



Eclipse Seminar Series Event Sponsorship

The Eclipse Foundation and Eclipse Foundation member companies are organizing an Eclipse Seminar Series to educate technical decision makers and developers on open source software, Eclipse and the Eclipse eco-system. The goal of these events is to drive the awareness of Eclipse and member companies with technical decision makers in large enterprises.

The seminars are expected to be held in February/March 2006. They will be held in 4 cities: Raleigh, Austin, San Diego and Atlanta. Each seminar will be split up into two sessions: 1) a morning session targeting on technical decisions makers, and 2) an afternoon session targeting Java developers that use Eclipse. It is expected that 75 people will attend each seminar; 50 in the morning and 25 in the afternoon.

The seminars will be promoted via the eclipse.org web site, purchase of e-mail lists and through sponsor companies. The Attendees of the seminar will be required to pay a small registration fee to help offset the cost.

To help offset the cost of the seminar, the Eclipse Foundation is looking for sponsorship from the member companies. There will be two levels of sponsorship:

Gold sponsorship will include:

- A speaker from each sponsor company will be invited to present a 20 minute customer experience case study of using Eclipse during the morning session.
- A meeting room will be available to conduct commercial product presentations and discussions. (does not include audio visual)
- Company will be recognized as a sponsor of the seminar
- Company will be permitted to have 3 representatives on hand to demo their commercial products during the lunch hour.
- Access to all leads generated by the seminar

Silver sponsorship will include:

- Company will be recognized as a sponsor of the seminar
- Company will be permitted to have 1 representative on hand to demo their commercial products during the lunch hour.
- Access to all leads generated by the seminar

Cost of sponsorship:

Gold: \$12K (Speakers will be responsible for their own travel expenses)

Silver: \$5K



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The Eclipse Foundation plans to hold 4 1-day seminars in February/March 2006. Eclipse Foundation member companies will sponsor and participate in the organization of these events. This document serves as the official document and binding contract for the Eclipse Foundation member companies who wish to sponsor the seminars. A detailed description of the events can be found on the previous pages of this document. Please review and fill in the billing information and sign below.

Billing Information

Sponsoring Company: _____

Street/Billing address: _____

City: _____ State: _____ Zip code: _____

Phone number: _____ Fax: _____

Sponsoring Company Purchase Order: _____

Please attach a copy of the purchase order to this agreement

Primary contact: _____ Title: _____

Email: _____ Fax: _____

Price Due: _____

Upon receipt of the signed Agreement you will be invoiced for the full amount of the Sponsor Fee. Sponsor Fees are non-refundable, except in the event that the meeting is canceled. All orders must be received by November 11, 2005. Payment will be due 30 days after invoice.

Fax completed agreement and purchase order to: 613-224-5172 Attn: Ian Skerrett

Remit to: Eclipse Foundation
188 Cherokee Road
Asheville, NC 28804

Eclipse Foundation EIN# 20-0838203

If you have any questions, please contact: Ian Skerrett, 613-224-9461 ext. 227