ONE SUMMIT - April 29 - May 1
DEVELOPER & TESTING FORUM - May 2 - 3
San Jose, CA

2024 SPONSORSHIP PROSPECTUS

HOSTED BY

THE LINUX FOUNDATION | LF NETWORKING | LF EDGE
ONE Summit
April 29 - May 1, 2024 | San Jose, CA

Celebrating 10+ Years of Open Networking

ONE Summit is the top open networking & edge/IOT industry event that brings together technical and business decision makers for in-depth, interactive conversations in a neutral and collaborative environment. Together, ecosystem thinkers and doers collaboratively plan how to integrate the latest innovations and the operational support necessary to leverage them.

For over 10 years, ONE Summit has enabled interactive, real world conversations on the challenges, opportunities, and technology of networking and its ecosystems. At the heart of global network transformation, ONE Summit enables networks of the future. In 2024, ONE Summit returns to its Silicon Valley roots where the industry will gather to plan the next decade of disruption fueled by open source use cases across AI in networking, edge/IoT, Open RAN, 6G, enhanced access & connectivity, quantum computing, WASM, and more tech not yet imagined.

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.

ONE Summit 2024 Industry Discussions

• The totality of open source projects across cloud-native networking, edge, connectivity, access, AI, and automation.

• The challenges of interoperability, integration, rapid CI/CD, security, and operations maintenance of end-to-end solutions.

• 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 back in Silicon Valley

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, community-curated mini-summits, and more

Discussions on practical industry challenges in 2024 & beyond
Who Attends?

Since 2011, ONE Summit (formerly ONS — Open Networking 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**
- Information 58%
- Telecom 33%
- Professional 3%
- Non Profit 3%
- Consumer Goods 1%
- Other 1%

**Job Level**
- Individual Contributor 33%
- Director 20%
- Manager 16%
- VP / SVP / GM 11%
- Other 9%
- CXO / ED 8%
- Academic 3%
- No Value 1%

**Job Function**
- Manager - Technical Teams 23%
- Product/Biz Dev 19%
- Other 19%
- Systems/Embedded Developer 7%
- Manager - Other 7%
- Marketing 7%
- Manager OSPO 5%
- Media Analyst 4%
- Student 3%
- Professor/Academic 3%
- No Value 2%
Past Sponsors

- Caviz
- Databank
- Cloud Native Computing Foundation
- Dell Technologies
- Dorado Software
- Futurewei Technologies
- Hedgehog
- Huawei
- IBM
- Intel
- Juniper Networks
- Kaloom
- Kyndryl
- Mirantis
- Nokia
- Pantheon Technologies
- Portainer.io
- Red Hat
- SUSE
- Zadara
- Zededa
Linux Foundation Networking & Edge Ecosystem Projects

**LF NETWORKING**

- Anuket
- EMCO
- F5.io
- L3AF
- ODIM
- ONAP
- OPEN DAYLIGHT
- tungsten fabric
- XG Vela

**LF EDGE**

- AKRAINo
- PROJECT ALVARIUM
- BAETYL
- EDGE X FOUNDRY
- eKuiper
- FLEDGE
- FIDO DEVICE ONBOARD
- HOME EDGE
- OPEN HORIZON
- STATE OF THE EDGE

**LF CONNECTIVITY**

- CAMARA
- DENT
- DPDK
- eBPF
- GOV-OPS 5G
- mmLFC
- magma
- NEPHIO
- OPEN 19
- ORAN ALLIANCE
- SONiC
- Sylva
Sponsorships-at-a-Glance

Contact 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.

