

**AGREEMENT**  
on provision of event organization services for the OWASP Global AppSec Tel Aviv  
Conference 2019, May 26-30, 2019

Signed on the date 22 Feb. 19

Between:

**Target Conferences Limited**,  
located at 65 Derech Menachem Begin, Tel Aviv, Israel  
(hereinafter: "**Target**"),  
Represented by Lynn Lipschitz, Managing Director

Being the First Party

And Between

**OWASP** non-profit organization registered in Delaware  
located at United States.  
(hereinafter: "**Client**")  
represented by Mike McCamon, Interim Executive Director

Being the Second Party

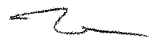
Whereas: Target was established in 1993 and specializes, inter alia, in organizing international conventions and tours;

And whereas: The Client has agreed to contract with Target in terms of this Agreement;

And whereas: Both Parties agree to establish a cooperation for the successful organization of the forthcoming **OWASP Global AppSec Tel Aviv Conference** to be held in Tel Aviv, Israel on May 26-30, 2019 which will include both training courses and a conference (hereinafter: "**Event** ")

And whereas: The event is to take place at the David Intercontinental Hotel, Tel Aviv, Israel (hereinafter: the "**Venue**") and may also take place at other venues depending on the number of training courses.

  
TARGET CONFERENCES LTD.  
מטרה קונפרנסות בע"מ



IT IS AGREED AND RECORDED BETWEEN THE PARTIES AS FOLLOWS:

1. Target's undertakings:

Target undertakes the obligation to act reliably upon all reasonable requests by Client as its business partner providing best possible quality and priority of the services agreed or required inter alia;

1.1. To secure the suitable venue (or venues if the training courses will exceed 9) subject to the Clients' approval. Attached hereto is the contract with the venue as '**Annexure A**' which forms an inseparable part of this agreement.

1.2. To secure hotel rooms for Client's staff.

1.3. To secure hotel rooms for participants. It is agreed that this will be done directly with participants and does not require Client's approval.

1.4. Be in charge of providing technical support such as audio-visual services screens, sound systems, computers and power bars as ordered.

1.5. See to the registration process of the participants, collecting their participation fee. In this regard Target shall:

1.5.1. Open a designated bank account for the event, dedicated to payments to be made by bank transfer, at Bank Leumi Branch 811 account number to be determined (hereinafter: "**Account**").

1.5.2. Collect all participants' participation fees (hereinafter: "**Registration Fees**").


1.5.3. Collect hotel room bookings payments.

1.5.4. Give periodic updates (hereinafter: "**Report**") indicated in Clause 3 of this Agreement.

1.6. Target has been informed by the Client that compliance with all applicable data protection laws is of the utmost importance; this also and particularly applies to the European General Data Protection Regulation of April 27, 2016 implemented May 25, 2018 (Regulation (EU) 2016/679) (the GDPR). Against this background, Target undertakes to use its best efforts during the Event, in preparation for the Event and winding up after the Event, to ensure that the Event, Target, and any companies contracted with Target are employed, organized, governed and operated in a manner which is compliant with the requirements of the GDPR.

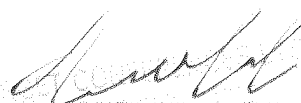
  
Target Corporation Ltd

- 1.7. Assist with preparing a social event to be held at the Peres Center in Tel Aviv (hereinafter the "Dinner") as per attached 'Annexure B'. Annexure B forms an inseparable part of this agreement.
- 1.8. To secure transport to the Dinner.
- 1.9. To provide signs, registration equipment, assist with exhibition and setup.
- 1.10. Target will reconfirm in writing, such as an email or a budget, all services requested by phone with applicable rates prior to incurring costs for such services.
- 1.11. As mentioned at Clause 1.3, Target may, at its own discretion offer accommodation, in addition to optional tours and other services to participants. In this regard Target will act independently but apply best possible rates.
2. For the Event organization services referred to in Clause 1 above, Target shall act as sub-contractor to the Client acting as the Client's local partner and under strict instructions by the Client whereupon Target shall be entitled to the agreed upon Target rate submitted in the budget which is continually updated by Target and agreed upon in writing with the Client. A copy of the current budget is attached hereto as 'Annexure C' and forms an inseparable part of this Agreement.
3. Target will provide a budget update including expenses and revenues related to the Event for at least the following days: two months prior to the start of the Event (March 26, 2019), three weeks prior to the Event (May 5, 2019), one week prior to the Event (May 19, 2019), one week after the close of the Event (June 6, 2019), and upon the conclusion of all billing.
4. **Client's undertakings:**
- 4.1. The Client hereby gives Target the exclusive right to use the Registration Fees to cover management fees, agreed upon costs of the venue, suppliers and catering for the Dinner. It is agreed that the income of the Registration Fees can be used within 4 working days from the time that Target sends the Client a periodical report confirming the collection of said fees.
- 4.2. To transfer to the Account the balance of the deposit for the venue being US\$35,486 within 4 working days of signing this Agreement. This deposit is required in terms of 'Payment Instructions' in Annexure A'.
- 4.3. To pay to the Account all costs in terms of the budget minus collected Registration Fees within 4 working days of sending a Report.

