

# ONE SUMMIT JAPAN

2026 December 10-11 | Tokyo, Japan

# 2026 SPONSORSHIP

# PROSPECTUS



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## Open Networking & Edge Summit

2026 December 10-11 | Tokyo, Japan

### HOSTED ALONGSIDE OPEN SOURCE SUMMIT

For over 11 years, Open Networking & Edge Summit has remained the premier event for open networking, edge, cloud, and IoT industries, bringing together technical and business leaders for in-depth, interactive discussions in a neutral and collaborative environment. This dynamic forum fosters innovative planning and strategizing of cutting-edge technologies with the operational support needed to maximize their impact.

This year's event is hosted alongside Open Source Summit Japan given the global nature of the open source ecosystem as the industry undergoes massive transformation. Advancements towards new business models powered by technologies like Kubernetes, AI and APIs enable disaggregation, automation, and dynamic scalability, reshaping how networks are designed and managed. At the Summit, technical and business leaders collaboratively explore these advancements, integrating the latest innovations

with operational and business strategies to push the boundaries of cloud-native networking and edge technologies in a collaborative, open source-driven environment.

With content for communications, cloud, and telecom service providers, as well as enterprise verticals requiring advanced networking capabilities through core, access, and edge, attendees learn to leverage open source ecosystems to realize digital transformation and Industry 4.0.

### Open Networking & Edge Summit 2026 Industry Discussions

- The totality of open source projects across cloud-native networking, edge, connectivity, access, (including domain-specific AI), and automation.
- Generating new revenue streams for service providers leveraging Cloud Native technologies, AI and API exposure
- Enterprises government, global service providers, cloud, and more.
- Input from networking ecosystem decision-makers across architectural, technical and business domains.



Largest neutral, open networking and edge event



**Disruptive Technology focus:**  
AI Use cases in cloud native networking & edge/IOT, access (open RAN, 6G, fixed wireless access), quantum computing, WASM, satellite connectivity, applications & more



Attendees span technical & business executives, enterprise, telecom & cloud service providers, creators, implementers, evangelists, & more



Collaborative format with hallway tracks, visionary & inventor keynotes, and more



Discussions on practical industry challenges in 2026 & beyond

HOSTED BY

THE **LINUX** FOUNDATION | **LF** NETWORKING | **LF** EDGE



## Who Attends?

Since 2011, Open Networking & Edge Summit has grown from a couple hundred attendees in its first year, to a combined tens of thousands of industry thought leaders, thinkers, and doers. Representatives from across 5 continents, over 200 countries, and thousands of professional organizations and passionate speakers all come together to transform “Networking,” to “Open Networking,” to “Open Networking and Edge,” which now includes AI applications and use cases.

- Attendees represent a diversity of cross-industry sectors, including: cloud and telecom service providers; enterprise vertical leaders in **energy, health care, finance, industry, consumer staples, software,** university & research, government technologists, standards and consortium partners, and more.
- Job functions include **CXO, Architect, Developer, Executive Leader, Management, Legal/Compliance, DevOps, Product, Business Development, and more.**

## Attendee Demographics



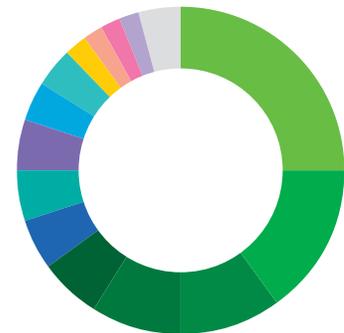
### Industry Breakdown

<span style="color: #4CAF50;">■</span> Information Technology	<b>51%</b>
<span style="color: #4CAF50;">■</span> Telecom	<b>33%</b>
<span style="color: #2196F3;">■</span> Non Profit Organization	<b>7%</b>
<span style="color: #00BCD4;">■</span> Professional Services	<b>4%</b>
<span style="color: #A9A9A9;">■</span> Other	<b>5%</b>



### Job Level Breakdown

<span style="color: #4CAF50;">■</span> Individual Contributor	<b>25%</b>
<span style="color: #4CAF50;">■</span> Director	<b>23%</b>
<span style="color: #4CAF50;">■</span> Manager	<b>15%</b>
<span style="color: #4CAF50;">■</span> CXO / ED	<b>12%</b>
<span style="color: #2196F3;">■</span> VP / SVP / GM	<b>12%</b>
<span style="color: #00BCD4;">■</span> Academic	<b>5%</b>
<span style="color: #A9A9A9;">■</span> Other	<b>8%</b>



### Job Function Breakdown

<span style="color: #4CAF50;">■</span> Executive Leader	<b>25%</b>
<span style="color: #4CAF50;">■</span> Architect	<b>15%</b>
<span style="color: #4CAF50;">■</span> Other	<b>10%</b>
<span style="color: #4CAF50;">■</span> Manager - Technical Teams	<b>9%</b>
<span style="color: #4CAF50;">■</span> Marketing	<b>6%</b>
<span style="color: #2196F3;">■</span> Application Developer (Front-end/Back-end/Mobile/Full Stack)	<b>5%</b>
<span style="color: #00BCD4;">■</span> Product/Biz Dev	<b>5%</b>
<span style="color: #9C27B0;">■</span> Systems/Embedded Developer	<b>5%</b>
<span style="color: #00BCD4;">■</span> Professor / Academic	<b>4%</b>
<span style="color: #00BCD4;">■</span> Manager - Other	<b>4%</b>
<span style="color: #FFC107;">■</span> DevOps/SRE/Sysadmin	<b>2%</b>
<span style="color: #FF9800;">■</span> Media / Analyst	<b>2%</b>
<span style="color: #FF9800;">■</span> Student	<b>2%</b>
<span style="color: #9C27B0;">■</span> Manager - OSPO	<b>2%</b>
<span style="color: #A9A9A9;">■</span> Other	<b>4%</b>



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## Past Sponsors



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## Linux Foundation Networking & Edge Ecosystem Projects

### **NETWORKING**



### **EDGE**



### **THE LINUX FOUNDATION**



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## Sponsorships-at-a-Glance

Contact [sponsorships@linuxfoundation.org](mailto:sponsorships@linuxfoundation.org) to secure your sponsorship today. Please note that we are happy to negotiate custom packages and sponsorships. If you want to help create this show, LF Networking is here to engage with you.