<table>
<thead>
<tr>
<th>CATEGORY DELIVERABLES</th>
<th>DIAMOND 4 AVAILABLE</th>
<th>PLATINUM 4 AVAILABLE</th>
<th>GOLD 6 AVAILABLE</th>
<th>SILVER UNLIMITED</th>
<th>BRONZE UNLIMITED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Speaking Opportunity</td>
<td>Keynote Presentation: Content to be approved by program committee</td>
<td>10-minute Keynote</td>
<td>5-minute Keynote</td>
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<tr>
<td></td>
<td>Breakout Session: Content to be approved by program committee. Final breakout session types TBD</td>
<td>Conference Session</td>
<td>Conference Session</td>
<td>Lightning Talk</td>
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<tr>
<td>Onsite Experience</td>
<td>Recognition on Event Signage: Sponsor logo on conference signage</td>
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<tr>
<td></td>
<td>Collateral Distribution: Laid out in a prominent location near registration</td>
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<td></td>
<td>1-Minute Video During Opening Keynote: Provided by sponsor company</td>
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<tr>
<td>Marketing/Brand Exposure</td>
<td>Keynote Stage Branding: Logo prominently displayed on &quot;Thank you to our Sponsors&quot; slide</td>
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<tr>
<td></td>
<td>Exhibit Booth: Includes counter with graphic and stools. Table and chairs only for Bronze. Upgrade options available for all</td>
<td>20'x20'</td>
<td>15'x15'</td>
<td>10'x10'</td>
<td>10'x10'</td>
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<tr>
<td></td>
<td>Lead Retrieval License: Live scans, real time reporting and ability to take notes</td>
<td>2</td>
<td>2</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>Conference Room: For private meeting use only</td>
<td>Private</td>
<td>Shared</td>
<td>Shared</td>
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<td>Email Promotion</td>
<td>Pre-Conference Email Blast: 1 exclusive email to opt-in list to be sent by event organizers</td>
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<td></td>
<td>Post-Event Email Recognition: Sponsor logo in footer of post-event attendee email</td>
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<tr>
<td>Post Event</td>
<td>Opportunity to Add Pre-Approved Custom Question to the Post-Event Attendee Survey: Follow up reporting will be provided with survey results</td>
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<td></td>
<td>Post-Event Data Report: Provides event demographics and additional details on event performance. Sponsor logo to be included</td>
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<tr>
<td>Miscellaneous</td>
<td>Conference Attendee Passes: Full access passes to the entire conference for your customers, partners, or colleagues.</td>
<td>40</td>
<td>30</td>
<td>20</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>20% Discount on Additional Conference Passes: For use by your customers, partners or colleagues</td>
<td>Unlimited</td>
<td>Unlimited</td>
<td>Unlimited</td>
<td>Unlimited</td>
</tr>
<tr>
<td>Member Cost</td>
<td>$60,000</td>
<td>$35,000</td>
<td>$20,000</td>
<td>$15,000</td>
<td>$4,000</td>
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<tr>
<td>Non-Member Cost</td>
<td>$70,000</td>
<td>$45,000</td>
<td>$30,000</td>
<td>$15,000</td>
<td>$4,000</td>
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Add-On Opportunities

**Offsite Attendee Party**  
*Unlimited • $20,000 + Up*  
Opportunity to sponsor the offsite event as part of the official event schedule. All attendees will be invited to the event. Please contact us for customized offers. A great opportunity to support the community. Contact us for custom options. Ex. General sponsor, custom drink, entertainment, etc.  
- Pre-event promotion on event website  
- Pre-event promotion in attendee email  
- Recognition on conference schedule  
- Signage at event

**Offsite Attendee Party Specialty Drink**  
*1 Available • $5,000*  
Treat attendees to a special experience! Attendees participating onsite will enjoy a fun-filled evening with live entertainment, food, drinks and new friends.  
- Pre-event promotion on event website  
- Pre-event promotion in attendee email  
- Recognition on conference schedule  
- Signage at event  
- Drink named after sponsors  
- Logo on drink napkins

**Speed Networking & Mentoring Session**  
*2 Available • $5,000*  
Sponsors will receive recognition in the session, the opportunity to provide collateral to distribute at session, and logo on website and signage.

**Wireless Access**  
*1 Available • $7,500*  
Conference Wi-Fi Network name or password will be named after Sponsor, based on venue capabilities.  
*Benefit extends through Developer & Testing Forum.*

**Reception in Sponsor Showcase**  
*2 Available • $10,000*  
Sponsor can host this evening with branding on all food and drink stations and prominently placed signage.

**Private Meeting Room**  
*2 Available • $15,000*  
- Minimum capacity 10 people per room  
- Access to meeting room during official event hours on main conference days  
- Includes 1 table, 10 chairs, 1 5amp power drop with power strip  
- Additional furniture and AV at sponsor’s expense  
- Sponsor logo sign on room door  
*The meeting room is intended for small group meetings only and may not be used for workshops, sessions, or other programs that may conflict with the conference schedule.*

**Table Topics**  
*Unlimited • $5,000*  
The community collectively has an immense depth of knowledge and expertise which attendees can explore and learn from at this collaborative event — whether they are new, or not so new to the community. Participants have the chance to meet with other attendees to discuss industry topics. Benefits include:  
- Sponsor may add (1) table topic specific to their company OR propose a new table topic to the original structure (subject to approval by program committee)  
- Nominate presenter(s)/facilitator(s) for the table  
- Sponsor logo recognition during the Table Topics

**Keynote Livestream**  
*2 Available • $10,000*  
Includes logo on live stream and event website. Sponsor will be allowed to use recordings on their website or in promotional materials.

**Session Recording Sponsor**  
*2 Available • $5,000*  
Includes logo on post-event recordings of the track of their choice. One sponsor per track.
ONE Summit Co-Located Events

Co-located events are available to projects and sponsors to host alongside ONE Summit and Developer & Testing Forum in San Jose, CA. Co-located events will take place on Day 0, April 29, 2024.

