



December 8-10, 2025 | Tokyo, Japan

2025 SPONSORSHIP

PROSPECTUS

“ ATTENDING THIS EVENT WAS A GREAT WAY TO SEE THAT FANTASTIC IMPROVEMENTS ARE HAPPENING IN OUR INDUSTRY. ”

“ OPEN SOURCE SUMMIT IS A FUNDAMENTAL GATHERING PLACE FOR EXCHANGING IDEAS ACROSS PROJECTS AND MEETING ALL OF THE PEOPLE WHO MAKE OPEN SOURCE COMMUNITIES WORK. ”

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“ OSS GETS YOUR CREATIVE JUICES FLOWING. IT HELPS PROVIDE CLARITY ON WHAT’S IMPORTANT AND HOW TO ACHIEVE IT. ”



Open Source Summit

Open Source Summit is a conference umbrella, composed of a collection of events covering the most important technologies, topics and issues TOUCHING open source today.

Who Attends

Developers

Systems, Embedded, Applications,
Kernel & Operating Systems

Operations

Architects, SRE, Site Reliability Engineers,
DevOps, SysAdmins

Community & Leadership

Technical Managers, Community Managers,
Executive Leaders, Legal & Compliance, Operations
& Processing Management, OSPO Teams

Academic/Media/Other

Professors, Students, Media, Analysts



AI_dev

AI_dev: Open Source GenAI & ML Summit unites the brightest developers from around the world to ignite discussions, foster collaborations, and shape the trajectory of open source AI.

Who Attends

Software Developers & Engineers

From ML beginners to seasoned GenAI experts.

Machine Learning Engineers

Who implement, maintain, and innovate with ML algorithms and tools.

AI Researchers

From academia and industry.

Open Source Contributors

Involved in AI and ML projects, looking to collaborate, learn, and grow.

2025 Topics

- Foundations, Frameworks and Tools For Machine Learning
- MLOps, GenOps and DataOps
- Generative AI and Creative Computing
- Autonomous AI and Reinforcement Learning
- Natural Language Processing and Computer Vision
- Edge and Distributing AI
- Data Engineering and Management
- Community and Ecosystem Building
- Responsible AI: Ethics, Security, and Governance in AI

Why Sponsor

Sponsoring Open Source Summit & AI_dev gives you the opportunity to reach a diverse and multi-faceted audience of open source practitioners, in one place.

Many organizations are engaged in a number of the technology areas covered at Open Source Summit & AI_dev, making this the one conference providing you the opportunity to connect with many communities at one event.



Increase brand awareness & recognition



Showcase thought leadership



Recruit and acquire top talent



Generate sales leads and customers



Leverage highly targeted marketing opportunities



Take advantage of media exposure & PR announcements



Display products, services & technologies



Create new partnerships & alliances



Gain valuable mindshare from developers, technologists and business leaders

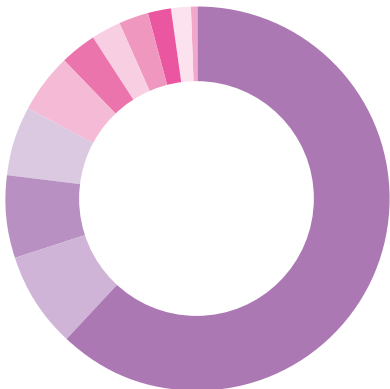


Demonstrate support for the important work of the open source community

“ WE MET SOME OF THE BRIGHTEST AND MOST TALENTED ATTENDEES, AND LEARNED FIRSTHAND FROM INDUSTRY LEADERS. THE EVENTS AND SPONSORSHIP TEAM MADE SURE WE HAD EVERYTHING WE NEEDED FOR A SUCCESSFUL EVENT. WE’RE LOOKING FORWARD TO MORE LINUX FOUNDATION EVENTS IN THE FUTURE! ”

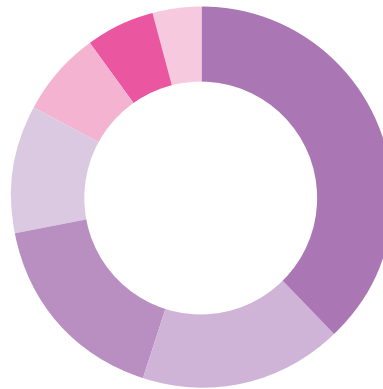
2023 Attendee Demographics

- **786** total attendees
- Attendees from **330** organizations
- **77%** of all attendees were from the United States, Canada, and Mexico



