sponsorship packet

sponsor-2027/

Year 14 of BSides Tampa. 2,200+ people in security took part in 2026. This is how to be part of 2027.

conference day + expo hall

Saturday, April 17, 2027

Talks, villages, the CTF and the expo hall, all on one badge.

training day

Friday, April 16, 2027

Only for people registered for a training course, plus early check-in for ticket holders. No expo hall on Friday.

venue

USF Marshall Student Center

4103 USF Cedar Circle, Tampa, FL 33620



expo hall, 2026

sponsorship team

sponsorship@bsidestampa.net

apply

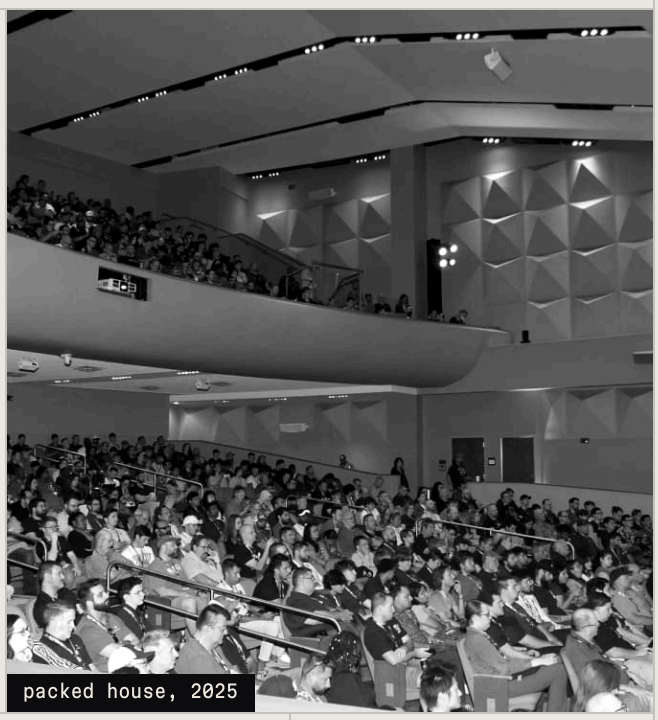
bsidestampa.net/sponsors#apply

why-bsides-tampa/

The largest BSides in Florida, and one of the largest BSides events in the world.

BSides started in 2009 at BSides Las Vegas, when Black Hat ran out of speaker slots. As of November 2026 there have been 1,389 BSides events in 305 cities across 74 countries. BSides Tampa has been part of it since 2013, and the first conference was in 2014.

In 2026, BSides Tampa drew 2,200+ participants, with 50+ sessions across 7 tracks, 7 villages, 10 training courses, 140+ krewe members and 5 food trucks. It runs through the ISC2 Tampa Bay Chapter, a 501(c)(3) nonprofit, and remains 100% krewe-organized, with no paid staff and no sponsored talks. It aims to break even; any surplus goes to community programs and next year's event.



packed house, 2025

`content`

Talks, trainings, CTFs and villages, all picked through an open call.

`conversation`

Hallways, tables and villages built for people to talk.

`community`

Run by the local security community, for it.

`career`

A career track with 1,200+ resumes reviewed since 2017.

`since-2014/`

What it adds up to, 2014 through 2026

13
conferences held

12,200+
participants

536+
talks and sessions

400+
different speakers

110+
training courses

1,200+
resumes reviewed
`career track, since 2017`

1,500+
student and military discounts
`since 2014`

0
paid staff
`since 2013`

`why-it-works/`

Why it works for sponsors

One focused day

Saturday is the whole conference: talks, villages, the CTF and the expo hall, in one building. People reach your table rested, between sessions, not on day four of a long trip.

People who remember

A ticket has cost $45 every in-person year since 2014, and it is $45 again for 2027. Sponsors are a big part of why, and people here know it.

New faces every year

About half of survey respondents were first-timers: 48.6% in 2025 and 50% in 2026. The room is not the same crowd each year.

who-you-meet/

The people who run security, the people who lead it, and the people about to join it.

