



**G** GUIDEWIRE  
CONNECTIONS

Sponsorship Prospectus

November 13–16, Wynn Las Vegas

As *the* networking event for the insurance industry, Guidewire Connections 2017 is an ideal setting for you to reconnect with your existing customers and access well-qualified prospects. Connections is unlike any other user conference that your company attends or sponsors—we extend invitations only to our prospects, customers, and contracted PartnerConnect partners. Conference and sponsorship packages give you the perfect opportunity and environment to highlight your products and services one-on-one to all attendees—maximizing the impact of your message.

We look forward to welcoming you as a Connections 2017 sponsor!

## WHAT IS CONNECTIONS?

Connections is Guidewire’s annual user conference. This highly anticipated and innovative event provides our partner sponsors with opportunities to engage with members of the Guidewire community who depend on partner solutions and services.

## WHEN AND WHERE IS CONNECTIONS?

**November 13–16, 2017**

The 13th annual Guidewire Connections user conference will be held at the **Wynn Las Vegas**.

## WHY PARTICIPATE IN CONNECTIONS 2017?

Your participation at Connections 2017 will provide you with the opportunity to:

- Connect with an influential community of over 1,900 professionals in the P&C insurance industry
- Establish your company as a unique solution provider in today’s insurance ecosystem
- Build your company brand and awareness as a trusted Guidewire partner
- Network with Guidewire’s sales team and executives
- Create sales leads and build new relationships with prospective customers

## HOW WILL CONNECTIONS 2017 BE PROMOTED?

Connections 2017 will be promoted through numerous marketing communication channels, including email, Guidewire’s website, social media, and customer user groups. We are excited to host a robust, feature-rich event that will appeal to every part of our community.

## WHOM DO I CONTACT FOR MORE INFORMATION?

Please email [connectionsponsor@guidewire.com](mailto:connectionsponsor@guidewire.com) for more information about sponsorship opportunities at Connections 2017.

All future communications from our team regarding Connections 2017 will be sent to the main contact person indicated on your sponsorship contract.

## WHAT ARE THE HIGHLIGHTS?

This year Connections will be bigger and better than ever:

- The Partner Pavilion will be held in the Latour Ballroom directly across from the General Session meeting room. This extremely convenient location provides an additional 9,000 square feet of exhibition area. This will provide partners with more space for networking as well as additional aisle and general conversation areas.
- Once again attendees' time will be focused around the Partner Pavilion, including the opening of Connections during the Monday night Welcome Reception; breakfast on Tuesday, Wednesday, and Thursday; lunch on Tuesday and Wednesday; and additional break times throughout the conference.
- Because they have been so well received by our sponsors in the past, we will once again provide our sponsors with turn-key booths.
- Additional "A la Carte" opportunities are available to our sponsors in order to add extra value. All are described in this brochure.
- Each sponsor will have access to the sponsor section on our mobile app where they can scan attendee badges to capture contact information for each attendee who visits their booth. Sponsors will also be with provided lead scanning devices at their booths to use throughout the conference.
- For partners with breakout sessions, Room Monitors will have scanning devices in each breakout room for rapid capture of attendee information.
- Due to the high adoption of our mobile Connections app and our continued efforts to be more eco-friendly, we will not print an onsite program guide this year. Sponsor advertising will be displayed only in the mobile app.
- To standardize the Platinum Sponsorship benefits, the only exclusive ancillary Platinum-level sponsorships are a breakfast, lunch, or afternoon break (first come, first served after signed contract is returned to Launch, our third-party vendor).