Packages for ONE Summit include:

- Meeting space in classroom or theater setup for up to 100 attendees.
- Access to conference wi-fi + dedicated hardline to lectern
- Power for presenter at podium
- Audio Visual (AV) Services: (1) projector, (1) screen, (1) wireless presentation advancer, basic audio, (4) microphones
- In-room AV technician for the duration of your event
- Meeting room + wayfinding signage
- Contact information of registered attendees (including first name, last name, company, title, country, dietary restrictions, and email address)
- (1) Registration table and (2) chairs outside of your room for attendee check-in
- (1) Session scanner app for managing onsite check-in
- Water/coffee/tea
- Onsite event support
- Marketing and promotion
- Featured placement on ONE Summit website, registration form, and schedule
- Managed event registration and fee collection (less 2.9% credit card processing fees)

Pricing for Half-Day Event

- **Up to 50 attendees in classroom seating**
  - Linux Foundation Projects: $30,000
  - Other Projects or Sponsors: $40,000

- **Up to 100 attendees in classroom seating**
  - Linux Foundation Projects: $35,000
  - Other Projects or Sponsors: $45,000

Additional Needs

The following items are available to be ordered and paid for directly with the onsite service provider. Ordering information will be available after the contract is fully executed.

- Additional AV equipment: Additional screens, projectors, monitors, microphones, etc.
- Dedicated internet: if more than 1 hardline is needed
- Video recording: Session recording and/or live streaming
- Catering: Breakfast, lunch, and break options
LFN Developer & Testing Forum
May 2-3, 2024 | San Jose, CA

LFN Developer & Testing Forum is the primary technical event for the LFN project communities. During these collaborative events, community members converge via sessions, workshops, tutorials, and demos to further project releases; discuss project architecture, direction, and integration points; and further innovate through the open source networking stack. The best way to learn about open source is through participation and newcomers are welcome! In 2024, the event will take place immediately following ONE Summit, on May 2-3 in San Jose, CA.

Who Attends?
• LF Networking community members from across the open networking ecosystem.
• Project representation from LFN Projects Anuket, EMCO, FD.io, L3AF, ODIM, ONAP, OpenDaylight, Tungsten Fabric, XGVela, and special initiatives like the 5G Super Blueprint and End User Advisory Group.
• Attendees represent a range of industry sectors, including Telecommunications, Networking, Retail, Government, IT, Cloud, Non-Profit, and Software.
• Attendee job functions include Architect, Engineer, Developer, Program/Project Manager, Researched, and Executive.

Why Sponsor?
• LFN Developer & Testing Forum is where the work gets done—sponsorship is a signal of your support for these integral communities.
• These events are produced free of charge for attendees, enabling an accessible and supportive forum for crucial LF Networking project development.
• Roughly a third of attendees are from network operators, creating a unique and valuable environment for working side-by-side collaboration across the ecosystem.
• Attendees report a 90%+ satisfaction rating.

Contact sponsorships@linuxfoundation.org to secure your sponsorship today.
LFN Developer & Testing Forum | Sponsorships at a Glance

**Principal Event Partner Unlimited • $15,000**
- Top tier logo on website and signage
- Call-out during opening keynote
- 5-minute speaking opportunity
- Logo on Event planning Wiki

**Community Partner Unlimited • $5,000**
- Logo on event website and signage
- Call-out during opening keynote

**Breaks Partner 1 Available • $2,500**
Logo on event website and signage

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**Developer Fuel**
*Varies by location. Please contact us.*
Provide lunch or happy hour during the event for our hard-working technical community.

**Sponsored Session 4 Available • $7,500**
Ability to present one sponsored information session. Topic subject to Programming Committee approval.

**Demo Partner**
*$7,500 • Availability varies by location*
Table-top space, power, and signage for duration of event (showcase during breaks and lunch).

**Multi-Event**
10% off both event prices

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LFN Developer & Testing Forum | Add-On Opportunities

**Attendee Giveaway 1 Available • $7,000**
Every in-person attendee will receive event swag. The design will include your logo.

**Developer Lounge 1 Available • $7,500**
Features comfy seating areas, bean bags and more. Includes sponsored signage.

**Breaks 2 Available (1 Per Day) • $5,000**
Signage on all break stations in common areas.

**Lanyards 1 Available • $5,000**
Sponsor logo, one color, will appear across the lanyard. Benefit extends through Developer & Testing Forum.

**Sponsored Tutorial 2 Available • $10,000**
Ability to offer in-depth technical tutorial on topic relevant to networking and edge audience. Subject to programming committee approval.

**Attendee Experience Sponsorship 2 Available • $5,000**
Get your company branding on onsite attendee experience stations, like photo booths, charging stations, or an experience of your choosing! Sponsorship includes prominent logo branding at experience station, on experience webpage, and on experience giveaway as applicable.

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