We sorted the job titles participants typed on their ticket registrations for 2025 and 2026 into role groups. 3,311 registrations had a usable title.

41%

hands-on practitioners

Analysts, engineers, consultants, admins and pentesters (33.3%), plus senior practitioners and architects (7.6%).

26%

students and educators

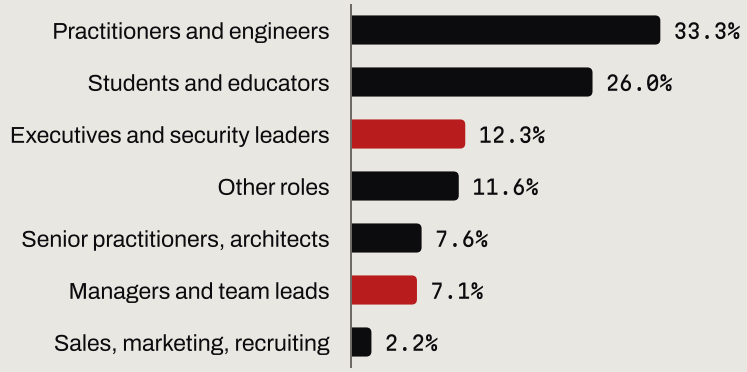
From 136 schools, many looking for a first security job. Bring someone who hires.

19%

leaders and managers

Executives and security leaders (12.3%), plus managers and team leads (7.1%).

Role mix in detail



Self-reported job titles from 2025 and 2026 ticket registrations (3,311 with a usable title). Share of usable titles. Red: leadership groups.

Titles in the room

140	director titles
110	C-level or "chief" titles
83	founders and owners
41	vice presidents
32	CISO or chief security titles

Counts of registrations, 2025 and 2026 combined. Someone who registered both years counts twice.

for-product-teams/

The people who run the tools

41% hands-on. Send engineers who like to talk shop: the tables that stay busy are staffed by people who build the thing.

for-recruiters/

A pipeline, in person

26% students and educators, plus a career track with 1,200+ resumes reviewed since 2017.

for-brand/

Not a room of vendors

Only 2.2% of titles are sales, marketing or recruiting. The people at your table are mostly people who do or lead security work.


hardware village, 2026


ctf winners, 2026

Method: keyword rules on each title (e.g. "director", "VP", "chief" to executives; "manager", "lead" to managers; "student", "professor" to students and educators). 266 registrations with no usable title are left out. Full method in README.md.

where-they-work/

Security teams from banks, hospitals, retailers, utilities, government and defense, plus the vendors who serve them.

1,276
employers
2025 + 2026 registrations

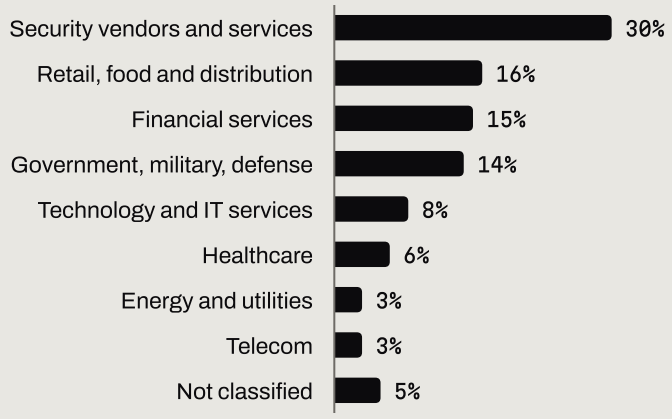
136
schools

Where participants work

Organizations with 5 or more registrations across 2025 and 2026, alphabetical. Names as participants gave them; listed to show the room, not as endorsements or sponsors.

