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About The Linux Foundation Member Summit
November 19-21, 2024 | Napa, CA

Where industry leaders convene to drive digital transformation with open source technologies and learn how to collaboratively manage the largest shared technology investment of our time.

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

The Linux Foundation Member Summit (formerly Open Source Leadership Summit) is the annual gathering for Linux Foundation member organizations.

The event fosters collaboration, innovation, and partnerships among the leading projects and organizations working to drive digital transformation with open source technologies. It is a must-attend for business and technical leaders looking to advance open source strategy, implementation and investment in their organizations and learn how to collaboratively manage the largest shared technology investment of our time.

For sponsors, it is an excellent opportunity to gain access to the event and the attendees for strategic discussions and collaboration.

“THE ONLY EVENT WHERE I CAN MEET ALL OF THE KEY LEADERS ACROSS THE OPEN SOURCE CLOUD COMPUTING PROJECTS IN PERSON. THE CHANCE TO TALK IN PERSON, SHARE ASPIRATION AND WRESTLE WITH NEW IDEAS THIS YEAR HAVE ALREADY RESULTED IN COLLABORATION...THE INSTITUTIONAL KNOWLEDGE ABOUT OPEN SOURCE REPRESENTED BY THE PARTICIPANTS IS INSPIRING. THIS IS AN EVENT THAT CAN HELP US BUILD A BETTER SOFTWARE INDUSTRY.” — SAM RAMJI, CHIEF STRATEGY OFFICER, DATASTAX

The Linux Foundation reserves the right to increase/decrease the number of available sponsorships.
Why Sponsor

Sponsorship of LFMS offers a multitude of benefits:

- Increase brand awareness & recognition
- Showcase thought leadership
- Meet new customers
- Leverage highly targeted marketing opportunities
- Take advantage of media exposure & PR announcements
- Create new partnerships & alliances
- Obtain and learn valuable mindshare from developers, technologists and business leaders
- Demonstrate support for the important work of the open source community

Who Attends

- Executives, business, and open source program office leaders of organizations using open source software and shared R&D with others in the industry.
- Technical leaders responsible for key projects or open source strategies within organizations.
- Open source foundation and project leaders who need to share best practices and strategies for leading the technical and executive leadership to maximum innovation.

Benefits of Attending

- Participate in an exclusive gathering of the brightest minds in open source, shaping strategy and implementation across the ecosystem.
- Learn from other leaders and share your expertise on governance and other best practices for the business of open source and collaborative development.
- Join technical leadership discussions to identify overlap between diverse open source projects, in order to create greater efficiencies and encourage cross-pollination of ideas.
Event Format

• State of the Union talks covering the current opportunities and challenges facing key open source technologies
• Tracks focused on:
  - Best Practices & Lessons Learned
  - Future Trends
  - Community & Project Growth
  - Compliance & Standards
  - Professional Open Source Management
  - Business Leadership
• Linux Foundation Project Board Meetings
• Unconference sessions for participant-curated discussions and collaboration
Previous Attendees Include

**Board Member**
- XBMC Foundation

**Board Partner**
- Andreessen Horowitz

**CEO**
- GitLab, Inc.
- HackerOne
- RackN
- Revalry
- StackPointCloud, Inc.
- Virtuozzo

**CTO**
- Change Healthcare
- SiFive
- Sourcegraph
- Amdocs
- Apprenda
- Heptio Inc
- Kenzan
- Red Hat
- SUSE
- Cloud Solution, Storage
- Huawei
- Open Technology
- IBM
- Platform
- Tigaer
- , Azure
- Microsoft Corp
- Sutter Hill Ventures
- Foundry Foundation
- Cloud Native Computing Foundation
- Eclipse Foundation
- FSFE
- OpenStack Foundation
- Symphony Software Foundation
- solo.io
- Instana, Inc.

**General Partner**
- Canvas Ventures

**Head of Open Source**
- Amazon Web Services

**Head of Open Source Services**
- Bosch Software Innovations GmbH

**Head of Open Source Strategy GCP**
- Google

**Managing Director**
- Zetta Venture Partners

**Managing Director**
- Accenture

**Member of the CTO Office**
- Bloomberg

**Operating Partner & CISO**
- ClearSky Security

**Partner**
- Accel

**Senior Legal Counsel**
- Sony

**Sr. Computer Scientist**
- Adobe

**Sr. Director of Open Source**
- Oath Inc.

**SVP-Architecture & Design, Research & Labs**
- AT&T, Inc. Services

**SVP, Technical Operations**
- Ticketmaster

**SVP, Technology**
- Hired

**Vice President of Technology**
- Expedia, Inc.

**VP Advanced Technologies**
- Tech Mahindra

**VP Engineering Capabilities**
- Indeed

**VP Networks innovation**
- Telefonica

**VP of Engineering**
- LinkedIn

**VP Partner**
- Chef.io

**VP Standards & Open Source**
- SAP
Previous Sponsors Include

cloudbees  FOSSA  GitLab

Google  IBM  Intel

Microsoft  sonatype  Synopsys

Tencent Cloud  VMware
2023 Attendee Demographics

361 Attendees from 222 Organizations

Industry
- Information Technology 60%
- Non Profit Organization 17%
- Professional Services 6%
- Telecommunications 5%
- Financials 3%
- Industrials 2%
- Consumer Goods 2%
- Automotive 2%
- No answer 2%
- Health Care 1%