# Sponsorships At-a-Glance

Activity	Platinum	Gold	Silver
<b>Sponsorship Price</b>	\$70,000	\$40,000	\$20,000
Number of available sponsorships (each is by invitation only)	6	15	28
Access to lead-scanning device as well as the sponsor section on the mobile app for lead-capturing at your booth	X	X	X
List of attendee names, titles, and phone numbers	X (pre- and post-event)	X (pre- and post-event)	X (post-event)
Additional traffic flow to Partner Pavilion (during all breakfasts, breaks, lunches, and the evening Welcome Reception)	X	X	X
Speaking opportunity (with or on behalf of a customer)	Breakout Session*	Opportunity to submit Breakout Session*	N/A
Acknowledgement during keynote	X	X	X
Sponsorship of a breakfast, lunch, or afternoon break (first come, first served after signed contract is returned to Launch, our third-party vendor)	X	N/A	N/A
One exclusive meeting room at Connections	X	\$10,000	\$10,000
Pre-event promo Tweets on @Guidewire_PandC	2	1	0
Pre-event LinkedIn posting announcing sponsorship	1	0	0
Exhibit booth location in Partner Pavilion	Premium	Prime	Preferred
Exhibit booth footprint	Approximately 15' x 20' †	Approximately 15' x 10' †	Approximately 10' x 10' †
Full-Conference passes	10	7	3
Exhibit-Only passes	2	3	3
Speaker-Only passes	2	1 (if submission accepted)	0
Total number of additional passes your company can purchase at a 20% discount off the list price in effect at time of purchase	21	14	14
Total number of passes	35	25	20
Branded signage in prominent locations	X	X	X
Company logo, profile, and link on Connections website	X	X	X
Mobile app recognition page	X	X	X
Participation in the mobile app community	X	X	X

X These are included with the package.

\* Deadline for submitting breakout session title and 100-word description is **April 28, 2017**. No exceptions will be made. **YOU MUST IDENTIFY THE CUSTOMER YOU WILL PRESENT WITH WHEN YOU SUBMIT OR YOUR SUBMISSION WILL NOT BE ACCEPTED.**

† Final dimensions of the booth are based on number of sponsors contracted.



# Sponsorships At-a-Glance

## SUMMARY OF “A LA CARTE” OPPORTUNITIES

Activity	Benefit	Price
<b>Welcome Reception Sponsorship*</b>	Acknowledgement on the main stage of the Latour Ballroom and on event signage. You may also provide party favors, of your choice and cost, to each attendee at the event. Party favors are subject to approval by Guidewire and will be distributed by event staff.	\$30,000
<b>Customer Appreciation Party Sponsorship*</b>	Acknowledgement on the main stage of the XS Nightclub, signage throughout the club, and sponsorship of the photo booth. Includes your company logo prominently displayed on each picture—a great way to remember Connections 2017. You can also design and provide party favors (subject to approval by Guidewire).	\$50,000
<b>Co-branded conference bag</b>	Partner Company Logo on Connections branded bag, handed out to each conference attendee	\$20,000
<b>Co-branded lanyards</b>	Your branding worn by every attendee	\$20,000
<b>Logo on key cards</b>	Branding in every attendee’s hand (for those staying at the Wynn Las Vegas, which will be the majority of attendees)	\$20,000
<b>Co-branded charging stations</b>	Everyone needs a boost once in a while! Co-branded charging stations will be provided throughout Connections 2017 featuring your logo alongside Guidewire’s as attendees recharge throughout the day.	\$15,000 (all days)
<b>Wi-Fi in conference space</b>	Your company name will be the password for the Connections 2017 conference space Wi-Fi. We will have printed cards with the Wi-Fi information and this will also be flashed on the AV screens.	\$20,000
<b>Executive meeting room</b> (Note: One meeting room is already part of each Platinum sponsorship package.)	Exclusive space for your meetings throughout Connections	\$10,000
<b>Espresso bar at breakfast</b>	Serving attendees with gourmet coffee first thing in the morning (includes customized napkins), placed at one of the three morning breakfasts offered during Connections 2017	\$15,000 (one day)
<b>Coffee Rockets at morning break</b>	Hats and t-shirts with your logo for two baristas walking among attendees during the morning break	\$5,000 (one day)
<b>Candy Station</b>	Bags of candy with your logo to be carried by attendees at one of the two afternoon breaks during Connections 2017	\$20,000 (one day)
<b>Banner in Connections 2017 mobile app</b>	Your logo prominently displayed on the front page of our mobile app	\$10,000

**\*Reserved for Platinum Sponsors through May 1, 2017.**

# Platinum Sponsorship

## PLATINUM SPONSORSHIP PACKAGE

### Investment: \$70,000

(Six packages available—by invitation only)