TARGET CONFERENCE LTD  
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- 4.4. Pay other services related to the Event if expressly requested and mutually agreed upon by both Parties, on receipt of the relevant invoices issued by Target upon completion of said services. Exceptional partial services may be paid in advance where advance payment has been mutually agreed in writing prior to performance of said partial services and in which case a proper invoice must follow after the provision of said services.
- 4.5. It is agreed by the Parties that within 21 working days after the event finishes, Target will send to the Client a detailed final Report of all amounts collected, all payments made (in terms of the Annexures and the last signed budget) and all transfers from the Client. The Party that is in debit to the other in terms of the final Report (due to over-collection or insufficient transfers of money), undertakes to reimburse the other Party within 4 working days of sending the final Report.
- 4.6. As per attached '**Annexure D**', the credit of US\$12,500 that the Client has with the Venue, has been designated to hotel bedroom costs. '**Annexure D**' is the contract with the Venue for hotel bedrooms to be allocated to OWASP staff and invited guests. **Annexure D** forms an inseparable part of this agreement. As per **Annexure D**, only 98 hotel bedroom nights will be allocated to OWASP staff and invited guests and this is broken down per night as follows:
- On the night of 24 May 2019, 8 hotel bedrooms will be available;
  - On the night of 25 May 2019, 8 hotel bedrooms will be available;
  - On the night of 26 May 2019, 8 hotel bedrooms will be available;
  - On the night of 27 May 2019, 18 hotel bedrooms will be available;
  - On the night of 28 May 2019, 18 hotel bedrooms will be available;
  - On the night of 29 May 2019, 18 hotel bedrooms will be available;
  - On the night of 30 May 2019, 10 hotel bedrooms will be available;
  - On the night of 31 May 2019, 10 hotel bedrooms will be available.
5. If the Client has not received the ordered services that Target was supposed to render due to major unforeseen circumstances (such as closed airports, cancelled flights, strikes) and has suffered damages because of these unforeseen circumstances, Target commits to undertake reasonable efforts to provide reimbursement from its suppliers or other co-operant partners. This in no way places any duty on Target other than a reasonable attempt to achieve this reimbursement.



6. For all possible disputes that cannot be resolved in mutual communication, the jurisdiction of a court in Tel Aviv is mutually recognized and agreed.
7. Duration of this Agreement is up to seven months, or until the completion of all billing, in terms of the final Report and reimbursements as the situation may be, whichever is later. If one of the Parties wishes to terminate this Agreement, the other Party should be advised in writing 30 days in advance. All mutually agreed outstanding debits or credits of both Parties must be settled as provided by this Agreement by the time of termination.
8. This Agreement is effective as of the date of its execution signed by both Parties and sent by email.
9. Target agrees to indemnify the Client against any contracted liability or financial liability that may result specified in contracts entered into by Target on behalf of the Client that are not individually authorized by the Client in writing.
10. Target agrees to indemnify the Client against physical liabilities/damages related to or occurring at the Event, regarding Event participants, vendors, OWASP staff, parties and company staff that are directly contracted with Target for the Event.
11. Regarding claims related to Target, Target shall provide reasonable timely notice of the same in writing to the Client.
12. Target agrees to report to the responsible authorities and/or disclose the mandatory details of the Event in accordance with mandatory legal requirements or any applicable industry regulations in Israel.

**Client**



Mike McCamon  
Interim Executive Director

**Target**

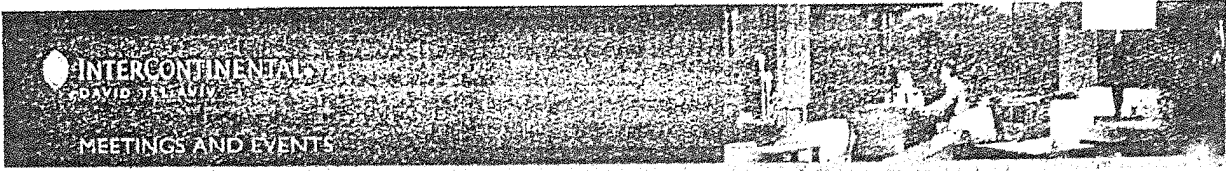


Lynn Lipschitz  
Managing Director



Handwritten signature and a circular stamp containing the text "THE OWASP FOUNDATION" and "2022-03-07".





January 9, 2019

To: Target-Conferences  
Att: Lynn Lipschitz

OWASP 2019

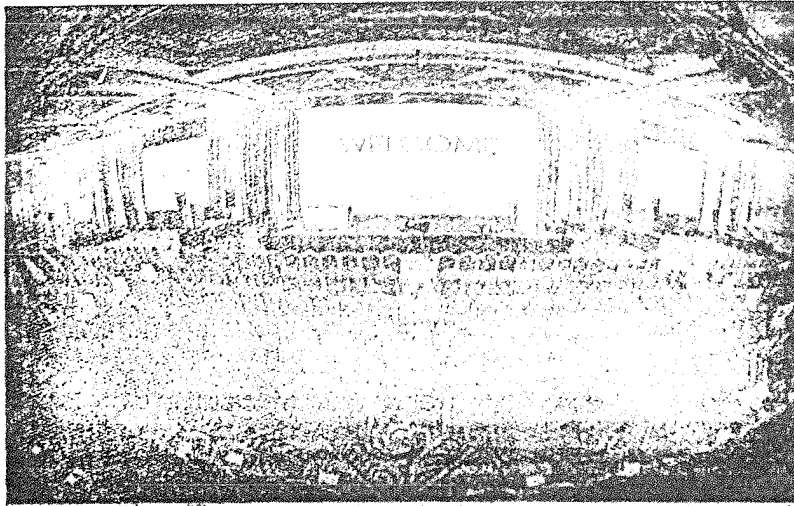
Dear Lynn,

Following your request, here is our proposal for rooms and banquets space at the David InterContinental Tel Aviv.

**THE RIGHT LOCATION**

Success in business starts not only with choosing the right partner; but also with choosing the **right location**. At our hotel, you and your business partners will find excellent working conditions: the **right rooms** for every need, the country's largest, free standing hotel banqueting space, and high-capacity catering with professional service.

After your event, discover the 'city that never sleeps' by taking advantage of our spectacular location. Just steps away from the hotel is one of the world's top urban beaches, Neve Tzedek, historic Old Jaffa, the city's main market, and some of Tel Aviv's best restaurants and bars offering the ingredients for a perfect stay in the heart of Tel Aviv.



