December 2-4, 2020

2020 Sponsorship Prospectus
Due to continuing COVID-19 safety concerns, we are transitioning Open Source Summit Japan + Automotive Linux Summit to a virtual experience. As our physical event shifts to a virtual one, we are taking thoughtful actions to create an immersive digital experience for all event participants.

We’re excited to invite you to sponsor the reimagined Open Source Summit Japan + Automotive Linux Summit 2020 - a virtual experience where we will continue to shape the future of open source, together.

Sponsor benefits include many of those that existed previously for the face-to-face event, as well as many new ones! In addition, a virtual event vastly expands the number of attendees you can reach around the world.

**Event Participants will be able to:**

- Attend informative educational sessions and tutorials, and participate in a live speaker Q&A
- Join the ‘hallway track’ and collaborate via topic-based networking lounges in a group chat, plus connect with attendees in a 1:1 chat
- Visit the virtual sponsor showcase and booths, and speak directly with company representatives, view demos, download resources, view job openings, and share contact info
- Gamify their event experience, earning points and winning prizes by attending sessions, visiting sponsor booths, answering trivia questions and more!
- Benefit from on-demand content post event, to view sponsor resources and conference sessions for a year

**OPEN SOURCE SUMMIT JAPAN + AUTOMOTIVE LINUX SUMMIT 2020 IS NOW A VIRTUAL EXPERIENCE, Happening December 2-4, 2020.**
December 2-4, 2020 | Virtual Experience

Open Source Summit is the leading conference for developers, architects and other technologists – as well as open source community and industry leaders – to collaborate, share information, learn about the latest technologies and gain a competitive advantage by using innovative open solutions.

Open Source Summit connects the open source ecosystem under one roof. It covers cornerstone open source technologies; helps ecosystem leaders to navigate open source transformation; and delves into the newest technologies and latest trends touching open source. It is an extraordinary opportunity for cross pollination between the developers, sysadmins, DevOps professionals, IT architects, and business & community leaders driving the future of technology.

Attendees join the event to:

- Learn about the latest trends in open source and automotive
- Explore career opportunities with the world’s leading technology companies
- Access leading experts to learn how to navigate the complex open source environment
- Find out how others have used open source to gain efficiencies and increase innovation internally
- Gain a competitive advantage learning about new innovative open solutions & technologies.
- Find out what industry-leading companies and projects are doing in the future, and where technologies are headed

Sponsorships offer a multitude of benefits:

- Valuable mindshare from developers, technologists and business leaders
- Increase brand awareness & recognition
- Thought Leadership
- Talent Recruitment
- Media Coverage
- Showcase Products & Technologies
- Create New Partnerships
- Generate Sales Leads
- Community participation in your projects and alliances & customers
- Support the important work of the open source community

2,000+ Attendees Are Expected to Join the 2020 Virtual Event.
2019 EVENT HIGHLIGHTS

1000+ Attendees from 284 organizations across 40 countries
Sponsors generated up to 213 leads in exhibit booths
96% of attendees visit exhibit booths onsite
More than 75 senior executive and C-level decision-makers joined the event
66% of attendees were in technical positions

95% of attendees found the event a valuable use of time and plan to attend again in the future

ATTENDEE DEMOGRAPHICS

Industry
- Software / Internet 48.35%
- Automotive / Transport 17.52%
- Internet or Web Services 10.13%
- Education / Research 3.98%
- Media / Publishing 2.84%
- Consulting 2.50%
- Non-profit 2.50%
- Telecommunications 2.28%
- Banking / Finance / Insurance 1.71%
- Carriers / Telecommunications 1.48%
- Industrial Manufacturing & Machinery 1.37%
- Government 0.57%
- Healthcare / Medical Devices / Rx 0.57%
- Transportation / Logistics / Warehousing 0.46%
- Aerospace / Defense 0.34%
- Associations / Trade Groups / Foundations 0.34%
- Energy 0.34%
- Retail / E-Commerce 0.34%
- Other 2.39%