### BENEFITS

- One 45-minute breakout session (content subject to approval). **All deadlines must be met**, and you must present the session with a customer or deliver it with the customer's approval and content. The deadline for submitting breakout session title and 100-word description is **April 28, 2017**. No exceptions will be made. **YOU MUST IDENTIFY THE CUSTOMER YOU WILL PRESENT WITH WHEN YOU SUBMIT OR YOUR SUBMISSION WILL NOT BE ACCEPTED.**
- The following passes are included in sponsorship package: 10 full conference passes to attend all sessions, two speaker passes available for the day of speaker presentations, and two exhibitor passes for exhibit booth staff (valued at \$19,435).  
**Note:** Exhibitor attendees are not permitted to attend any of the breakout sessions but are permitted to attend the general sessions. They may also eat meals and attend Guidewire evening events such as the Welcome Reception and the Customer Appreciation Party. Exhibitor passes are not available for purchase.
- Twenty-one additional full-conference registration discounts will be available at 20% off the list price in effect at time of purchase.
- A total of 35 people from your company may attend Connections 2017.
- You will have one double-size exhibit booth with premium placement in the Partner Pavilion (kiosk provided).
- One exclusive meeting room for your use throughout the conference. Available Monday, November 13, at 12:00 noon through Thursday, November 16, at 12:00 noon.  
**Note:** This includes the room only. Your company will be responsible for food and beverages, speakerphone, Internet, and any other services and equipment. Additional meeting rooms are available for purchase.
- Exclusive sponsorship of your choice of a breakfast, lunch, or afternoon break (first come, first served; first contracted partner gets first choice).
- You will receive recognition at Keynote Session.
- You will receive recognition on digital signage throughout the conference.
- Pre and post-conference attendee list will be provided (name, company, title, and phone number) for attendees who opt to share information.
- You will have access to the lead capturing device as well as the sponsor section on our mobile app to capture leads at your booth throughout the conference.
- Your company logo and profile with link will be on the Connections website and mobile app.
- You will be given two pre-event tweets on @Guidewire\_PandC.
- One pre-event LinkedIn posting announcing your sponsorship is included.

# Gold Sponsorship

## GOLD SPONSORSHIP PACKAGE

**Investment: \$40,000**

(Fifteen packages available—by invitation only)

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### BENEFITS

- Option to submit an abstract for a breakout session to be delivered jointly with a customer. The submitted abstract goes through the Guidewire Breakout Committee, and there is no guarantee of acceptance. If the submission is accepted, the breakout session will be delivered with the named customer. **All deadlines must be met.** The deadline for submitting breakout session title and 100-word description is **April 28, 2017**. No exceptions will be made. **YOU MUST IDENTIFY THE CUSTOMER YOU WILL PRESENT WITH WHEN YOU SUBMIT OR YOUR SUBMISSION WILL NOT BE ACCEPTED.**
- The following passes are included in sponsorship package: seven full conference passes to attend all sessions and three exhibitor passes for exhibit booth staff (valued at \$12,708). If your breakout submission is accepted, you will receive one additional speaker pass available for the day of the speaker presentation (valued at \$1,495).  
**Note:** Exhibitor attendees are not permitted to attend any of the breakout sessions but are permitted to attend the general sessions. They may also eat meals and attend Guidewire evening events such as the Welcome Reception and the Customer Appreciation Party. Exhibitor passes are not available for purchase.
- Fourteen additional full-conference registration discounts will be available at 20% off the list price that is in effect at time of purchase.
- A total of 25 people from your company may attend Connections 2017.
- You will have one exhibit booth with prime placement in the Partner Pavilion (kiosk provided).
- You will receive recognition at Keynote Session.
- You will receive recognition on digital signage throughout the conference.
- Pre and post-conference attendee list will be provided (name, company, title, and phone number) for attendees who opt to share information.
- You will have access to the lead capturing device as well as the sponsor section on our mobile app to capture leads at your booth throughout the conference.
- Your company logo and profile with link will be on the Connections website and mobile app.
- You will be given one pre-event tweet on @Guidewire\_PandC.