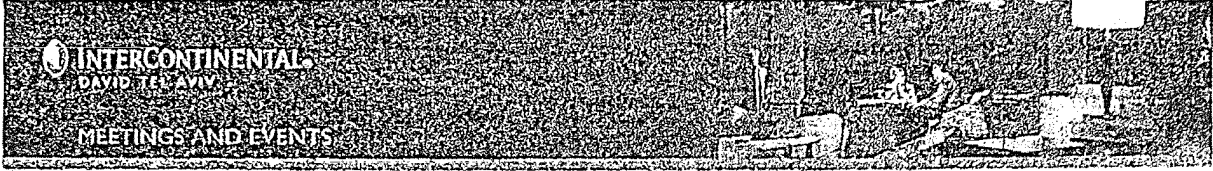
Hotel Signature

Classic Hotel Management Ltd.  
Co. reg. 51-266099-4

Client/Company Signature

Client ID/Company Seal:

TARGET CONFERENCE  
2019 DATED 09/01/19

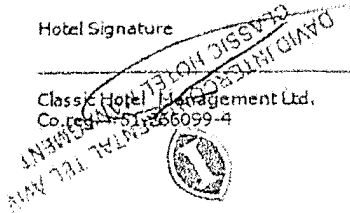


**Part A – Seminar Requirements**

Date	Hours	Event type	Hall	Minimum Guarantee	Rates
26.05.19	08:00-17:00	Registration	The Library		
		Seminar	The Gallery/ The Library/ 1 Meeting room 11 <sup>th</sup> floor	30	DDR – 270 NIS + vat Per person + room hire per room
27.05.19	08:00-17:00	Seminar	The Gallery/ The Library/ 4 Meeting rooms 11 <sup>th</sup> floor	30	DDR – 270 NIS + vat Per person + room hire per room
28.05.19	08:00-17:00	Seminar	The Gallery/ The Library/ 4 Meeting rooms 11 <sup>th</sup> floor	50	DDR – 270 NIS + vat Per person + room hire per room
	18:00-20:00	Welcome Reception	Exhibition area	300	Cocktail package - 235 NIS + VAT per person
	16:00-19:00	Set Up	Grand Ballroom	-	45,000 NIS + VAT
29.05.19	08:00-18:00	Seminar	Grand Ballroom + meetings 3,4,5,6, The Gallery/The Library/11 <sup>th</sup> Floor	400	DDR – 270 NIS + vat Per person + room hire per room
30.05.19	08:00-18:00	Seminar	Grand Ballroom + meetings 3,4,5,6 The Gallery/The Library/11 <sup>th</sup> Floor	400	DDR – 270 NIS + vat Per person + room hire per room

Hotel Signature

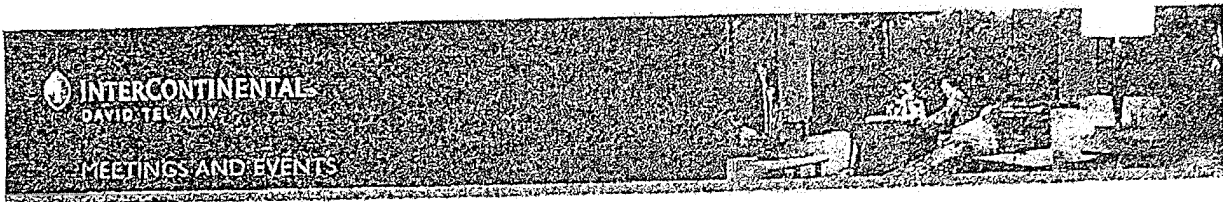
Classic Hotel Management Ltd.  
Co. reg. no. 51366099-4



Client/Company Signature

Client ID/Company Seal:

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**Rates:**

Date	Hall	Rates
24-31.05.19	Room 6 - Office	Free of charge
26.05.19	The Gallery	4,900 NIS + VAT
	The Library	4,900 NIS + VAT
	1 Meeting room - 11 <sup>th</sup> floor	1,500 NIS + VAT per room
27.05.19	The Gallery	4,900 NIS + VAT
	The Library	4,900 NIS + VAT
	4 Meeting room - 11 <sup>th</sup> floor	1,500 NIS + VAT per room
28.05.19	Grand Ballroom - Set up	45,000 NIS + VAT
	The Gallery	4,900 NIS + VAT
	The Library	4,900 NIS + VAT
	4 Meeting room - 11 <sup>th</sup> floor	1,500 NIS + VAT per room
	Royal H (optional)	10,000 NIS + VAT
29.05.19	Meeting rooms 3,4,5	Included
	The Gallery	4,900 NIS + VAT
	Grand ballroom Seminar	160,000 NIS + VAT
	Meeting rooms 3,4,5	Included
30.05.19	Royal H (optional)	10,000 NIS + VAT
	Grand ballroom Seminar	160,000 NIS + VAT
	Meeting rooms 3,4,5	Included
	Royal H (optional)	10,000 NIS + VAT

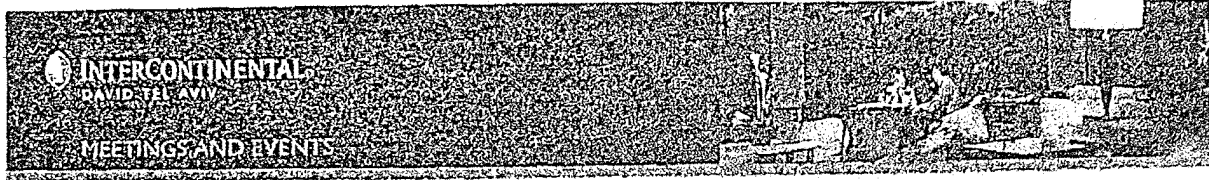
- ❖ Construction Fee- 27 NIS + VAT for each square meter- Exhibition/construction of booths/displays in the center of the convention hall – Your companies will add to the total amount of the event.
- ❖ The client is responsible to provide written approval of a safety engineer for all the set-up equipment and floor plans. Additional charge for engineer service – 5,500 NIS + VAT
- ❖ Above Rates do not include VAT
- ❖ ALL rates are NET to the hotel

