS*</td>
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<td>CAROLINA/SOUTH FLORIDA VIRTUAL</td>
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<td>WISCONSIN VIRTUAL</td>
<td>OCT 20</td>
<td>GERMANY*</td>
<td>DEC 15</td>
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Limited speaking sessions available. Content subjected to committee approval process.

*For Europe events that are still being held in-person please refer to the EMEA prospectus for offerings. Conference locations and dates are subject to change at anytime.*
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<tr>
<th>LEARN &amp; GROW</th>
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<tr>
<td>BRAND AWARENESS</td>
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<tr>
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</tbody>
</table>

*For Europe events that are still being held in-person please refer to the EMEA prospectus for offerings.
Looking to take your company’s message on the road? Roadshows are the perfect opportunity for you. These events are a great way to spread the word in an in-person, interactive format.

**WHAT TO EXPECT**

- **50** Attendees
- **1** Content Track

**OPTIONS**

- **Three in-person** roadshows + **one virtual** roadshow at the conclusion of the in-person series
- **Five in-person** roadshows + **one virtual** roadshow at the conclusion of the in-person series

**WHAT IS INCLUDED?**

- Spotlight on VMUG.com
- Social Media Shout-Out
- Post-Event Survey Analysis
- Content Review and Agenda Support
- Promotional Emails
- Dedicated Staff Support to Help with Planning, Project Management, and Execution for Each Event
- Full Event Logistics, Including Venue Selection and Contract Negotiation

QUESTIONS? CONTACT SPONSORS@VMUG.COM
EXECUTIVE DINNER SERIES

Bringing executive level end users, partners and VMware together to discuss day-to-day challenges to begin to work through solutions.

INCLUDED

EXECUTIVE MODERATORS
- VMware and VMUG executives in attendance to drive open communication

REGISTRATION
- Manage registration lists to maximize attendance and engagement*

MARKETING MATERIALS
- Provide event-specific marketing kit to distribute to your contacts

SOURCING
- High-end locations around the globe

ONSITE EXECUTION
- Manage onsite event and attention to every detail

QUESTIONS? CONTACT SPONSORS@VMUG.COM
Huge thank you to VMUG for such a great job with this event and creating an awesome experience for all of your attendees and sponsors.

ONLINE ACCESS

Direct access to VMware customers in a highly interactive environment.

**BENEFITS**

- Engage with active VMware Users & Gain Leads!
- Eliminate travel cost
- 60% opt-in rate for leads = 600+ average leads
- Chat live in your booth with VMUG members
- View demos
- Add VODs and White Papers
- MP4 file available to you

**2020 DATES**

<table>
<thead>
<tr>
<th>KUBERNETTES/DEVOPS &amp; CLOUD</th>
<th>MAR 12</th>
<th>PROFESSIONAL DEVELOPMENT/vSPHERE</th>
<th>OCT 15</th>
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<tr>
<td>GLOBAL</td>
<td>JUNE 11</td>
<td>GLOBAL</td>
<td>DEC 3</td>
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</table>

For exact event dates, please visit vmug.com/virtualevent. Dates are subject to change at anytime.

QUESTIONS? CONTACT SPONSORS@VMUG.COM
VIRTUAL EVENT OFFERINGS

<table>
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<tr>
<th>LEARN &amp; GROW</th>
<th>PLATINUM</th>
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| Posting in Resource Center  |         | Ask Your Rep |)

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<tr>
<th>BRAND AWARENESS</th>
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<tbody>
<tr>
<td>Logo in Event Lobby</td>
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<td>X</td>
</tr>
<tr>
<td>Logo on Event Website</td>
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<td>X</td>
</tr>
<tr>
<td>Banner Ad in Virtual Lobby</td>
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<td>Ask Your Rep</td>
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<tr>
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<td>Lead Upgrade List</td>
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<tr>
<td>Giveaway Promotion</td>
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</tbody>
</table>

QUESTIONS? CONTACT SPONSORS@VMUG.COM
VMUG Webcasts

With average attendance of 175-250 VMUG members, a 60 minute live webcast is a great way to educate the VMUG member base on your industry expertise.