Alliant Credit Union
Bishop Fox
Bitsight
Capital One
Centene
Cisco
Citi
City and County of Denver
Clark Associates
CrowdStrike
Cyber Florida
Dark Wolf Solutions
Deepwatch
DTCC
Florida Department of Law Enforcement
Global Payments
GuidePoint Security
Herc Rentals
Hillsborough County
Infosys
ISC2
JPMorgan Chase
KnowBe4
Microsoft
Moffitt Cancer Center
MUFG
Northrop Grumman
Optiv
PacketWatch
Peraton
Publix
PwC
Rapid7
Raymond James
ReliaQuest
SAIC
Suncoast Credit Union
Tampa General Hospital
TECO (Tampa Electric)
ThreatLocker
U.S. Army
U.S. Central Command
Verizon

By sector



Registrations from the 53 organizations with 5+ registrations (625 registrations), grouped by sector. Each organization in one sector; see README.md.

Student pipeline

Top schools on registrations, 2025 and 2026.

University of South Florida	255
St. Petersburg College	84
Hillsborough College	63
University of Tampa	36
Angeline Academy of Innovation	29
Florida Polytechnic University	25
Marchman Technical College	22
Western Governors University	21

Registrations per school. USF is the host campus.


expo hall, 2025


expo ballroom, 2026

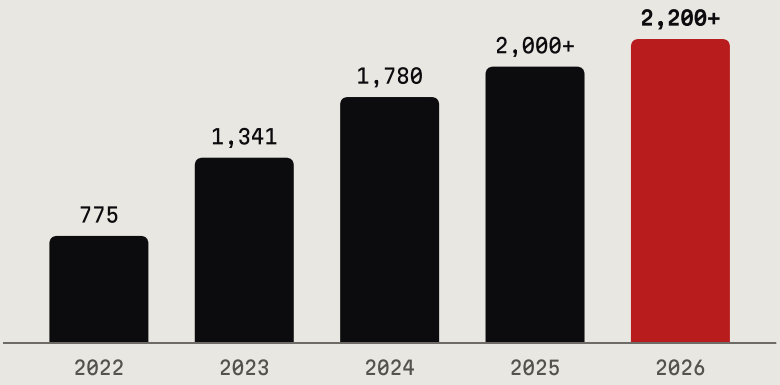

training day, 2025

2026-by-the-numbers/

Year 13, Saturday, May 16, 2026. The biggest BSides Tampa yet.

2,200+ participants	**50+** sessions 36 talks and panels	**7** tracks	**7** villages
10 training courses 318 seats, 7 sold out	**45.5** hours of training	**140+** krewe, all unpaid	**5** food trucks

Participants by year



2022 was a hybrid return after 2021's virtual year. 2026 is more than two and a half times 2022.

The 2026 program

tracks
Main stage, Leadership/CISO, AI/ML, Compliance, Defense, Offense, Career

villages
Malware, Social Engineering Adventure, IoT, Network & Firewall, FCDI/AMRoC Fab Lab, Ham Radio, Lockpick

also
A CTF with 20 challenges, a badge challenge, a career track and an after-party happy hour.

The 2027 program comes from the open call, which closes December 31, 2026.

reach/

An audience between events

LinkedIn followers	6,639
X followers	4,952
Discord members	1,240
Instagram followers	978
YouTube subscribers	784

Counts as of November 18, 2026.

training/

Priced so people come

8 of the 10 courses in 2026 cost $35 or less. 1,393+ training seats filled from 2023 through 2026.

access/

Nobody priced out

$45 ticket every in-person year since 2014. 1,500+ student and military discounts since 2014, plus 200+ community access admissions.


lockpick village, 2026


villages and ctf, 2025

what-participants-say/

Every number below carries its survey year.

2025 participant survey

4.71/5
overall satisfaction

98.6%
would come back
yes or maybe; 86.5% yes

100%
said it was good value

94.7%
found networking opportunities

2026 participant survey

100%
said it was good value, again

87.5%
would come back
yes; 93.8% yes or maybe

4.73/5
krewe helpfulness

50%
first-timers
48.6% in 2025

"BSides Tampa is what all other cybersecurity conferences (including BH/DefCon) should be like."

2025 participant survey



expo hall, 2025

"I've been to Black Hat before, but enjoyed this conference much more. It has way more soul than Black Hat."

2025 participant survey

"The staff is amazing and the quality of talks rival any cyber conference in the industry."