Hotel Signature \_\_\_\_\_  
 Classic Hotel Management Ltd.  
 Coy Reg 551205099

Client/Company Signature \_\_\_\_\_  
 Client ID/Company Seal: \_\_\_\_\_

DAVID TEL AVIV  
 MEETINGS AND EVENTS  
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Minimum spend per day:

Date	Event	Hall	Pax	DDR	Rental	Total In NIS (not incl. VAT)	Total Daily
26.05.19	Seminar	The Gallery	30	₪270	₪4,900	₪13,000	₪19,400
		The Library	1		₪4,900	₪4,900	
		1 meeting room (11th floor)	1		₪1,500	₪1,500	
27.05.19	Seminar	The Gallery	30	₪270	₪4,900	₪13,000	₪23,900
		The Library	1		₪4,900	₪4,900	
		4 meeting rooms (11th floor)	4		₪1,500	₪6,000	
28.05.19	Seminar	The Gallery	60	₪270	₪4,900	₪21,100	₪137,000 (not incl. hall H)
		The Library	1		₪4,900	₪4,900	
		4 meeting room (11th floor)	4		₪1,500	₪6,000	
	Cocktail	Exhibition Area	200	₪150	₪14,000	₪70,000 (minimum spend)	
		Light Dinner	60	₪200	₪14,000		
	Royal H (option only)	1		₪10,000	₪10,000		
set up	Grand Ballroom	1		₪45,000	₪45,000		
29.05.19	Seminar	Grand Ballroom	400	₪270	₪0	₪108,000	₪164,900 (not incl. hall H)
		Completion to a minimum				₪52,000	
		Meeting rooms (3,4,5,6)			₪0	₪0	
		The Gallery	1		₪4,900	₪4,900	
		Royal H (option only)	1		₪10,000	₪10,000	
30.05.19	Seminar	Grand Ballroom	400	₪270	₪0	₪108,000	₪160,000 (not incl. hall H)
		Completion to a minimum				₪52,000	
		Meeting rooms (3,4,5,6)			₪0	₪0	

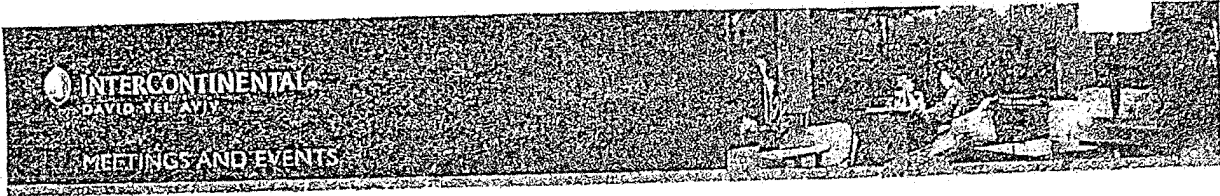
Hotel Signature

Client/Company Signature

Glasnik Hotel Management Ltd.  
 Cotlog - 51-26609941

Client ID/Company Seal:

TARGET COMPANY  
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	Royal H (option only)	1	~10,000	~10,000
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Date	Minimum spend
26.05.19	19,400 NIS + VAT
27.05.19	23,900 NIS + VAT
28.05.19	157,000 NIS + VAT
29.05.19	164,900 NIS + VAT
30.05.19	160,000 NIS + VAT

Refreshments:

Seminar Package:

Morning Break  
 Standing lunch – cocktail style (buffet meat menu)  
 Additional break – Chocolate Break/Fruit Break/ Health Break

Throughout the event full coffee service: Single Espresso, double espresso, cappuccino, latte, macchiato, black coffee, tea, juice and mineral water.

Cocktail – 4/5 different types of station  
 Soft/hot drinks / House wine red/ white

Number of participants:

- The final number of participants will be updated no later than 48 hours before the event and with a 10% increase from committed number. 48 hours before the event and hereafter no modifications will be made.
- The hotel will be ready with a 10% reserve of tables, food and beverage above the 10% committed number of participants.
- Final billing of the event will be according to the number of actual participants and no less than the minimum numbers of participants committed to, 48 hours prior to the event and approved by the hotel's banquet representative.
- In the case that at the event there are additional participants after the approval of the hotel's banquet sales representative, a 50% increase will be added to the initial price stated in the contract.
- All events beyond the 17:00 deadline are to be approved by the hotel's representative.

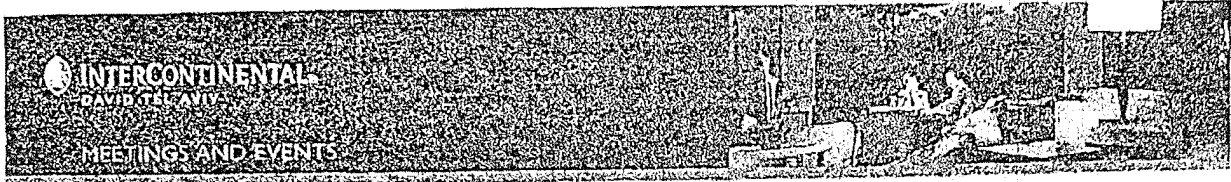
Hotel Signature

Client/Company Signature

Classic Hotel Management Ltd.  
 Co. Reg. # 51-266099-4

Client ID/Company Seal:

TARGET CORP  
 01/05/19



Terms & Conditions:

- Food & Beverages costs are NET to the hotel
  - Room rental fees are net to the hotel
  - An additional 10% of the total amount for the events will be added to the proforma invoice. This is in order to guarantee any extra charges during the events.
  - All rates are subject to VAT where applicable (External guests & In house guests as per below statement).
- According to the Israeli law guests who stay the night at the hotel and who are foreign resident tourists staying in Israel under a tourist visa of the B/2 type are entitled to an exemption from VAT. Guests who do not produce a valid tourist visa or holders of any other permits (as drivers license, etc) as aforesaid will be charged VAT as prescribed by law.
- VAT will be charged to the Company in the final invoice.

