

S4x26 POC Pavilion

Provided By XXX

Version 1.01, 7 May 2025

Purpose: Demonstrate to the S4 attendees OT security products solving a problem for asset owners.

Approach: We will simulate a proof of concept (POC) project, installation and demonstration on a manufacturing plant. The Pavilion sponsors must install and demonstrate their solution on the OT environment provided and run by XXX.

Pavilion System: A highly realistic manufacturing system. It will include the MES, SCADA, HMI and PLC levels of the manufacturing automation stack. The primary vendors in the system are Inductive Automation, Rockwell Automation, and Siemens.

Vendor Sponsors: We have spots for eight sponsors. They will need to answer the following four questions in the demonstration/presentation (including answering the first two in the application).

1. What problem is your solution solving?
2. What are the criteria to determine if your solution is successful?
3. How long did it take to implement the solution?
4. How much does the solution cost at deployment and annually?

Process: The process for selected and contracted sponsors is as follows:

- **10 Nov 2025 (16 weeks prior to S4x26):** sponsors will receive a system functional specification. It will be at a level of detail typical for an asset owner POC project. The sponsors will be able to ask questions of the asset own (XXX).
- **12 – 23 Jan 2026:** sponsors will have a dry run POC install meeting with the asset owner.
 - This will answer any outstanding technical questions
 - Describe the installation procedure and schedule for the sponsors solution
 - Identify access requirements and changes needed to the asset owner system, including any hardware and/or software requirements
 - Identify any asset owner tasks prior to and during the POC.
- **23 Feb 2026:**
 - **8AM:** sponsors will have access to any shipped equipment and their space in the Pavilion
 - **1PM:** scheduled installation activities with the manufacturing system begin
 - **4PM – 7PM:** Pavilion will be open during badge pickup
- **24-26 Feb 2026:** Pavilion open to attendees.

- **24 Feb:** 8AM-5PM
- **25 Feb:** 8AM-1PM
- **26 Feb:** 8AM-2PM
- Sponsor will have a mandatory 1 hour demonstration and presentation on the Pavilion stage scheduled during this time.

Demonstration Rules: All Pavilion Sponsors must demonstrate the solution listed in their application on the XXX provided OT system in the Pavilion. Sponsors not doing this will not be allowed in the Pavilion. This will be specified in the contract.

Sponsors must be prepared to show the demonstration of their solution on the asset owner system in their 10' x 10' exhibit area. Sponsors should be prepared to answer technical questions at the exhibit.

Sponsors must take the Pavilion Stage to demonstrate their solution. The one hour presentation time will be arranged as follows:

- 5 minute introduction
- 10 minute description of the deployment of their solution on the asset owner system. This must include the implementation time for the POC and the cost of the solution. (Note the S4 Host will interrupt if the Sponsor is not talking about the POC or deviates from the problem being solved to get the session back on track.)
- 15 minute demonstration of the solution. This is a live demonstration on the asset owner system. (Note the S4 Host will interrupt if the Sponsor is not talking about the POC or deviates from the problem being solved to get the session back on track.)
- 15 minute Q & A by the S4 Host
- 15 minute Q & A by the attendees

Selection Process:

We will have a mix of problem / solution offerings with no more than two solutions for a problem. For example, only two for remote access or only two for asset inventory.

S4 and Pavilion Provider will jointly select the eight sponsors from applications received.

The application and selection process is:

- The vendor submits their application answering the two questions beginning on May 1st.
- S4 Events will have online meetings with vendors who applied and have a high probability of being selected.
- S4 Events and XXX will review and select vendors to be Real Solutions Pavilion sponsors by June 1st.
- An NDA will be signed, and the selected vendor will be provided a system architecture diagram and contract. Contracts must be signed no later than July 31st.

Real Solutions Pavilion Package Overview (\$30,000, 8 Available)

The Pavilion is located on the 3rd Floor in Cowrie 1 & 2, see diagram below. The third floor is also where the Prime Rooms are and is the only part of S4 that is open on Monday.

The package includes:

1. 10' x 10' space in the Pavilion for all four days of the event while the event is session. The Pavilion will be open Monday 4PM – 7PM, Tuesday 8AM – 5PM, Wednesday 8AM – 1PM, and Thursday 8AM – 2PM.
2. A one-hour demonstration / presentation slot on the Pavilion Stage.
3. Draped tables and chairs as requested.
4. Two tickets for S4x26. (All sponsor participants will require a ticket to enter the Pavilion.)
5. Logo on the s4xevents.com site and mobile app as a sponsor.
6. App permissions to scan attendee QR codes to get contact information.