INCLUDED

- VMUG Moderator
- Demo
- Presentation
- Q&A
- Promoted to all VMUG members via email, social, and Weekly Bytes (US e-Newsletter)
- Reminder email to be sent to registrants 1 hour before the webcast
- Recorded session (available on-demand for 6 months)

PRO TIP: Do a prize giveaway and increase attendance by 30-40%

Upcoming Live Webcasts

- Cohesity Webcast: Navigating the Minefield of Data Protection Complexity with Ease
  Aug 7, 12:00 PM - 1:00 PM (CT)
- Zerto Webcast: A New Era for Data Protection: Converged DR, Backup and Cloud Mobility
  Aug 13, 12:00 PM - 1:00 PM (CT)
- Druva Webcast: Seamlessly Migrate Apps to the Cloud with VMware and Druva
  Aug 14, 12:00 PM - 1:00 PM (CT)
BRAND AWARENESS

Research shows that partners who frequently and consistently put themselves in front of the VMUG community draw larger audiences to their sponsored webcasts, breakout sessions, editorials, and posts than those who do not.

VMUG VOICE NEWSLETTER BANNER AD
Reach over 150,000 VMUG members through a banner ad linked to your URL of choice in VMUG’s monthly Voice newsletter.

VMUG VOICE NEWSLETTER ARTICLE
Reach over 150,000 VMUG members with a 75 word blurb to promote your own blog content alongside a graphic of your choice.

VMUG COLLECTIVE BLOG
Spread your industry expertise with VMUG members through a custom blog, partner produced video or podcast/podcast ad.

VMUG.COM BANNER AD
A (1056x132px) banner at the bottom of the front page of VMUG.com with a custom trackable link.

COMMUNITY.VMUG.COM BANNER AD
A (2000X400px) banner at the top of the front page of community.vmug.com with a custom trackable link.

SOCIAL MEDIA POST
Connect with VMUG’s active social media audience of thousands highlighting your company’s newest product release or software update with one post to LinkedIn, Facebook, and Twitter.

TWITTER LIVE
Reach VMUG’s 28k followers to get the message out about your latest product update with a lunchtime Twitter Live. Pick one person to be the main moderator and have up to four people included as guests. Will include three social posts to promote the event: one the day before, one the day of and one after it is over to prompt people to watch the recording.

SOCIAL MEDIA TAKEOVER
Connect with VMUG’s active social media audience of thousands highlighting your company over the course of 24 hours through live video interviews, Instagram/Facebook stories, Twitter chats, VIP behind-the-scenes, and tailored branding and graphics & across all social platforms.

REGIONAL PROMOTIONAL EMAIL
Target a specific region of VMUG members with product release or software update information through an area targeted email.

EVENT PROMOTIONAL PACKAGE
Create custom marketing collateral at scale for your speakers and exhibiting team at VMUG events to share with your audience through email and social.

VMUG MEMBER INSIGHT & ENGAGEMENT OPPORTUNITIES
Tap into the collective voice of more than 150,000 VMware customers globally. VMUG member insights and feedback will help you understand, support, and service existing customers, as well as understand future needs and behaviors.

VMUG TV
Introducing VMUG’s newest offering, VMUG TV, where you can develop a new way to connect with IT professionals across the world. Sponsorship opportunities include channel sponsorships to share 6-8 episodes, partner features for one episode and video advertisements.

FOCUS GROUPS
Chat directly with VMware users in your target audience to better understand their motives, challenges, and product interests for more context around your most pressing questions.

KNOWLEDGE CENTER
Share one of your knowledge-based resources for VMUG members to catch up on the latest news and insights from your company. The best part? Members must share contact information to access your resource so you can follow up with them afterwards to begin to continue to conversation!

QUESTIONS? CONTACT SPONSORS@VMUG.COM
VMUG Member Insight & Engagement Opportunities

Tap into the collective voice of more than 150,000 VMware customers globally. VMUG member insights and feedback will help you understand, support, and service existing customers, as well as understand future needs and behaviors.

Capturing the Voice of the Member

ONE-TIME PULSE CHECK

Includes a single customized engagement among a set of customers based on a pre-defined profile.

PULSE CHECK & FOLLOW-UPS

Includes a phased engagement approach allowing for follow-ups and deeper insights.

MULTI-PHASED TRENDED

Includes customer data that is analyzed and trended over time based upon agreed criteria (annually, semi-annually, or quarterly).

All engagements will include:

✔️ Support in developing a framework that will best meet your objectives
✔️ Customized outreach plan to engage directly with VMUG members
✔️ Executive level reporting with actionable recommendations & insights
✔️ Summaries of all collected data
For Show Management use only. Not for printed material. Please print clearly.