Job Level
- Individual Contributor 36.57%
- Manager 21.53%
- Director 8.57%
- Academic 7.21%
- CXO / ED 5.02%
- VP / SVP / GM 2.82%
- Other 18.29%

Job Function
- Developer 12.96%
- Sales/Marketing/Business Development 10.97%
- Student 5.64%
- Executive Management (VP/CxO) 4.49%
- Product Management 3.87%
- IT Operations - DevOps 3.66%
- Media/Analyst 2.4%
- Legal / Compliance 2.3%
- IT Operatons - Sys Admin 2.3%
- Program Office Leader 1.36%
- Professor/Academic 1.25%
- Other 6.27%

Country
- Japan 60.30%
- United States 8.00%
- India 6.30%
- South Korea 3.90%
- China 3.20%
- United Kingdom 2.50%
- Germany 2.20%
- Taiwan 1.10%
- France 1.00%
- Other 5.9%
From our presentation in #OSSSummit in Tokyo, thanks again for all the awesome contributions from the Japanese community to #OpenAPI #Generator. Looking forward to the next Open Source Summit. #OpenSource #AutoLinux #OSSummit

Great panel session moderated by @steinphatan at #OSSummit Tokyo. Very interesting to learn from end users what challenges they are facing in cloud-native storage management.

Knowledge is power. Documenting knowledge encourages equity and inclusion. ❤️ #osssummit

Very much enjoyed being part of the Civil Infrastructure Platform team at #OSSummit Japan @linuxfoundation - great team, great event!

A great week in Japan for @linuxfoundation #OSSummit 2019 and @IBMJapan office to discuss #OpenSource & @IBMDeveloper transformation. Thank you to all my community friends and @IBM colleagues! どうもありがとうございました! @tmmoore_1 @bradtopol @wejada223 @rvlford @CalforCode

Great presentation by Xing and Takei-san on building telemetry and anomaly detection for storage #opensds #OpenDataAutonomy #events #osssummit

At #OSSummit with @HarshitPrasad8 . Amazing speakers lined up and great experience. 😊 #osssummit @linuxfoundation

Had the best time in Japan at @linuxfoundation #ossmit. Thanks to @codeline2 for sending me!
BENEFITS OF SPONSORING

Generate new partnerships, alliances & customers
Increase brand awareness & recognition
Showcase your thought leadership
Demonstrate support for the Linux & open cloud communities

Take advantage of media exposure & PR announcements
Showcase products, services & technologies
Leverage highly targeted marketing opportunities
Recruit and acquire top talent
PAST ATTENDEES INCLUDE:

CTO
Abalta Technologies
CTO
Acer Inc.
Deputy CTO
ACTIA Automotive SA
Engineer
ADIT
Associate Director
Advanced Data Controls Corp.
Engineer
Advanced Driver Information Technology
Enterprise Architect
Akamai Technologies
Director of Vehicle Software and Systems Architecture
Alta Motors
Search CX Support Engineer
Amazon Inc
CEO
Amegumi Inc
Director
Aquinet
Sr. Manager, IoT Ecosystem
Arm
Director, Innovation
Audionic
Sr. Software Engineer
Autodesk
Executive Director
Automotive Grade Linux
Program Manager
Azure
Senior Technical Evangelist
Black Duck by Synopsys
CTO Office, Compute Architecture
Bloomberg LP
Software Engineer
bot.com
Developer
Booking.com B.V.
Engineering Manager
Bose Automotive G.K.
Senior Mgr., Software Engineering
Bose Corporation
General Manager
Brison Inc.
Engineer
CANON
TEST ARCHITECT
CERNER
Senior Systems Engineer
Cisco Japan
CTO
Cloud Foundry Foundation
Executive Director
Cloud Native Computing Foundation
Software Engineer
CloudMosa, Inc.
Chief Engineer
CSA
Software Developer
CodeThink Ltd
Director
Concurrent Nippon Corporation/Application Engineering
System Architect
Continental Automotive Japan
Software developer
Credit Suisse
Software Engineer
Cyber Trust Co., Ltd.
SRE
CyberAgent, Inc.
Software Engineer
Cybozu Labs, Inc.
Head of Onboard-System Architecture and IoT
Daimler AG - Mercedes-Benz Vans
Developer
Debian
Engineer
DENSO
Technical Director
DICE / EA
Senior Project Manager
Elektrobit Nippon KK
CTO Automotive & Embedded Systems
EPAM
Architect/Tech Evangelist
ExxonMobil
Technical Fellow
Faraday Future
Software Engineer
Fidelity Investments
Engineer
FirstServer, Inc.
Founder
Flowchain
Contributor
Forbes
Deputy Head of Department
Fujitsu
Software Engineer
Furukawa Electric Co., Ltd.
Editorial Staff
Gijutsu Hyoron Co. Ltd.
Devops
Goldman Sachs
Software Engineer
Google
VP of Asia-Pacific Operations
Green Hills Software
Founder
HashiCorp
Sr Data Architect
HERE Technologies
Lead Architect
Hewlett Packard Enterprise
Group Manager
Hitachi Solutions, Ltd.
Chief Engineer
Honda R&D Co., Ltd. Automobile R&D Center
Director Software Engineering
Houghton Mifflin Harcourt
Director of Storage Open Source Department
Huawei
Research Engineer
Hyundai Motor Company
Application Security Engineer
Indeed
Engineer
Industrial Technology Research Institute
CEO
KDDI Research
Principal Software Engineer
Konsulko Group
Principal Engineer
LG Electronics
Technical Director
Linaro
Engineer
Macnica Solutions Corp
Research Manager
Mazda Motor Corporation
Senior Technical Manager
MediaTek Inc.
Open Source Senior Software Engineer
Senior Technical Manager
Mediatek Technology
Head Researcher
Mitsubishi Electric Corporation
R&D Architect
Mitsui & Co., Ltd.
Application Engineer
Monolithic Power Systems
Software Engineer
Nanjing Fujitsu Nanda Software Technology Co., Ltd
Senior Expert
NEC
Senior Research Engineer
Nippon Telegraph and Telephone
Executive Director
Nomura Securities Co., Ltd.
Open Source Complience Officer
OLYMPUS Corp.
CEO
Open Invention Network
Chairman of the Board / Research Fellow
OpenID Foundation / NRI
Developer
Orange // SSPO
Engineer
Osaka NDS
Engineer
Panasonic
Associate Analyst
nogwami
PAST ATTENDEES INCLUDE:

**Product Manager**
Pinterest

**IoT Services**
Plat’Home Co., Ltd.

**CEO**
PowerBoosterFuel

**Engineer**
Privater

**Senior Engineer**
Qualcomm CDMA Technologies

**Developer**
Ragnatech

**Managing Director**
RAL Capital Ltd

**Country Manager**
RealVNC

**Director**
Robert Bosch GmbH

**Head of Software Development Center**
ROHM Semiconductor GmbH

**Developer Advocate**
SAKURA Internet Inc.

**Software Engineer**
Salesforce

**Linux Kernel Media Maintainer**
Samsung

**Expert Engineer**
SELTECH Corporation

**Senior Systems Engineer**
Sharjah Economic Development Department

**Manager**
Shimafuji Electric Inc.

**Developer**
Shinhancard

**Software Architect**
Siemens AG

**Engineer**
Socionext Inc.

**Technician support**
Sogebank S.A

**Senior Staff Software Engineer**
Sony

**Infrastructure Engineer**
Start Today Technologies, Inc

**Manager, Engineering Management DIV.**
Subaru Corp.

**Engineer**
Suzuki Motor Corporation

**SysAdmin**
Swissquote

**Research Scientist**
Toshiba

**Architect**
Toyota InfoTechnology Center Co., Ltd.

**Group Manager**
TOYOTA MOTOR CORPORATION

**Software Engineer**
Trend Micro Inc.

**Sr. Program Manager**
Uber Technologies

**Operating Officer**
Ubiquitous Corporation

**Software Engineer**
UBS

**Middleware Engineer**
Witz Corporation

**Engineer**
Xevo K.K.

**Engineer**
Yahoo Japan

**Big Data Researcher**
Yarch

**Software Engineer**
Yazaki Corporation
<table>
<thead>
<tr>
<th>Sponsorship Opportunities</th>
<th>DIAMOND</th>
<th>PLATINUM</th>
<th>GOLD</th>
<th>SILVER</th>
<th>BRONZE</th>
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</thead>
<tbody>
<tr>
<td><strong>Assistance with Press Bookings at Event:</strong> Helping you get the most out of an event announcement.</td>
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<tr>
<td><strong>Pre or During Conference Email Blast:</strong> To be sent by The Linux Foundation to our opted-in mailing list. Email option is based on sponsorship level.</td>
<td>Pre AND During</td>
<td>Pre OR During</td>
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<tr>
<td><strong>Onsite Recognition during Opening Keynote Session:</strong> By event emcee.</td>
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<tr>
<td>Opportunity to add custom questions to the post event attendee survey. Follow-up reporting will be provided with survey results.</td>
<td>2</td>
<td>1</td>
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<tr>
<td><strong>Takeover of the “Ask the Experts” Channel:</strong> Sponsor will have the opportunity to host their own 30 minute “Ask the Experts” session.</td>
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<tr>
<td>Speaking Opportunity with contact info of opted-in attendees provided. Sponsor recognition in the session chat with a link of the sponsors choice posted during the session. Opt-in attendee list and session metrics will be provided postevent. All sponsor content must be approved by Program Committee and The Linux Foundation. Speaking slots based on availability.</td>
<td>15-minute Keynote OR 1 Hour Tutorial</td>
<td>5-minute Keynote OR 1 Hour Tutorial</td>
<td>Conference Session or BoF</td>
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<tr>
<td><strong>Social Media Promotion of Sponsorship:</strong> From the Linux Foundation channels and the Linux Foundation Events channels via Twitter, Facebook, and LinkedIn. Sponsor can provide custom content (must be approved by the Linux Foundation).</td>
<td>5x</td>
<td>4x</td>
<td>3x</td>
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<tr>
<td><strong>Social Media Re-share:</strong> The Linux Foundation Twitter account will re-tweet 1 post of the sponsors choosing. Timing will be determined the The Linux Foundation.</td>
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<td><strong>Sponsor Designation in Press Releases:</strong> Recognition as sponsor in body of release.</td>
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<tr>
<td><strong>Keynote Branding:</strong> Logo prominently displayed.</td>
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<td><strong>Recognition in Pre-Conference Email Marketing:</strong> Includes company logo linked with URL of your choice.</td>
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<tr>
<td><strong>Recognition on Event Website:</strong> Logo displayed on all pages of event website, linking to URL of your choice.</td>
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<tr>
<td><strong>Prominent Branding throughout virtual conference.</strong></td>
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<td><strong>Virtual Exhibit Booth:</strong> See below for inclusions.</td>
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<td>Ability to generate leads with attendee contact information for those that visit your booth.</td>
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<td>Chat function with booth attendees</td>
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<tr>
<td>Ability to link to resources, social media, job postings etc.</td>
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<tr>
<td><strong>Virtual “Swag Bag” with contact info of opted-in attendees provided:</strong> Sponsors will have the opportunity to add a giveaway or raffle item on a dedicated page on the event site. Attendees will opt-in to participate. All opt-in information will be shared with the sponsor. Any physical items will be fulfilled directly by the sponsor.</td>
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<tr>
<td><strong>Event Registration Passes.</strong></td>
<td>50</td>
<td>40</td>
<td>30</td>
<td>20</td>
<td>10</td>
</tr>
<tr>
<td><strong>20% Discount on Additional Conference Passes:</strong> For use by your customers, partners or colleagues.</td>
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<tr>
<td><strong>Sponsorship Cost</strong></td>
<td>$42,000</td>
<td>$30,000</td>
<td>$20,000</td>
<td>$15,000</td>
<td>$8,000</td>
</tr>
</tbody>
</table>

*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.

**Keynote sessions are not eligible to receive the opt-in attendee contact list. Keynote sessions also do not allow for a link of sponsors choice to be provided to attendees viewing the keynote.