# Silver Sponsorship

## SILVER SPONSORSHIP PACKAGE

**Investment: \$20,000**

(28 packages available—by invitation only)

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### BENEFITS

- The following passes are included in sponsorship package: three full conference passes to attend all sessions and three exhibitor passes for exhibit booth staff (valued at \$6,728).  
**Note:** Exhibitor attendees are not permitted to attend any of the breakout sessions but are permitted to attend the general sessions. They may also eat meals and attend Guidewire evening events such as the Welcome Reception and the Customer Appreciation Party. Exhibitor passes are not available for purchase.
- Fourteen additional full-conference registration discounts will be available at 20% off the list price that is in effect at time of purchase.
- A total of 20 people from your company may attend Connections 2017.
- You will have one exhibit booth with preferred placement in the Partner Pavilion (kiosk provided).
- Post-conference attendee list will be provided (name, title, and phone number) for attendees who opt to share information.
- You will have access to the lead capturing device as well as the sponsor section on our mobile app to capture leads at your booth throughout the conference.
- You will receive recognition at Keynote Session.
- You will receive recognition on digital signage throughout the conference.
- Your company logo and profile with link will be on the Connections website and mobile app.



# “A la Carte” Options

As a Connections 2017 sponsor, your organization can choose from the following “A la Carte” options that will provide brand exposure, interaction, hospitality, and high-profile opportunities. These options help differentiate your company and provide branding and demand-generation opportunities. All “A la Carte” opportunities are available on a first-come, first-served basis to sponsoring partners. After September 1, any “A la Carte” options that are not sold will be offered to non-sponsoring partners for purchase.

## WELCOME RECEPTION SPONSORSHIP

Make a lasting first impression! Includes branding opportunities for signage at the party in the Latour Ballroom, acknowledgment of sponsorship in all printed and app materials, digital signage, and onstage at Connections. You may also provide party favors, of your choice and cost, to each attendee at the event. Party favors are subject to approval by Guidewire and will be distributed by event staff.

*Limited to one sponsor, reserved for Platinum sponsors through May 1*

**Investment is 12% of the event cost: \$30,000**

## CUSTOMER APPRECIATION PARTY SPONSORSHIP

At our new space in Las Vegas, we are upping our game with a fabulous party at the Wynn inside its exciting XS Nightclub. This space is just waiting for a partner to brand itself! Picture your company’s branding throughout a party space, including a lounge area by the pool. In addition, this sponsorship includes a photo booth. Your logo will be prominently displayed on the photo strip that attendees take home, serving as a pleasant and lasting memory of their Connections experience. This package includes branding opportunities for signage at the party, acknowledgment of sponsorship in all printed and app materials, digital signage, and onstage at Connections. You may also provide party favors, of your choice and cost, to each attendee at the event. Party favors are subject to approval by Guidewire and will be distributed by event staff.

*Limited to one sponsor: reserved for Platinum sponsors through May 1*

**Investment is 12% of the event cost: \$50,000**

## CONFERENCE BAG

Are you looking for brand impressions at Connections? If so, the co-branded conference bag may be just the thing for you. Purchase this opportunity to have your logo prominently displayed on co-branded bags. Partner logo will be displayed with Guidewire logo (one-color logo only).

*Limited to one sponsor: first come, first served*

**Investment: \$20,000**

## LANYARDS FOR ATTENDEES

Print your company’s logo (one color) on the name-badge lanyards that are distributed to all attendees. Your logo will be displayed alongside the Guidewire logo. Badges are required to attend all functions, so you can be confident your logo will be highly visible throughout the conference.

*Limited to one sponsor: first come, first served*

**Investment: \$20,000**

# “A la Carte” Options

## LOGO ON KEY CARDS

What a great way to maximize the visibility of your company logo! With this sponsorship add-on, your logo will be printed on each room key distributed to Connections attendees when they check in to the Wynn Las Vegas. Every time they enter their room, they'll think of your company! A minimum lead time of six weeks is required.