Company Name ___________________________________________________________________________________________________________________
Contact Name _________________________________________________________________ Title _______________________________________________
Company Address _________________________________________________________________________________________________________________
City ___________________________________ State/Province _________________ Postal Code/ZIP _____________________Country _________________
Phone ______________________________________________ Ext. _________________________ Fax ____________________________________________
E-mail ____________________________________________________________Website ________________________________________________________
Product Information ________________________________________________________________________________________________________________
PO # ____________________________________________________________________________________________________________________________
Onsite Contact _________________________________ Email ________________________________________ Phone _______________________________

Exhibit Competition/Partnership Requests*
Companies we do not wish to be next to our exhibit:

Companies we would like to be next to our exhibit:

*VMUG cannot promise to honor requests but we will make every effort to do so.

What is the nature of the products/services you plan to showcase/demonstrate?
(Click all that apply)

☒ NSX ☐ Management and Automation ☐ vSphere and Virtualization
☒ Cloud + Hybrid Cloud ☐ Storage and Availability ☐ EUC Desktop Virtualization

All Prices in USD. Please contact VMUG HQ if invoicing in Euros is required.

Additional Event Visibility
(Please let us know the amount and any notes about the custom sponsorship opportunity you would like to participate in)
☒ Opt-In Leads $ __________
☒ Custom Sponsorship $ __________

Payment Information*
Amount: $ __________
(Full payment is due with application)
☒ Check (Make checks payable to VMUG)
Send payment to: VMUG • P.O. Box 306046 • Nashville, TN. 37230-6039
☒ Please check here if you wish to pay with a credit card and you will be invoiced.

Invoicing Contact ________________________________________________________________________________________________________________

*Important Notice: Please Read and Sign
The VMUG Terms and Conditions apply to all activities related to the event sponsor commitment. All Terms and Conditions should be read carefully before signing. Please forward the Terms and Conditions to the appropriate Show Coordinator or individual(s) responsible for your participation at the 2020 VMUG UserCon.

Upon signing of this application and contract, the Sponsor acknowledges they have read, understand and will abide by the VMUG Terms and Conditions for the 2020 VMUG UserCon, which are made a part of this contract and will comply with all conditions under which the event space at the event facility is leased to VMUG. Cancellation of sponsor participation is subject to penalty, per the VMUG Terms and Conditions. All cancellations must be directed in writing to VMUG, 113 Seaboard Lane, Suite C-250, Franklin, TN 37067; Fax +1.615.922.5223; E-mail sponsors@vmug.com

Signature: ___________________________ Date: ______________________
# 2020 VMUG Sponsorship Application & Contract

## USERCONS

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## VIRTUAL EVENTS

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<tr>
<td>Virtual 12/3</td>
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QUESTIONS? CONTACT SPONSORS@VMUG.COM
1) ACCEPTANCE BY VMUG  Sponsor’s participation in the Event and/or Promotional Opportunity is subject to VMUG’s prior written approval. No contract is created until the Application is accepted by VMUG. VMUG may withdraw its acceptance at any time by refunding the Total Sponsorship Fee paid if VMUG, in its sole discretion, determines that Sponsor or its product is ineligible. VMUG makes no warranties regarding the number of persons who will attend the Event. Event dates, hours and venues may be modified. Sponsor shall be notified in writing of any such modification.

2) ASSIGNMENT OF RIGHTS  Sponsor grants VMUG the right to use Sponsor’s name and logo in connection with the promotion and production of the Event/Promotional Opportunity. Sponsor authorizes VMUG to use Sponsor’s logo in current and future marketing efforts for promotional purposes of VMUG at no additional cost.

3) CANCELLATION OR TERMINATION  
   a) Reschedule. VMUG may reschedule all or any part of the Event for any reason beyond its reasonable control, including but not limited to natural or public disaster, wartime, acts of God, acts of terrorism, venue construction, insufficient participation, market fluctuations, government regulation, or similar reasons.
   
b) Termination. VMUG may terminate Sponsor’s participation in the Event/Promotional Opportunity upon Sponsor’s failure to meet any obligations under the Agreement, including but not limited to Sponsor’s failure to pay for the marketing or related services. All payments to VMUG are deemed fully earned and non-refundable when due. The amounts due from Sponsor under this Agreement as of the effective date of any termination belong to VMUG and represent an agreed measure of compensation, and are not to be deemed or construed as a forfeiture or penalty. Further, VMUG may terminate Sponsor’s participation in the Event should it determine the character or nature of Sponsor’s participation is outside the character or purpose of VMUG.

   c) Sponsor Cancellation. In the Event any Sponsor must cancel all or part of the Sponsorship contracted for herein, the Sponsor must do so in writing via certified mail, return receipt requested to Show Management. Cancellation of any sponsorship taking place 60 days or more from the event date results in 50% refund or the ability to transfer balance to another event within the same calendar year. Transfers determined on availability and approval from VMUG. Cancellation of a balance due fewer than 60 days is considered non-refundable.