Cancellation:

- Cancellation on the day of the event – 100% charge of the event's total revenue
- Cancellation 1-7 days prior to the event – 90% charge of the event's total revenue
- Cancellation of 8-14 days prior to the event – 80% charge of the event's total revenue
- Cancellation of 15-30 days prior to the event – 70% charge of the event's total revenue
- Cancellation of 30 days to 3 months prior to the event - 50% charge of the event's total revenue
- Cancellation of more than 3 months prior the event – 40% charge of the event's total revenue

Parking:

5 free parking tickets per day (26-27.05.19)

15 free parking tickets per day (28-30.05.19)

The price for parking in the hotel's lot is 90 NIS per vehicle. For the conference delegates we will offer special rate of NIS 60 for self payment in the electronic machine.

Audio-Visual & Technical Equipment:

AV vendor must be confirmed by the hotel prior to the event in writing.

Payment Instructions:

Full pre payments :

25% non-refundable deposit is requested by signing the contract and no later than 16.01.2019

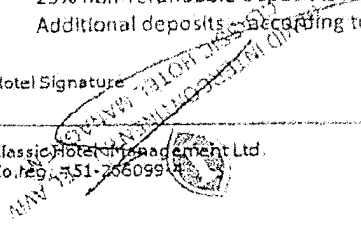
Additional deposits – according to the hotel's accounting department

Hotel Signature

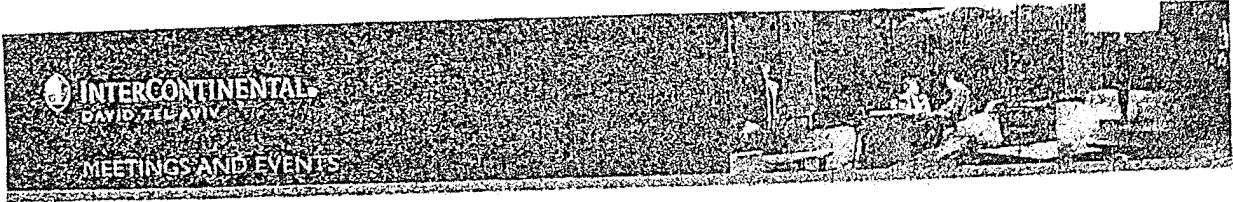
Classic Hotel Management Ltd.  
Co. Reg. 351-766099

Client/Company Signature

Client ID/Company Seal:



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Force Majeure

In the following cases cancellation fees will not be charge: in the event of death of an immediate family member of the client's family or in the event of war between the state of Israel and its neighbors (state declared as war by the Israeli government). "Force majeure" – the closed list below, caused in the actual dates of accommodation: total war of Israel against its neighbors (Syria, Lebanon, Jordan or Egypt) or in the case in which it has been declared by the State of Israel as a severe security situation in the area of the hotel, and for which there is general reserve recruiting, a general strike in a market that has a potentially significant impact on the number of employees at the hotel to the opinion of the principal, a fire which destroyed (God forbid) the structure of the hotel so that is unfit for use and any other event that the principal will perceive as force majeure.

This document is a proposal until signed by the Company upon final agreement and forwarded to our office fax +972-3-7951199 no later than 10.01.2019

Please do not hesitate to contact us with each and every question or request.

Kind Regards,

Shirley Bathan  
Sales Manager – Meetings and Events  
+972 54 9455953

Hotel Signature

Classic Hotel Management Ltd.  
Co. reg. # 51266099

Client/Company Signature

*[Handwritten Signature]*

Client ID/Company Seal:

*[Handwritten Signature]*

# TARGET CONFERENCES



## טרגט כנסים בע"מ

CONVENTIONS • TOURS (GROUPS & FITs) • INCENTIVES

**OWASP/AppSec Europe 2019**

May 27-30, 2019

**Expected expenses as at February 19, 2019**

**Sunday, May 26, 2019**

- Registration for Courses
- 3 trainings (that are slotted for 3 days)
- Utility room, conference staff storage space

**Monday, May 27, 2019**

- Registration for courses (continues)
- Pre-conference training day: 3 trainings of the 3 days and 3 trainings of 2 days
- Utility room, conference staff storage space

**Tuesday, May 28, 2019**

- Registration moves to ballroom level and is open for all
- Pre-conference training days: 3 trainings of the 3 days, 3 trainings of the 2 days, 3 trainings of 1 day
- Morning set-up of plenary hall and exhibition
- Late Afternoon: Plenary, Exhibition, Opening Party
- Early evening: Leaders meeting
- Speaker dinner

**Wednesday, May 29, 2019**

- Registration (continues)
- Adaptable Plenary Hall for 600-1000 participants (separated into 3 parallel)
- Gallery hall for Career Fair (pending), Meeting room for Members, etc as per chart of 18 January
- Royal Ballroom H on hold without commitment
- Large exhibition hall
- Utility room, conference staff storage space
- Conference dinner

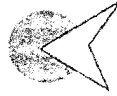
**Thursday, May 30, 2019**

- Registration (continues)
- Adaptable Plenary Hall for 600-1000 participants (separated into 3 parallel)
- Meeting room for Members, and other halls as per chart of 18 January
- Royal Ballroom H on hold without commitment
- Large exhibition hall
- Utility room, conference staff storage space