The Linux Foundation reserves the right to increase/decrease the number of available sponsorships and update deliverables based on venue restrictions.
Open source communities are nearly always virtual and distributed, so when they get together face to face, they can make quick progress on issues big and small. In this way, events help maintain the vibrancy of global open source communities and ensure their long-term sustainability.

Open source is ubiquitous in computing—nearly all leading organizations use it to power their work. To deliver the most innovative products and services to their users and customers, companies must learn directly from the technologists who steer the most widely used and influential projects.

Linux Foundation Events are the meeting place of choice for open source maintainers, developers, architects, infrastructure managers and sysadmins, as well as technologists leading open source program offices, DevRel teams and other critical leadership functions. They are:

- The best place to quickly gain visibility within the open source community and to advance open source development work by forming connections with the people evaluating and creating the next generation of technology.
- A forum to identify software trends early to inform future technology investments.
- The ripest recruiting ground in today's technology landscape.
- The ideal venue to showcase technologies and services to influential open source professionals, media, and analysts around the globe.

The Linux Foundation brings together companies and individual contributors to build the greatest shared technology in history. We provide the events, training, certification, open source best practices and marketing, and necessary to build, scale, and sustain critical open source projects and communities. As the home of over 200 open source projects driving critical technologies, there is no organization better positioned to gather the open source community for important face to face interaction to drive innovation across open source. And, unlike for-profit event management firms, any money generated by our events is channeled back into supporting open source communities to support their growth.

Contact us today for more information on sponsoring at sponsorships@linuxfoundation.org.
2019 LF EVENT AUDIENCE SNAPSHOT

ATTENDANCE
42,000+ attendees
31.25% YoY Growth

REPRESENTING
12,000+ organizations
Including corporations, associations and academic institutions worldwide

FROM
141 countries

39.5% of attendees are from the US
2.7% of attendees from Canada
6.5% of attendees from Germany
4.4% of attendees from the UK
2.9% of attendees from France
2.6% of attendees from the Netherlands
10.5% of attendees from India
3.6% of attendees from Japan
2.2% of attendees from South Korea
2% of attendees from Australia

AUDIENCE BY COMPANY SIZE

<table>
<thead>
<tr>
<th>COMPANY SIZE</th>
<th>SUM OF %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 49</td>
<td>16%</td>
</tr>
<tr>
<td>50 - 499</td>
<td>21%</td>
</tr>
<tr>
<td>500 - 999</td>
<td>6%</td>
</tr>
<tr>
<td>1,000–2,999</td>
<td>10%</td>
</tr>
<tr>
<td>3,000+</td>
<td>47%</td>
</tr>
</tbody>
</table>

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3.6% of attendees from Japan
2.2% of attendees from South Korea
2% of attendees from Australia
2019 LF EVENT AUDIENCE SNAPSHOT (CON’T)

AUDIENCE BY JOB FUNCTION

- Developer: 37%
- Architect: 17%
- DevOps / System Administration: 13%
- Executive Management: 9%
- Student / Professor / Academic: 6%
- Product Management: 6%
- Other: 4%
- Program Office Leader: 4%
- Legal / Compliance: 2%
- Media / Analyst: 2%

AUDIENCE BY INDUSTRY

- Software / Internet: 54%
- Hardware / Electronics: 7%
- Solutions Provider / IT Consultancy: 5%
- Education / Research: 3%
- Automotive: 2%
- Healthcare: 1%
- Other: 5%
- Finance / Banking / Insurance: 7%
- Carriers / Telecom: 6%
- Associations / Trade Groups / Foundations: 4%
- Media / Advertising / Publishing: 3%
- Retail / Wholesale Trade: 2%
- Aerospace / Defense: 1%

PRESS & SOCIAL MEDIA

Linux Foundation Events are highly engaging and interactive. Our 2019 events generated:

- 30,000+ media clips
- 2,000,000,000+ potential impressions
- 90,000+ social media engagements on Facebook & Twitter
- 730,000,000+ event keyword impressions on social media
- Nearly 500 media professionals attended, representing global media outlets
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.

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

www.events.linuxfoundation.org