4) PAYMENT  Sponsor’s payment for all sponsored Event elements and Additional Marketing Opportunities is due on or before thirty (30) days from date the Agreement signed by Sponsor. Payment must be received in full by VMUG at least thirty (30) days prior to the start of publicly stated Event dates in order to participate in Event. VMUG reserves the right to decline or terminate Sponsor’s Agreement if payment is not received within the parameters stated above. International Events may be subject to tax compliance, VAT may apply.

5) LIMITATION OF LIABILITY; INDEMNITY  
   a) Under no circumstances will VMUG, its affiliated entities and individuals, or the venue of the Event and its affiliated entities and individuals (the “Event Providers”) be 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 VMUG’s liability hereunder, or otherwise in connection with the Event, exceed the amount actually paid to it by Sponsor. VMUG is not liable for any errors in any listing or descriptions or for omitting Sponsor from the Event show guide or other materials.
   
b) None of the Event Providers are liable to Sponsor for any damage, loss, harm, or injury to the person, property, or business of Sponsor, 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 staging, except to the extent such liability arises directly from the willful misconduct of the Event Providers against whom liability is sought to be assessed.
   
c) Sponsor agrees to defend, indemnify, and hold harmless the Event Providers and those lawfully in the venue from and against any claim, loss, liability, or damage suffered due to the negligence or misconduct of Sponsor or its agents or Sponsor’s breach of any commitment made hereunder.
d) Sponsor shall be fully responsible to pay for any and all damages to property owned by the Event venue, its owners or managers, which results from any act or omission of Sponsor. Sponsor agrees to defend, indemnify and hold harmless, the Event venue, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from Sponsor’s use of the property. Sponsor’s liability shall include all losses, costs, damages, or expenses arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Sponsor, its agents, employees, and business invitees which arise from or out of the Sponsor’s occupancy and use of the exhibition premises, the Event venue or any part thereof.

e) Under no circumstances may a Sponsor breakdown any or all Event materials before the events completion time as stated in individual conference agenda and preconference notifications. Failure to do so will result in a fee of $2,000 USD.

f) The terms of this Section 5 and its subsections shall survive the termination or expiration of this Agreement.

g) Co-sponsoring is only permitted upon pre-approval by VMUG. A co-sponsor fee of $2,500 will be applied upon invoicing.

6) RELEASE Sponsor acknowledges that the Event may be photographed, audio/video recorded or reproduced, and Sponsor hereby authorizes VMUG and its designees to photograph, record, transcribe, modify, reproduce, perform, display, transmit and distribute in any form and for any purposes any such recording of the Event, and agrees to execute any additional release presented by VMUG, its licensees, or permittees, in connection with such activity. Sponsor hereby releases VMUG 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 Sponsor specifically waives any statutory restriction on waivers of future claims or moral rights.

7) DISPLAY RULES AND REGULATIONS
All Sponsor branding MUST remain within assigned tabletop area at all times. Aisles cannot be incorporated as part of an exhibit space and signage should never block the view point of a neighboring Sponsor’s space.

8) PUBLICATION AND DISSEMINATION OF MATERIALS AND CONTENT
Sponsor shall not display, advertise, promote, endorse or market, directly or indirectly, any products, services, events, solutions or other technologies that in VMUG’s sole discretion, compete with the products, services, events, solutions or technologies of VMware and its subsidiaries and affiliates.

9) USE OF VMWARE USERS’ GROUP NAME
Participation by a Sponsor at the Event does not entitle the Sponsor to use the VMUG name other than with reference to the Sponsor’s participation as a Sponsor of any Event within the VMUG UserCon Program. Participation in the Event does not imply endorsement or approval by VMUG of any product, service, or participant, and none shall be claimed by any participant.

10) INTELLECTUAL PROPERTY MATTERS
The Sponsor represents and warrants to VMUG that no materials used in or in connection with its demonstration infringe upon the trademarks, copyrights (including, without limitation, copyrights in music and other materials used or broadcast by Sponsor), or other intellectual property rights of any third party. The Sponsor agrees to immediately notify VMUG of any information of which the Sponsor becomes aware regarding actual or alleged infringement of any third party’s trademarks, copyrights, or other intellectual property rights. The Sponsor agrees to indemnify, defend, and hold VMUG, and its agents, and successors, harmless from and against all losses, damages and costs (including reasonable attorneys’ fees) arising out of or related to claims of infringement by the Sponsor of the trademarks, copyrights, and other intellectual property rights of any third party. Notwithstanding the foregoing, VMUG shall not be liable and expressly disclaims all liability for infringement or alleged infringement of the trademarks, copyrights, or other intellectual property of any third party arising out of the actions of a Sponsor.