**Expected Expenses**

		Price per unit in Dollars	Expected Amount	
Based on NIS3.6 = US\$1.				
<b>Event Management Fee</b>				
	Global monthly fee including one month for closure of accounts	\$1,000	8	\$8,000
	Additional services relating to planning of the event and preparation of contract as confirmed during tele conference on February 12, 2019	\$1,250	1	\$1,250
<b>Technical Arrangements</b>				
	Internet in the halls at the David Intercontinental: 2 days, 200 people and 2 days 600-800. Estimated rate	\$8,000	1	\$8,000
	Technical for Gallery & Library for 3 days: barco and power bars.	\$465	6	\$2,790
	No equipment for meeting rooms on the 11th floor- using existing equipment. However we need one roving technician for every 3-4 halls (1 tech x 3 days)	\$350	3	\$1,050
	Power bars on the 11th floor - average of US\$120 p/hall p/day (based on 1 hall x 3 days, 3 halls x 2 days)	\$120	7	\$840
	Barco for meeting room 3,4,5 for 1 day	\$1,395	1	\$1,395
	Power bars for meeting rooms - average of US\$120 p/hall p/day (based on 3 halls, 2 days)	\$120	6	\$720
	Plenary Hall: 3 screens, sound system & technicians (package cost) - US\$750 x 3 halls x 3 days	\$750	9	\$6,750
	Optional supplements: Monitor for chair persons, monitor on podium with speaker name, special lighting effects, speaker ready room, etc.			
	Videos of the sessions, NIS3200 x 3 halls per day (3 days) one video camera which includes some editing and posting on the OWASP youtube channel	\$900	9	\$8,100

# TARGET CONFERENCES



## טרנט כנסים בע"מ

CONVENTIONS • TOURS (GROUPS & FITs) • INCENTIVES

**OWASP AppSec Europe 2019**

**May 27-30, 2019**

				\$0
<b>Signs and furniture</b>				
	Budget towards signage and rental of registration desks and furniture - to be quoted as per requests that we will receive/discuss in the near future. We have a basic request from Karen to be updated closer to the time.			
<b>On-site manpower and staff</b>				
	We understand that there will be volunteers, but suggest basic core local staff for 4 days (at least 2 on the first day and 3 on the next 2 days catering down to two on the last day plus staff for evening events). Global rate per day.	\$1,000	4	\$4,000
	Registration - a registration company to implement according to OWASP requirements to include bar codes, etc. Waiting for more detailed information from the external supplier in order to quote.			
<b>Session hall rental at David Intercontinental</b>				
David Intercontinental take a minimum DDR rate as well as hall rental. Hereunder rates as per our timetable above				
<b>May-26</b>				
	Staff room at no charge. Gallery & Library at NIS4900 p/day each plus meeting room at NIS1500	\$3,140	1	\$3,140
	Seminar package for approximately 30 people	\$75	30	\$2,250
<b>May-27</b>				
	Staff room at no charge. Gallery & Library at NIS4900 p/day each plus 4 meeting rooms at NIS1500 each	\$4,400	1	\$4,400
	Seminar package for approximately 40 people	\$75	40	\$3,000
<b>May-28</b>				
	Ballroom set-up	\$12,500	1	\$12,500
	Staff room at no charge. Gallery & Library at NIS4900 p/day each plus 3 meeting rooms in the conference center at no extra charge plus 4 meeting rooms on the 11th floor at NIS1500 each	\$4,400	1	\$4,400
	Seminar package for approximately 60 people	\$75	60	\$4,500
	Minimum expenditure for food and beverage: reception, leaders' meeting and speaker dinner	\$19,450	1	\$19,450
<b>May-29</b>				
	Meeting rooms 3,4 and 5 at no charge	\$1,400	1	\$1,400
	Gallery hall	\$75	400	\$30,000
	Seminar package for a minimum of 400	\$45,000	1	\$15,000
	Grand ballroom (minimum of US\$45,000 per day, deducting the seminar packages above)	\$45,000	1	\$15,000
<b>May-30</b>				
	Meeting rooms 3,4 and 5 at no charge	\$75	400	\$30,000
	Seminar package for a minimum of 400	\$45,000	1	\$15,000
	Grand ballroom (minimum of US\$44,450 per day, deducting the seminar packages above)	\$45,000	1	\$15,000
<b>Supplements</b>				
	Rental of exhibition space - each company will be allocated 4 square meters. Rental will be US\$30 per stand per day (assume 20 companies, 2 days)	\$30	40	\$1,200
	Construction engineer to approve the stands, etc. Expected rate	\$1,500	1	\$1,500
<b>Special Event</b>				
	<b>Dinner at the Peres Center for Peace in Jaffa</b>			
	Based on standing dinner (a small amount of seating will be provided) for a minimum of 400 participants. Rate includes 6 buses (300 seats) as requested by Karen	\$42,735	1	\$42,735

*[Handwritten signature]*  
 TARGET CONFERENCES  
 052-533-1111

# TARGET CONFERENCES <sup>ל</sup><sub>ב</sub>



## טרגט כנסים בע"מ

CONVENTIONS • TOURS (GROUPS & FITs) • INCENTIVES

**QWASP AppSec Europe 2019**

May 27-30, 2019

**Miscellaneous**

• Scanners for bar code readers etc - waiting for quote			
• Incidentals	\$2,000	1	\$2,000
• Insurance estimated for an event this size	\$1,500	1	\$1,500
• Registration, per person (processing registration)	\$5	400	\$2,000
• Assistance if needed from local on-site professional staff @ US\$30 per hour to be added as requested			
• Credit card charges on income of registration fees - 3%, estimated costs	\$6,000	1	\$6,000
<b>EXPECTED TOTALS</b>			<b>\$244,870</b>

Room rates at the David Intercontinental: US\$370 per person in single and US\$395 for two people in double, per night including bed and breakfast