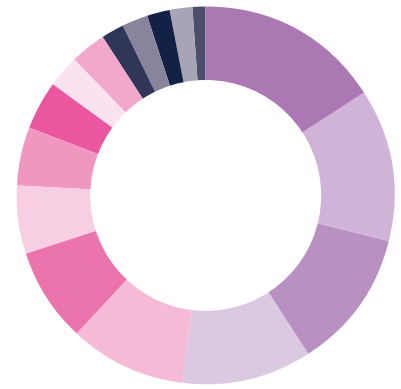
Industry

- Information Technology **52%**
- Non-Profit **13%**
- Automotive **11%**
- Industrials **7%**
- Telecommunications **5%**
- Professional Services **4%**
- Financials **4%**
- Consumer Goods **2%**
- Materials **1%**
- Energy **0.5%**
- Healthcare **0.5%**



Job Level

- Individual Contributor **27%**
- Other **23%**
- Manager **19%**
- Director **10%**
- Academic **9%**
- CXO / ED **6%**
- VP / SVP / GM **6%**

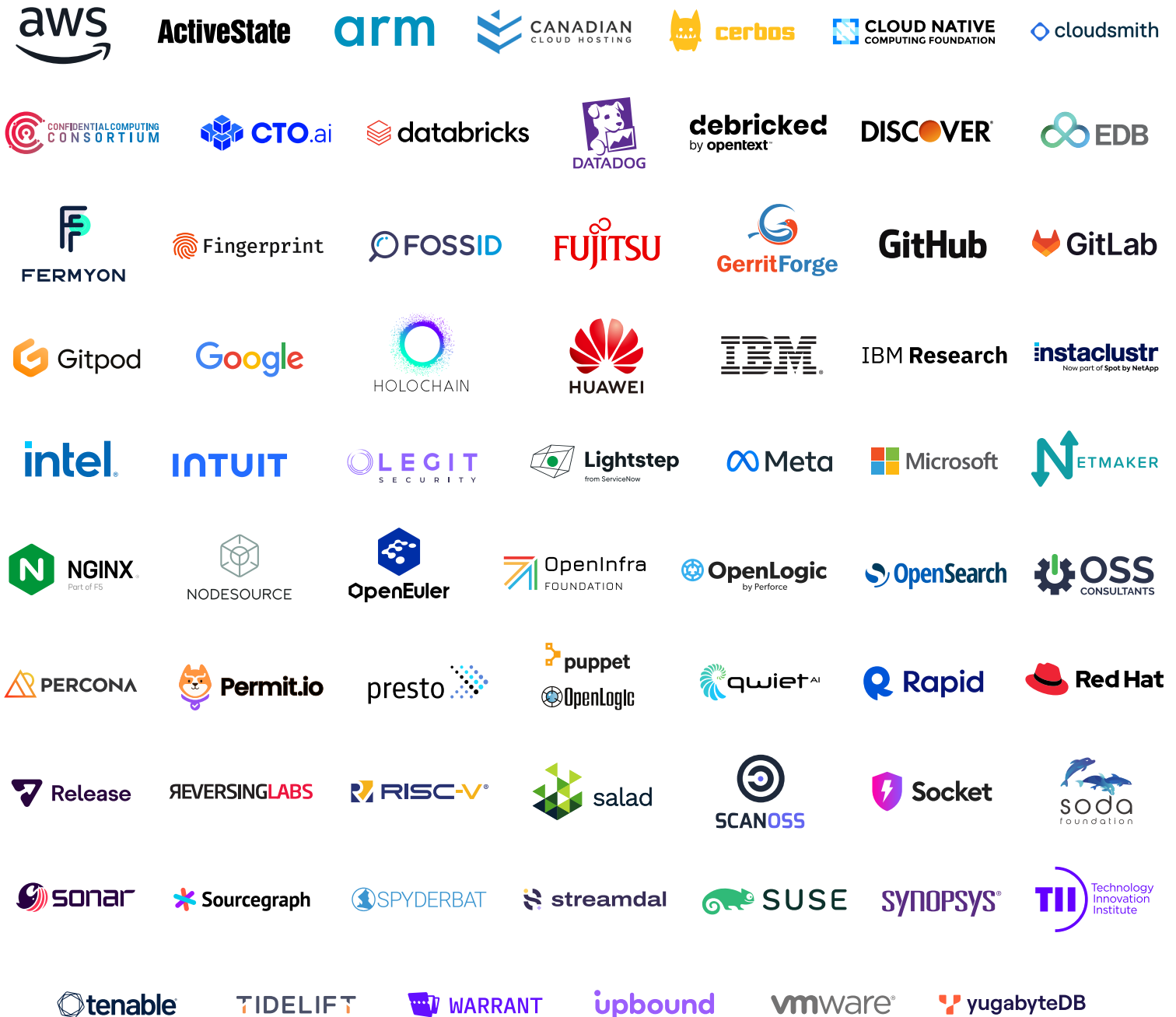


Job Function

- Systems/Embedded Developer **14%**
- Application Developer **9%**
- Architect **9%**
- Executive Leader **9%**
- Manager - Technical Teams **7%**
- Student **7%**
- Kernel/Operating Systems Developer **6%**
- DevOps/SRE/Sysadmin **5%**
- Marketing **5%**
- Manager - Other **4%**
- Manager- OSPO **4%**
- Product/Biz Dev **3%**
- Academic **3%**
- Media/Analyst **2%**
- Legal / Compliance **2%**