*Limited to one sponsor: first come, first served*

**Investment: \$20,000**

## CO-BRANDED CHARGING STATIONS

Everyone needs a boost once in a while! Co-branded charging stations will be provided throughout Connections 2017 featuring your logo alongside Guidewire's as attendees recharge throughout the day.

*Limited to one sponsor: first come, first served*

**Investment: \$15,000**

## CONFERENCE WIFI

Your company name will be the password for the Connections 2017 conference space Wi-Fi. We will have printed cards with the Wi-Fi information, which will also be flashed on AV screens.

*Limited to one sponsor: first come, first served*

**Investment: \$20,000**

## EXECUTIVE MEETING ROOM

Reserve an exclusive meeting room at the Wynn Las Vegas from Monday through Thursday (November 13 at 12:00 noon through November 16 at 12:00 noon) to use for one-on-one meetings with potential customers and internal team meetings. Rooms are subject to availability and will be set conference-style for 10 participants. Additional items such as food, beverages, and audio-visual equipment are your financial responsibility. Meeting rooms are subject to availability and will be assigned on a first-come, first-served basis.

**Note:** The Platinum sponsorship package includes one meeting room. You may purchase a second meeting room if needed.

**Investment: \$10,000**

## ESPRESSO BAR AT BREAKFAST

Greet conference attendees first thing in the morning with a speedy and sweet steaming hot beverage at your customized Espresso Bar prominently located at breakfast. Includes customized napkins.

*Limited to one sponsor per day (Tuesday, Wednesday, Thursday): first come, first served*

**Investment: \$15,000**

# “A la Carte” Options

## COFFEE ROCKETS AT MORNING BREAK

Blast off to a great start at the morning break! No need to look for a coffee station—the Coffee Rocket guys come to you with a fresh brew in their “jet” backpacks and all the condiments. Hats and t-shirts with your logo are included for two mobile baristas.

*Limited to one sponsor per day (Tuesday, Wednesday, Thursday): first come, first served*

**Investment: \$5,000**

## CANDY STATION

How sweet it is! Rest assured that conference attendees will flock to your customized candy station stocked with a variety of sweet treats and logo’d candy bags.

*Limited to one sponsor per day (Tuesday, Wednesday): first come, first served*

**Investment: \$20,000**

## BANNER IN CONNECTIONS 2017 MOBILE APP

Your logo will be prominently displayed at the top of the menu on our Connections mobile app. Attendees will see your logo every time they check their schedule, view venue maps, send meeting requests to other attendees, and submit session evaluations from the app.

*Limited to one sponsor: first come, first served*

**Investment: \$10,000**

# Sponsor Information

## SPONSOR CONTACT INFORMATION

All communications from our team regarding Connections 2017 (including the attendee list) will be sent to the following contact person:

Company Name:		
Contact Name:	Title:	
Mailing Street Address:		
City:	State:	ZIP:
Contact Email:	Contact Phone:	

I will have a partner party or event in conjunction with Connections.

Contact name for party/event:	
Contact phone:	Date of party/event:
Email:	

## LEVEL OF SPONSORSHIP (SELECT ONE)

- Platinum \$70,000       Gold \$40,000       Silver \$20,000

## A LA CARTE OPPORTUNITIES

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Welcome Reception (Monday)<br>\$30,000            | <input type="checkbox"/> Espresso Bar (Tuesday)<br>\$15,000    | <input type="checkbox"/> Lanyards<br>\$20,000               |
| <input type="checkbox"/> Customer Appreciation Party (Tuesday)<br>\$50,000 | <input type="checkbox"/> Espresso Bar (Wednesday)<br>\$15,000  | <input type="checkbox"/> Logo on Key Cards<br>\$20,000      |
| <input type="checkbox"/> Coffee Rockets (Tuesday)<br>\$5,000               | <input type="checkbox"/> Espresso Bar (Thursday)<br>\$15,000   | <input type="checkbox"/> Conference Bag<br>\$20,000         |
| <input type="checkbox"/> Coffee Rockets (Wednesday)<br>\$5,000             | <input type="checkbox"/> Candy Station (Tuesday)<br>\$20,000   | <input type="checkbox"/> Banner in Mobile App<br>\$10,000   |
| <input type="checkbox"/> Coffee Rockets (Thursday)<br>\$5,000              | <input type="checkbox"/> Candy Station (Wednesday)<br>\$20,000 | <input type="checkbox"/> Executive Meeting Room<br>\$10,000 |
| <input type="checkbox"/> Co-branded Charging Station<br>\$15,000           | <input type="checkbox"/> Wi-Fi in Conference Space<br>\$20,000 |   |