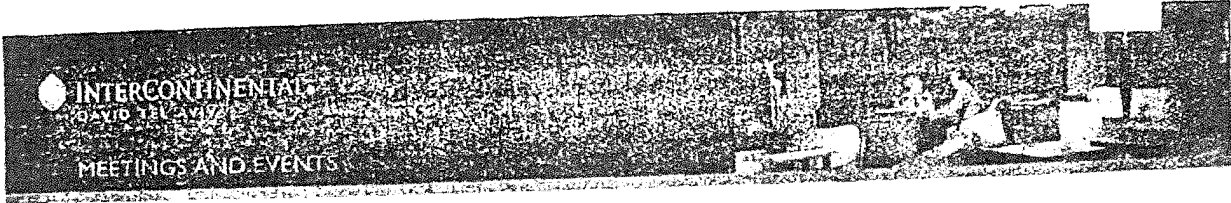


PO Box 51227, Tel Aviv 6713818, Israel. Tel: (+972 3) 5175150, Fax: (+972 3) 5175155

ת.ד. 51227, תל אביב 6713818, טל: 03-5175150, פקס: 03-5175155

e-mail: target@target-conferences.com • www.target-conferences.com

*[Handwritten signature]*



January 6, 2019

To: Target-Conferences  
Att: Lynn Lipschitz

OWASP 2019

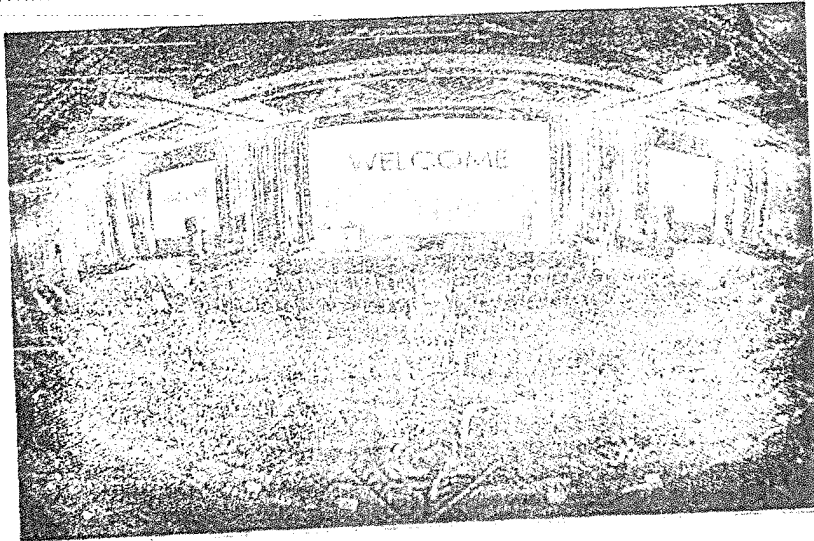
Dear Lynn,

Following your request, here is our proposal for rooms and banquets space at the David InterContinental Tel Aviv.

**THE RIGHT LOCATION**

Success in business starts not only with choosing the right partner; but also with choosing the right location. At our hotel, you and your business partners will find excellent working conditions: the right rooms for every need, the country's largest, free standing hotel banqueting space, and high-capacity catering with professional service.

After your event, discover the 'city that never sleeps' by taking advantage of our spectacular location. Just steps away from the hotel is one of the world's top urban beaches, Neve Tzedek, historic Old Jaffa, the city's main market, and some of Tel Aviv's best restaurants and bars offering the ingredients for a perfect stay in the heart of Tel Aviv.



Hotel Signature

Classic Hotel Management Ltd.  
Co.reg. #51-266099-4

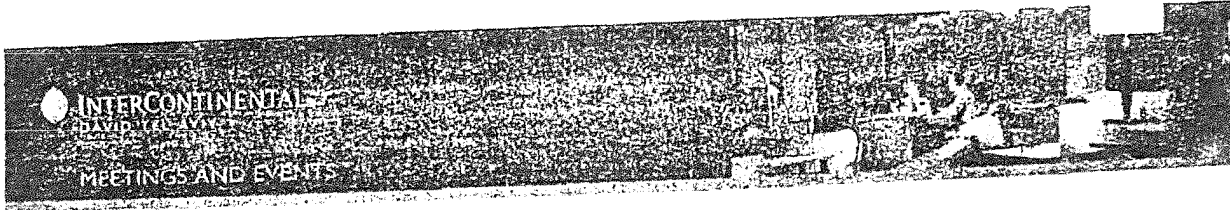
INTERCONTINENTAL TEL AVIV  
HOTEL MANAGEMENT

Client/Company Signature

Client ID/Company Seal:

Handwritten signature and a stamp that reads: TARGET CONFERENCES TEL AVIV 2019 0106 0919





**Part A – Accommodation Requirements**

Dates	Run of The House	Classic Rooms	
		Single	Double
24.05.2019	10	\$370	\$395
25.05.2019	10		
26.05.2019	12		
27.05.2019	33		
28.05.2019	33		
29.05.2019	33		
30.05.2019	20		

- ❖ Rates are on BB basis
- ❖ Rates are per room per night net to the hotel.
- ❖ Rates are subject to additional VAT where applicable according to the Israeli law and apply to Israeli passport holders or to the guests who will present other identifications other than their passport.