2025 participant survey

"The attention to detail for signs to guide you from location to parking to rooms is next level. It's the real little things that make this event amazing."

2025 participant survey

"You guys do a great job, you grow every year and it's been great to watch."

2025 participant survey

"This event has been the best I've attended. I absorbed so much information and received encouragement."

2025 participant survey

"Truly is a community, and I am happy to now be a part of it."

2025 participant survey

house-rules/

Three things sponsorship doesn't buy. They are why people stop at your table here instead of avoiding eye contact.

01

No pay-to-speak

Every talk, training, CTF and village comes through the open call and a community review committee. Sponsorship doesn't buy a slot, a keynote or a sponsored track. Your engineers can submit through the same open call as anyone else.

02

No badge scanning

Nobody scans participants' badges for leads. If someone wants to hear from you, they'll tell you.

03

No participant lists

Participant information isn't sold, rented or shared with sponsors, before or after.

Why this helps you

On their registrations, a few participants used the job-title box to tell us they have no purchasing power and don't want their email sold.

Here, nobody has to brace for it. People walk up to a table because they are curious, and the conversation that follows is one they chose. That is worth more than a scan of someone who wanted to keep walking.

Want contact details? Ask at your table. People who want to hear from you will tell you.



expo floor, 2025

make-it-count/

Sponsors take part, too

Your table starts the conversation; the sponsors people still mention a year later ran something people could do.

challenge.sh

Run a challenge

Run a puzzle at your table and give people a reason to come back twice.

engineers.txt

Send people who build

Staff the table with engineers who enjoy arguing about the thing, and let them go to a few talks.

hiring.md

Bring someone who hires

26% of registration titles are students and educators, and many come looking for a first security job.

cfp.txt

Submit a talk

Through the open call, like anyone else. It closes December 31, 2026 at 5 PM EST.



ctf winners, 2026



career track, 2026

Every sponsor is treated the same: no favoritism and no special access. BSides Tampa stays independent even when organizers work for a sponsor.

levels/

Five booth levels. Same packages as 2026, at 2026 prices through January 31, 2027.

Not sure which fits? Say so when you apply. Tell us what you'd like to do and we work it out together.

compare	exclusive Diamond **$15,000** from Feb 1: $17,500	3 slots Platinum **$10,000** from Feb 1: $12,000	recommended 7 slots Gold **$8,000** from Feb 1: $9,500	10 slots Silver **$5,000** from Feb 1: $6,000	10 slots Bronze **$1,000** from Feb 1: $1,250
Expo hall booth	Premier	Premium	Great	Good	--
Complimentary tickets	30	20	15	10	5
Day-of signage	Largest	Prominent	Medium	Standard	--
Logo on speakers podium	■ Yes	■ Yes	--	--	--
Custom sticker	■ Yes	--	--	--	--
Happy hour sponsor	■ Yes	--	--	--	--
Social media promotion	Dedicated feature	Featured	Callout	Shout out	Shout out
Per participant	$6.82	$4.55	$3.64	$2.27	$0.45

Every level, Community Partner included, gets its logo on bsidestampa.net. Per participant: early bird price / 2026's 2,200 participants.

1 slot, exclusive

Diamond $15,000

- Premier logo placement on all materials
- Premier expo hall booth (best foot traffic placement)
- 30 complimentary tickets
- Largest logo on day-of signage and stage backdrop
- Logo on speakers podium
- Custom sticker, Diamond exclusive
- Happy hour banner / sponsor
- Dedicated social media feature (pre- and post-event)
- Logo advertised

3 slots

Platinum $10,000

- Premium expo hall booth (premium foot traffic placement)
- 20 complimentary tickets
- Prominent logo on day-of signage
- Logo on speakers podium
- Featured social media promotion (pre- and post-event)
- Logo advertised

7 slots · recommended

Gold $8,000

- Expo hall booth (great foot traffic placement)
- 15 complimentary tickets
- Medium logo on day-of signage
- Social media callout
- Logo advertised

10 slots

Silver $5,000

- Expo hall booth (good foot traffic placement)
- 10 complimentary tickets
- Logo on day-of signage
- Social media shout out
- Logo advertised

10 slots

Bronze $1,000

- 5 complimentary tickets
- Logo advertised
- Social media shout outs

put-your-name-on-it/

Specialty sponsorships. Things people use all day, with your name on them.