## BILLING DETAILS

Billing Contact Name:		
Billing Street Address:		
City:	State:	ZIP:
Billing Contact Email:	Contact Phone:	
Purchase Order Number:		

Please provide PO number if required for invoicing purposes.

Note: Payment will be made to Launch, Inc., rather than to Guidewire.

A W9 and credit card authorization will be provided with the sponsorship invoice.

# Sponsorship Contract: Terms and Conditions

## SPONSORSHIP TERMS AND CONDITIONS

- 1. REGISTRATION:** Registration is on an invitation-only basis for all sponsorship tiers. The Company's participation in GUIDEWIRE CONNECTIONS 2017 is subject to timely receipt by LAUNCH, INC. (GUIDEWIRE'S event coordinator) of a duly executed copy of these Sponsorship Terms and Conditions (the "Agreement") and payment of the applicable sponsorship fee.
- 2. TERMS:**
  - 2.1. Payment:** The applicable sponsorship fee is non-cancellable and due within 30 days of LAUNCH, INC.'s receipt of the signed Agreement. If full payment is not made on or before the due date, GUIDEWIRE may cancel the Company's right to participate in GUIDEWIRE CONNECTIONS 2017 without notice and without refund of any partial payment of the sponsorship fee.
  - 2.2. Sponsorship Handbook.** GUIDEWIRE will deliver to the Company a Sponsorship Handbook no later than 2 months prior to the start of GUIDEWIRE CONNECTIONS 2017. The Sponsorship Handbook will include, among other things, rules and guidelines relating to the Company's conduct at GUIDEWIRE CONNECTIONS 2017, use of the facilities at the GUIDEWIRE CONNECTIONS 2017 venue, and set up and take down of exhibits/kiosks at the GUIDEWIRE CONNECTIONS 2017 venue. The Company agrees to comply with the rules and guidelines contained in the Sponsorship Handbook.
  - 2.3. Restrictions during GUIDEWIRE CONNECTIONS 2017:** In addition to the rules and guidelines contained in the Sponsorship Handbook, GUIDEWIRE or LAUNCH, INC. reserves the right to restrict or remove the Company's exhibits, promotions, or showcases during GUIDEWIRE CONNECTIONS 2017. This right will be evoked because of noise, method of operation, or for any other reason if the Company's exhibits, promotions, or showcases become objectionable or otherwise detract from or are out of keeping with the character of GUIDEWIRE. GUIDEWIRE or LAUNCH, INC. may restrict installation or request removal of any exhibit, promotion or showcase that, if continued, departs substantially from the design and description that are given advance approval. Neither GUIDEWIRE nor LAUNCH, INC. shall be liable for any refund of rental or other expenses arising from such restriction or removal.
  - 2.4. Private Events and Attendees:** The Company shall not schedule any private events at GUIDEWIRE CONNECTIONS 2017 or in the vicinity of GUIDEWIRE CONNECTIONS 2017 without prior approval from GUIDEWIRE. The Company agrees that it will not co-host any private events during GUIDEWIRE CONNECTIONS 2017, whether at the GUIDEWIRE CONNECTIONS 2017 venue or in its vicinity, with any entity other than a then-current member of GUIDEWIRE's PartnerConnect Program.
  - 2.5. Inability to Perform:** If GUIDEWIRE should be prevented from conducting GUIDEWIRE CONNECTIONS 2017 by any cause beyond its control, GUIDEWIRE or LAUNCH, INC. will refund to the Company the amount of the sponsorship fee paid. GUIDEWIRE or LAUNCH, INC. shall have no further obligation or liability to the Company.
  - 2.6. Security:** Although the area is secured, any equipment or other materials or property left on display during the event or on the premises (whether at its exhibit/kiosk or otherwise) by the Company is done at the sole discretion and risk of the Company. Neither GUIDEWIRE, LAUNCH, INC. nor the GUIDEWIRE CONNECTIONS 2017 venue is responsible for lost or stolen equipment or materials or property.
- 3. LIABILITY AND INSURANCE:** GUIDEWIRE, LAUNCH, INC., and the GUIDEWIRE CONNECTIONS 2017 venue assume no liability for, and are hereby released by the Company from, any and all loss or damage to goods, exhibits, or other materials or property owned, rented, or leased by the Company, its employees, agents, licensees, or invitees that may arise from any cause relating to this Agreement other than those attributable