DELIVERABLES	DIAMOND 3 AVAILABLE	GOLD 5 AVAILABLE	SILVER UNLIMITED	BRONZE UNLIMITED
<b>Meeting Room:</b> For private meeting use only.	Private Use - 1 day	Private Use - 2 hours		
<b>Attendee Registration Contact List:</b> Opt-in only	List provided pre and post event	List provided post event		
<b>Speaking Opportunity:</b> Content must be approved by the Program Chairs. No sales or marketing pitches allowed. Session time based on availability.	5-Minute Keynote OR Breakout Session	Breakout Session		
<b>Sponsored Session Attendee List:</b> Opt-in Only	• (if breakout session selected)	•		
<b>Social Media Promotion:</b> From LFN social media handle. All custom posts must be approved by LFN.	1 Custom Post, 1 Group Post, and 1 Re-Post	1 Group Post and 1 Re-Post		
<b>Promotion of Activity in Sponsor Booth:</b> A session, demo, giveaway, or other activity of your choosing will be published and promoted on the conference schedule. Time slots will be communicated by LFN and may not overlap conference sessions.	Promotion of (2) in-booth activities/ time slots	Promotion of (1) in-booth activity/ time slot		
<b>Social Promotion Card:</b> A graphic featuring your company logo alongside the official conference branding - perfect for announcing your participation on social media.	•	•		
<b>Access to Event Press/Analyst List:</b> Contact list shared one week prior to the event for your own outreach.	•	•		
<b>Promotional Recognition:</b> Recognition During Keynote, in Press Releases, Pre-Conference Email Marketing, and on Event Signage and Website	Verbal and Logo	Logo Only		
<b>Marketing Kit:</b> Event branding and social media posts provided to promote your attendance and presence at the event.	•	•	•	•
<b>Collateral Distribution:</b> Laid out in a prominent location near registration onsite.	•	•	•	•
<b>Exhibit Space:</b> Upgrade options available.	(2) tables, tabletop sign with logo, 2 chairs, power, and conference wifi	(1) table, tabletop sign with logo, 2 chairs, power, and conference wifi	(1) table, tabletop sign with logo, 2 chairs, power, and conference wifi	(1) table, tabletop sign with logo, 2 chairs, power, and conference wifi
<b>Lead Retrieval:</b> Live scans, real time reporting and ability to take notes on captured leads. <i>To be used at booth only.</i>	2x	1x	1x	App Only. No physical device provided.
<b>Conference Attendee Passes and 20% Discount on Additional Conference Attendee Passes</b>	15	10	2	2
<b>Post Event Data Report:</b> Provides event demographics and additional details on event performance.	•	•	•	•
	<b>\$30,000</b>	<b>\$20,000</b>	<b>\$10,000</b>	<b>\$5,000</b>

The Linux Foundation reserves the right to increase/decrease the number of available sponsorships and update deliverables based on venue restrictions.

\*Start-ups may secure a Bronze Sponsorship for US\$2,500 provided they (1) Have been in business less than 3 years; (2) Have less than \$5M in annual revenue; and (3) Have less than 30 employees at signing of contract."



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## Marketing Promotional Opportunities



### Attendee T-Shirt \$8,000 • 1 Available

Showcase your logo on the attendee t-shirt! Every attendee at the event will receive an event t-shirt. Our designers always create fun shirts that are worn for years to come. Includes your logo on sleeve of shirt. Pricing includes single color logo imprint. Full color logo imprint available at an additional cost.



### Lanyards \$5,000 • 1 Available

The opportunity for all conference attendees to wear your logo. Logo size and placement subject to lanyard design. Logo must be single color only (no gradient colors).

- Level sponsorship required



### Breaks + Lunch \$5,000 • 2 Available

- Sponsorship includes prominent branding at all break and lunch stations for one day of the event.
- Logo and link on conference website



### Scholarships \$2,500+ • Unlimited

Research shows that more inclusive teams perform better, innovate more, and produce more profitable outcomes. By sponsoring scholarships for under-represented attendees (women and non-binary individuals, persons from marginalized communities, and persons with disabilities), you are not only helping an individual who might not otherwise be able to join the event, but you're also supporting the overall community in achieving better outcomes. Benefits include:

- Logo and link on conference website
- Logo recognition on rotating slides before and after keynotes
- Sponsor recognition in scholarship acceptance notifications



### Track Sponsorship \$3,500 • 3 Per Track Available

- Logo on branded signage outside conference room(s) specific to the track of your choosing.
- Logo on track webpage and in event promotional materials.
- Branding on Conference Video Recordings: Your logo will be included on the opening title slide of all recordings from your chosen track. Videos are publicly available on The LF Networking YouTube Channel and viewed by thousands.
- Level sponsorship required



### Custom Add Ons Price available upon request

If you are looking for a more tailored opportunity to amplify your impact our team is happy to work with you to come up with a customized add on to meet your organization's individual needs.