**Demographics are from the Open Source Summit Japan 2023.*

Previous Sponsors




Sponsorships-at-a-Glance Contact sponsorships@linuxfoundation.org to secure your sponsorship today.	DIAMOND 4 AVAILABLE	PLATINUM 8 AVAILABLE	GOLD 10 AVAILABLE	SILVER UNLIMITED	BRONZE UNLIMITED
Meeting Room: For private meeting use only.	Private Use - 3 Days	Private Use - 1 Day			
Attendee List with Contact Information (Opt-In Registrants)	Attendee Registration Opt-In List Pre and Post Event+ Sponsored Session Attendee List (if sponsored session is selected)	Attendee Registration Opt-in List Post Event + Sponsored Session Attendee List (if sponsored session is selected)	Sponsored Session Attendee List		
Speaking Opportunity: Content must be approved by PC and the LF. Based on availability.	10-minute Keynote OR Conference Session	5-minute Keynote OR Conference Session	Conference Session OR BoF		
Post-Event Marketing & Resource Package: Resources for ongoing engagement and momentum, including a short sponsor-specific video highlight reel (including photos of your booth, speakers, and session) press coverage links, and session recording file, which will be delivered approximately 3 weeks post-event.	Sponsor-Specific Video Highlight Reel, Press Coverage Links, and Sponsor Session Recording File	Sponsor Session Recording File	Sponsor Session Recording File		
Social Media Promotion from The Linux Foundation X (formally Twitter) Account	2 X (formally Twitter) Posts and 1 Re-Share	1 X (formally Twitter) Post and 1 Re-Share	1 X (formally Twitter) Post with other Gold Sponsors and 1 Re-Share		
Promotion of Sponsor-hosted demo or mini session at booth: Listed on the official event schedule. Can occur during official event breaks only. Time slots will be communicated by Sponsor Services.	Promotion of (2) sponsor in-booth demo	Promotion of (2) sponsor in-booth demo	Promotion of (1) sponsor in-booth demo		
Sponsor/Event Social Cards: Your company logo along with event logo on social card designed for easy sharing on social media platforms.	•	•	•	•	
Promotional Recognition	Verbal and Logo Recognition During Keynote, in Press Releases, and on Event Signage and Website	Verbal and Logo Recognition During Keynote, in Press Releases, and on Event Signage and Website	Logo Recognition During Keynote, in Press Releases, and on Event Signage and Website	Logo Recognition During Keynote, in Press Releases, and on Event Signage and Website	Logo Recognition on Event Signage and Website
Marketing Kit: Custom graphics and social media posts provided to promote your attendance and presence at the event.	•	•	•	•	•
Collateral Distribution: Laid out in a prominent location near registration onsite.	•	•	•	•	•
Access to Event Press/Analyst List: Contact list shared one week prior to the event for your own outreach.	•	•	•	•	•
Exhibit Booth (Upgrade options available)	8'x8' space includes (2) tables, tabletop sign with logo, 2 chairs, power, and conference wifi	8'x8' space includes (2) tables, tabletop sign with logo, 2 chairs, power, and conference wifi	6'x6' space includes (1) table, tabletop sign with logo, 2 chairs, power, and conference wifi	6'x6' space includes (1) table, tabletop sign with logo, 2 chairs, power, and conference wifi	6'x6' space includes (1) table, tabletop sign with logo, 2 chairs, power, and conference wifi
Lead Retrieval Devices: Live scans, real time reporting and ability to take notes on captured leads.	2x	1x	1x	1x	1x
Conference Attendee Passes and 20% Discount on Additional Conference Attendee Passes	30	20	15	10	3
Post Event Data Report: Provides event demographics and additional details on event performance.	•	•	•	•	•
Sponsorship Cost	\$65,000	\$42,000	\$27,500	\$15,000	\$8,000

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\$4,000 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.


Promotional Marketing Opportunities




Open Source Summit Speed Networking & Mentoring Session \$2,000 • 1 Available
Sponsors will receive recognition in the session, the opportunity to provide collateral to distribute at session, and logo on website and signage.




Diversity, Equity, Inclusion, and Accessibility (DEIA) Event \$10,000 • 1 Available
Support an exclusive event for attendees from marginalized communities to gather and network with the option to feature a speaker from your organization for a portion of the DEIA Event.