11) EXCLUSIVE FOOD AND BEVERAGE RIGHTS
Exhibitors must not bring outside food or beverage to be given away or sold during the event. If exhibitor would like to have such offerings, they must work through the VMUG Account Executive to secure such offerings.
15) GDPR POLICY GDPR stands for General Data Protection Regulation and has been enhanced to protect the personal data of European Union (EU) citizens. The responsibility is on organizations to not only secure this data but get consent for collection of data and delete it upon request. GDPR may be in place for the security of EU citizens, but any business that collects data of EU citizens must comply with these laws (e.g. VMUG). While many requirements within GDPR were already in place with VMUG, we continue working with our data and legal teams to ensure compliance is met across our organization. The enhanced privacy regulations for European Union citizens is a best practice that VMUG will apply for all organization members.

12) DISTRIBUTION OF MARKETING MATERIAL VMUG reserves the right to cease distribution of any materials at any VMUG UserCon which VMUG in its sole discretion determines are contrary to the best interests of VMUG, its members, VMware or the VMUG UserCon Program. All marketing activities of each Sponsor must be confined to the Sponsor’s allotted display area. The Sponsor agrees that, if VMUG determines that a Sponsor is marketing outside of its allotted space, the Sponsor will lose the privilege of sponsoring at the Event. In addition, VMUG reserves the right to immediately remove all Sponsor materials if a violation occurs during the conference without issuing a refund. Distribution of promotional material to attendees in public areas, or in educational sessions, or any location outside the Sponsor’s designated exhibit or sponsored area is prohibited without prior written approval of VMUG. Use of VMUG conference-related facilities communication systems to promote Sponsors, their products/services, or any other of their activities are prohibited during official Event dates.

13) AMERICANS WITH DISABILITIES ACT Sponsors shall be responsible for compliance with the Americans with Disabilities Act of 1992 with regards to their booth space, including, but not limited to wheelchair access and alternate formats of collateral materials. Further information regarding ADA compliance is available at www.usdoj.gov/crt/ada/infoline.htm.

14) MISCELLANEOUS This Agreement will constitute the entire agreement between Sponsor and VMUG concerning its subject matter, and may only be modified in a writing signed by the parties. VMUG’s rights under this Agreement are not deemed waived except as specifically stated in writing and signed by an authorized representative of VMUG. If any term of this Agreement is declared invalid or unenforceable, the remainder continues in full force and effect. VMUG may assign this Agreement or its rights or responsibilities hereunder to any other party. VMUG shall have the sole authority to interpret and enforce all terms and conditions governing Sponsors and the Event. Any and all matters not specifically covered herein are subject to decision by the VMUG and such decision shall be final. These terms and conditions may be amended at any time by VMUG upon written notice to all sponsors. Sponsor expressly agrees to be bound by the terms and conditions set forth herein and by any amendments thereto adopted by VMUG from time to time.

Any action arising out of this Agreement or the Event must be brought in courts located in Williamson County, Tennessee, USA and governed by the laws of the State of Tennessee and United States Federal law, excluding its conflict of law rules. Sponsor hereby consents to the jurisdiction of such courts. VMUG is entitled to recover reasonable attorneys’ fees and costs in any action to enforce this Agreement. Sponsor may not assign this Agreement to any other party, including a successor in interest, in the Event of a merger or sale of assets, without the prior written consent of VMUG, in which circumstance Sponsor must guarantee performance of the assigned obligations. This Agreement is binding upon the heirs, successors, and permitted assigns of Sponsor.
CONTACTS

GLOBAL
Pon Sengbouttarath
psengbouttarath@vmug.com
+1 615-432-5427

EMEA
Jeroen Dellaert
jdellaert@vmug.com
+31 (0) 6 82 94 03 94

GLOBAL
Anil Zia
azia@vmug.com
+1 615-800-8096

Jeff Carnes
JCarnes@vmug.com
+1 404-435-1600

Jeroen Dellaert
jdellaert@vmug.com
+31 (0) 6 82 94 03 94

GLOBAL
Pon Sengbouttarath
psengbouttarath@vmug.com
+1 615-432-5427

Anil Zia
azia@vmug.com
+1 615-800-8096

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