1 slot, exclusive

Happy hour sponsor — $5,000

- Happy hour banner / sponsor

The happy hour follows Conference Day. It's included with every ticket and open to every participant.

1 slot, exclusive

Fueled By (snack station) — $4,500

- Exclusive energy / snack station branding
- Logo displayed at fueling station
- Social media shout outs
- Logo advertised

4 slots

Coffee / refreshments — $1,000

- Logo on coffee cups or coffee sleeves

2 slots

Arcade sponsor — $1,000

- Logo displayed in arcade / gaming area
- Brand visibility with participants during downtime
- Social media shout outs
- Logo advertised

6 slots

Community Partner — $0

- 2 complimentary tickets
- Logo advertised
- Social media shout outs

For nonprofit and community organizations only, not commercial companies.

community-partner/

Community partners paid nothing in 2026 and are back for 2027. Community groups apply the same way.

faq/

When is the expo hall open?

Conference Day, Saturday, April 17, 2027. Friday, April 16 is Training Day, only for people registered for a training course: no talks, villages, CTF or expo hall.

Where?

USF Marshall Student Center, 4103 USF Cedar Circle, Tampa, FL 33620, home of BSides Tampa since 2024. The expo hall shares the building with every talk and village.

Can we speak?

Through the open call, like anyone else. Talks, trainings, CTFs and villages share one form; it closes December 31, 2026 at 5 PM EST. Sponsors can't buy a slot and don't get a vote.

Can we scan badges or get the participant list?

No. Ask people at your table; the ones who want to hear from you will tell you.

How do our complimentary tickets work?

Diamond (30) through Bronze (5), and Community Partner (2), include tickets for your team, so you can staff the table and still go to the talks. Ask the sponsorship team how to assign them.

Is there a happy hour?

Yes, after Conference Day. It's included with every ticket and open to every participant. Time and place are announced closer to the conference.

Setup, table size, power, Wi-Fi, shipping?

The sponsorship team emails the logistics details to each sponsor after you sign.

Where should our team stay?

A hotel block is expected at Home2 Suites by Hilton Tampa USF again; details to come.

2026-sponsors/

Thanks to the 2026 sponsors. If you sponsored before, say so when you apply.

platinum	ReliaQuest / ISC2 Tampa Bay Chapter / Hillsborough County (EDi2)
gold	Tracebit / Sectigo / Seal Cybersecurity Solutions / Sumo Logic
silver	Ransomwear / ThreatLocker / Cisco / The University of Tampa / Tenable / Antisyphon Training / YesWeHack / Ginger Cybersecurity / Claranet Cyber Security / Sublime Security / ISC2
bronze	Bishop Fox / ISP Security / KnowBe4 / AmpliX / Metnology / Dark Wolf Solutions / Excelsior University / B & B Cyber Solutions / SouthOrd / Receptive inSight
fueled by	BAWLS Guarana
coffee / refreshments	AmpliX / Tracebit / MOXFIVE
arcade	A-LIGN
community partners	Cyber Florida / SCRA Tampa Bay Striker Chapter / ISACA West Florida / Tampa Bay Techies / Tampa Devs / USF Muma College of Business / Global Nerdy / OWASP Tampa

sponsorship applications are open

apply-to-sponsor-2027/

bsidestampa.net/sponsors#apply

or email **sponsorship@bsidestampa.net**

what happens next

01
Apply online or email. Not sure which level fits? Say so.

02
A person on the sponsorship team reads it and replies by email, usually within a couple of days.

03
You pick a level, or tell us what you'd like to do and we work it out together.

scan to apply


main stage, 2026


track room, 2025


opening, 2024

general questions
info@bsidestampa.net

linkedin
linkedin.com/showcase/bsides-tampa

discord
discord.gg/6PySqEVR26