Lanyards \$8,000 • 1 Available
Every in-person attendee at the event will wear a name badge and lanyard and your logo will appear across the lanyard. Pricing includes single color logo imprint. Full color logo imprint available at an additional cost. Level sponsorship required.




Attendee T-Shirt \$15,000 - 1 Available
Every in-person 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.




Keynote Live Stream & Recording \$7,000 • 1 Available
Includes logo on live stream home page and event website. Sponsor will be allowed to use recordings on their website or in promotional materials via embedded code.




Onsite Happy Hour & Onsite Reception \$12,500 • 1 Available
Spark conversation about your brand during our Tux Trek. Your company can host this evening with exclusive branding on all food and drink stations and prominently placed signage. Level sponsorship required.




Breakfast & Breaks \$15,000 • 3 Available
Sponsorship includes prominent branding at all breakfast & break stations for one day of the event. Level sponsorship required.



Lunch \$10,000 • 3 Available
Sponsorship includes prominent branding at all lunch stations for one day of the event. Level sponsorship required.



Wireless Access Sponsorship \$15,000 • 1 Available
Conference wifi will be named after sponsor. Level sponsorship required.



Diversity Scholarships \$2,500 minimum • Unlimited
Research shows that teams with diverse members and those that are more inclusive, perform better, innovate more, and produce more profitable outcomes. By sponsoring scholarships for diverse attendees (women and non-binary, 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, you're also helping the overall community achieve 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.

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.

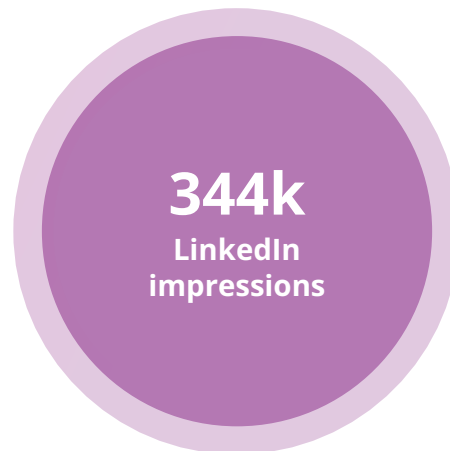
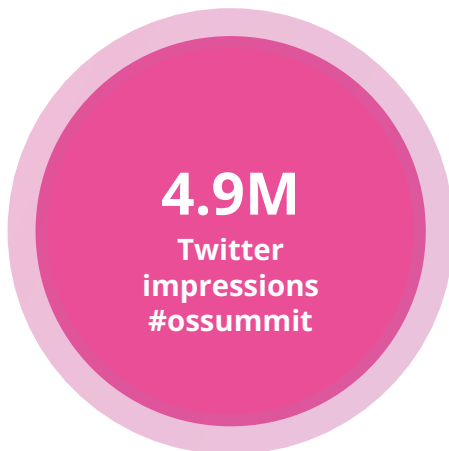
Media Coverage

Share Announcements and News with global media outlets covering the event.

Previous participants included:



During our OSS Japan 2023 event window, November 28 - December 12, 2023



Participate in all 2025 Open Source Summit Events!

North America

June 23-25, 2025 | Denver, CO

Korea

November 5, 2025 | Seoul, Korea

Europe

August 25-27, 2025 | Amsterdam, Netherlands

Japan

December 8-10, 2025 | Tokyo, Japan

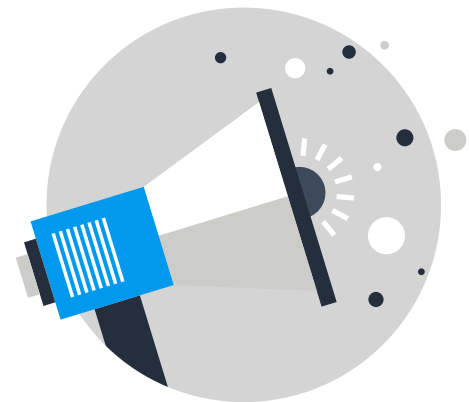
India

August 4, 2025 | Hyderabad, India

Sponsorship Bundles & Custom Packages

Interested in sponsoring multiple events and/or creating a custom sponsor package? We offer bundled sponsorship package discounts and are happy to work with you to create a customized package to meet your organization's individual needs.

Linux Foundation Corporate Members receive sponsorship discounts on Linux Foundation events; 5% discount or 7% when signing up for multiple events at once.



“
THE BEST INCLUSIVE CONFERENCE OF
THE YEAR. TALKS, PEOPLE, SPONSORS
AND PROJECTS ARE JUST AMAZING”



Contact sponsorships@linuxfoundation.org
to secure your sponsorship today.

www.events.linuxfoundation.org