Job Level
- Director 26%
- CXO / ED 18%
- VP / SVP / GM 16%
- Individual Contributor 16%
- Manager 15%
- Other 6%
- No answer 2%
- Academic 1%

Job Function
- Executive Leader 37%
- Other 13%
- Manager - OSPO 10%
- Manager - Technical Teams 7%
- Manager - Other 6%
- Marketing 5%
- Architect 4%
- Product/Biz Dev 4%
- Legal / Compliance 4%
- No answer 2%
- Application Developer (Front-end/Back-end/Mobile/Full Stack) 2%
- Systems/Embedded Developer 2%
- Media / Analyst 1%
- DevOps/SRE/Sysadmin 1%
- Kernel/Operating Systems Developer 1%
- Professor / Academic 1%

Country
- North America 79%
  - Canada, United States Minor Outlying Islands, USA
- Asia 11%
  - China, Hong Kong, India, Japan, Philippines, Republic of Korea, Singapore
- Europe 8%
  - Austria, Croatia, Finland, Germany, Ireland, Italy, Norway, Poland, Spain, Sweden, United Kingdom
- Africa 1%
  - Algeria, Angola, Ethiopia, Uganda
- South America 1%
  - Argentina, Brazil
Diversity

- **40%** of all conference speakers identified as women or non-binary
- **15%** of conference speakers identified as a person of color
- **25%** of attendees identified as women or non-binary
- **16%** of registered attendees identified as a person of color

**Gender**
- Man 45%
- Woman 24%
- Other Gender Identity 1%
- Prefer not to answer 30%

**Identifies as a person of color**
- Yes 16%
- No 48%
- Prefer not to answer 36%

**Age**
- 0-19 0%
- 20-39 16%
- 40-60 47%
- 61+ 6%
- Prefer not to answer 32%
## 2024 Sponsorship Prospectus

### Sponsorships-at-a-Glance

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

<table>
<thead>
<tr>
<th>Feature</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>Conference Room</strong>: For private meeting use only.</td>
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<td><strong>LF Live Webinar</strong>: We will host and promote with content &amp; speaker of your choosing. You receive contact info for webinar registrants.</td>
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<tr>
<td><strong>Speaking Opportunity</strong>: All sponsor content must be approved by the Program Committee and The Linux Foundation. Speaking slots based on availability.</td>
<td>15-minute Keynote</td>
<td>5-minute Keynote + Session</td>
<td>Session</td>
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<tr>
<td><strong>Inclusion in Onsite Press News Package</strong>: Announcements you’d like to make onsite will be included in the daily news package sent to media covering the event.</td>
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<td><strong>Recognition During Opening Keynote Session</strong>: Sponsor recognition by name.</td>
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<tr>
<td><strong>Exclusive Sponsorship of 1 Attendee Social Function</strong>: Includes branding throughout the social function.</td>
<td>Evening Event (1 day)</td>
<td>Lunch (1 day)</td>
<td>Breakfast &amp; Breaks (1 day)</td>
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<td><strong>Keynote Stage Branding</strong>: Logo prominently displayed on stage screens.</td>
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<td><strong>Access to Event Press List</strong></td>
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<td><strong>Member Summit Invitations</strong>: Full access passes to the entire conference for your staff or customers.</td>
<td>10</td>
<td>8</td>
<td>6</td>
<td>4</td>
<td>2</td>
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<tr>
<td><strong>Recognition on Event Signage and Event Website</strong>: Prominent logo display on all event web pages and on the conference signage.</td>
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<tr>
<td><strong>Recognition in Pre-Conference Email Marketing</strong>: Includes link to your URL.</td>
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<tr>
<td><strong>Sponsor Designation in Press Releases</strong>: Recognition as sponsor in the body of the release.</td>
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</tbody>
</table>

### Sponsorship Cost

<table>
<thead>
<tr>
<th>Level</th>
<th>Sponsorship Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diamond</td>
<td>$65,000</td>
</tr>
<tr>
<td>Platinum</td>
<td>$35,000</td>
</tr>
<tr>
<td>Gold</td>
<td>$20,000</td>
</tr>
<tr>
<td>Silver</td>
<td>$10,000</td>
</tr>
<tr>
<td>Bronze</td>
<td>$8,000</td>
</tr>
</tbody>
</table>

The Linux Foundation reserves the right to increase/decrease the number of available sponsorships and update deliverables based on venue restrictions.
Attendee Gift Sponsor
$10,000 • 1 Available
(200 expected attendance)
Every in-person attendee at the event will receive an event gift. Includes your logo on the gift. Pricing includes single color logo imprint. Full color logo imprint available at an additional cost.

Lanyard Sponsorship
$5,000 • SOLD OUT
Showcase your logo on every attendee with the lanyard sponsorship. Logo size, color, and placement will be based on the lanyard design and are subject to The Linux Foundation approval. Logo must be single color only (no gradient).

Wireless Access Sponsorship
$7,500 • 1 Available
Keep attendees connected by sponsoring our dedicated conference Wi-Fi throughout the venue. Benefits include:
• Provide a name of your choice for the SSID (subject to approval by The Linux Foundation)
• Signage with logo throughout the entire conference venue notating your Wi-Fi sponsorship.
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. Please inquire for details.

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

www.events.linuxfoundation.org