**General Information**

- ❖ All rooms have a mini bar, coffee & tea facilities, safe and a modem connection.
- ❖ Parking fee will apply according to the hotel policy
- ❖ Gym access – Free of charge to the hotel guests

**Terms & Conditions:**

- ❖ Rates are per room per night.
- ❖ Rates are on Bed and Breakfast Basis
- ❖ Rates are per room per night net to the hotel.
- ❖ The Hotel check – in time is from 15:00pm/ Check - out until 12:00pm
- ❖ **Early check in:** before 10:00 am – full charge, after 10:00 am at 50% charge based on availability only.
- ❖ **Late check out:** until 16:00 pm – at 50% charge, after 16:00pm– full charge based on availability only.
- ❖ **Wi-Fi** – Included in the room rate for all IHG Members. The registration is free of charge in the following link: [IHG Rewards Club](#).
- ❖ **Porterage fee:** \$6 per person, in /out if a group will arrive /depart homogenously
- ❖ **Room Drop:** \$2 per room, per each service
- ❖ **Frees** 1/20 per night – half double/twin room free for every 20 full-paying guests
- ❖ **Staff Rooms:** 1 staff room at 50% of the group rate for every 20 rooms, subject to availability only – Maximum 2 room.
- ❖ **Upgrades:** 2 room will be upgraded to the next Room Category at the agreed group's rate for every 40 rooms paid for per night upon **availability only.**- **maximum 3 Rooms**

Hotel Signature

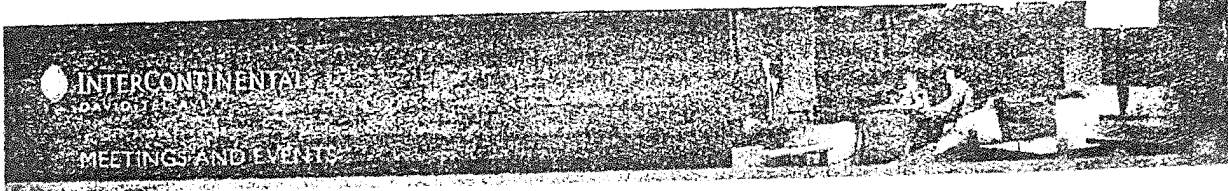
Classic Hotel Management Ltd  
Co.reg. #51-266099-4

Client/Company Signature

*[Handwritten Signature]* 9/1/19

Client ID/Company Seal:

*[Handwritten Signature]*



❖ All rates are subject to VAT where applicable.  
According to the Israeli law guests who stay the night at the hotel and who are foreign resident tourists staying in Israel under a tourist visa of the B/2 type are entitled to an exemption from VAT. Guests who do not produce a valid tourist visa or holders of any other permits (as drivers license, etc) as aforesaid will be charged VAT as prescribed by law.

- ❖ VAT will be charged to the Agency in the final invoice.
- ❖ Upon check-in, the guests will be requested to present a valid credit card to cover any incidentals & passport identifications for security and VAT purposes.

Final rooming list

- ❖ List with full names, exact dates & special requests is required 21 days prior to the arrival of the group. Any rooms not utilized will be covered by Cancellation & Reduction terms.

Reduction of rooms

Target Conference shall be entitled to reduce the room allocation without any penalty according to the following schedule and percentage:

- ❖ By February 15th, 2019 – up to 15% of the rooms on a daily basis may be cancelled without any cancellation penalties.
- ❖ By March 10<sup>th</sup> 2019 - up to 20% of the rooms on a daily basis may be cancelled without any cancellation penalties.
- ❖ 21 days prior to group's arrival up to 5% of the rooms on a daily basis may be cancelled without any cancellation penalties.
- ❖ It's a sole responsibility of the Company to inform the hotel in writing for any reduction according to the terms mentioned. If no update is received, the number of rooms remains the same.
- ❖ **Should number of rooms will decrease below 10 rooms per night, rates will automatically amend to FIT contract rates/Best Flexible rates**

Cancellation fee:

- ❖ 3 nights cancellation fee will be charged to the Company for confirmed booking cancelled less than 21 days prior to Group's arrival or any rooms not utilized for whatever reason & subject to the terms of the above section ("Reduction of rooms").

No shows:

- ❖ Guests who submitted their reservations, have not cancelled and didn't arrive will be charged for full stay

Payment Instructions:

Full pre payments :  
25% non-refundable deposit is requested by signing the contract and no later than 9.1.2019

Hotel Signature

Classic Hotel Management Ltd.  
Co. reg. # 51-266098-4

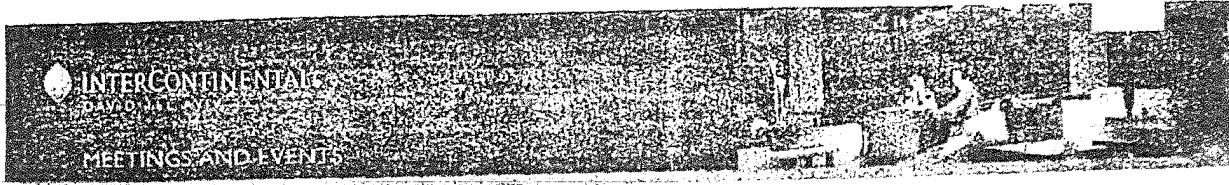
Client/Company Signature

*[Signature]* 9/1/19

Client ID/Company Seal:

TEL AVIV  
INTERCONTINENTAL

*[Signature]*



Additional deposits – according to the hotel's accounting department (final proforma)

Force Majeure

In the following cases cancellation fees will not be charge: in the event of death of an immediate family member of the client's family or in the event of war between the state of Israel and its neighbors (state declared as war by the Israeli government). "Force majeure" – the closed list below, caused in the actual dates of accommodation: total war of Israel against its neighbors (Syria, Lebanon, Jordan or Egypt) or in the case in which it has been declared by the State of Israel as a severe security situation in the area of the hotel, and for which there is general reserve recruiting, a general strike in a market that has a potentially significant impact on the number of employees at the hotel to the opinion of the principal, a fire which destroyed (God forbid) the structure of the hotel so that is unfit for use and any other event that the principal will perceive as force majeure.

This document is a proposal until signed by the Company upon final agreement and forwarded to our office fax +972-3-7951199 no later than 9.1.2019

Please do not hesitate to contact us with each and every question or request.

Kind Regards,

Shirley Bathan  
Sales Manager – Meetings and Events  
+972 54 9455953

Hotel Signature

Classic Hotel Management Ltd  
Co. reg. # 51-266099-4

Client/Company Signature

*[Handwritten Signature]* 9/1/19

Client ID/Company Seal:

\_\_\_\_\_

*[Handwritten Signature]*  
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