# Sponsorship Contract: Terms and Conditions

to the acts or omissions of GUIDEWIRE, LAUNCH, INC. or the GUIDEWIRE CONNECTIONS 2017 venue and their respective employees, agents, and subcontractors. The Company shall maintain appropriate property and liability insurance to cover its activities and liabilities in connection with its participation in the GUIDEWIRE CONNECTIONS 2017 event.

- 4. INDEMNITY.** Each party (the “Indemnifying Party”) will defend or settle, at its expense, any claims, demands, litigation or the like (a “Claim”) brought against the other party (the “Indemnified Party”) by a third party to the extent that the Claim results from a breach of this Agreement or from grossly negligent acts or willful misconduct of the Indemnifying Party or its employees or agents that causes bodily injury (including death) or damage to real or tangible personal property. The Indemnifying Party will pay all amounts that are awarded in judgment against the Indemnified Party or are agreed in settlement; provided that the Indemnified Party: (i) promptly notifies the Indemnifying Party in writing of the Claim; (ii) grants the Indemnifying Party sole control of the defense and settlement of the Claim; and (iii) provides the Indemnifying Party, at the Indemnifying Party’s expense, with all assistance, information and authority reasonably required for the defense and settlement of the Claim. The Indemnifying Party will have no obligation under this provision to the extent any Claim is based on the negligent acts or willful misconduct of the Indemnified Party or its employees or agents
- 5. PLATINUM AND GOLD SPONSORS WITH SPEAKING OPPORTUNITIES.** If the Company is a Platinum sponsor, then GUIDEWIRE will give the Company the opportunity to make a verbal presentation at GUIDEWIRE CONNECTIONS 2017 in conjunction with a GUIDEWIRE customer or on behalf of a customer (if the customer is unable to present on its own behalf and permits the Company to present its information or to stand in for the customer). Customer and content are subject to approval by Guidewire, and deadlines must be adhered to. Gold sponsors have the opportunity to jointly work with a customer for a verbal presentation at GUIDEWIRE CONNECTIONS 2017. If interested, Gold sponsors may work with the customer and submit the joint abstract of the customer/partner’s presentation for Guidewire’s consideration; Guidewire’s decision to accept or reject the proposed customer presentation is at Guidewire’s sole discretion, and Guidewire shall have no obligation to provide a reason for its decision. If Guidewire accepts the Gold sponsor’s proposal, then the presentation shall be subject to Guidewire’s rules and schedules regarding verbal presentations at the event.
- 5.1.** GUIDEWIRE will have the right to review and edit all presentations at least three weeks prior to the start of the event.
- 5.2.** If the Company is a Platinum or Gold sponsor and fails to secure a GUIDEWIRE customer or fails to obtain the customer’s approval to present on behalf of the customer, GUIDEWIRE may refuse to allow the Company to make a verbal presentation at GUIDEWIRE CONNECTIONS 2017.
- 5.3.** The speaking session will take place on a date and time at GUIDEWIRE’S sole discretion.

**By signing below, the Company agrees to these Sponsorship Terms and Conditions.**

The Company	
Signature	Date

Please complete and return your agreement to LAUNCH, INC. at [connectionssponsor@guidewire.com](mailto:connectionssponsor@guidewire.com).

If you have any questions regarding show services, contact LAUNCH, INC. at [connectionssponsor@guidewire.com](mailto:connectionssponsor@guidewire.com).