



Co-produced by Canonical Ltd. and O'Reilly Media, Ubuntu Live is a two-day gathering of the growing, worldwide Ubuntu community—IT professionals, government and business leaders, educators, community leaders, enterprise and business users. It brings together the people who deploy and manage Ubuntu in organizations, companies offering services and solutions based on Ubuntu, customers of those services, users of Ubuntu, and the folks who build Ubuntu and other key open source software.

Ubuntu Live participants will share their experiences, learn from each other, and catch up with the latest developments from Ubuntu, Ubuntu partners, and the free software and open source ecosystem. Like last year's conference, Ubuntu Live 2008 is co-located with O'Reilly's Open Source Convention (OSCON) at the Oregon Convention Center, to provide you even greater access to the open source community.

**Audience Profile:** IT professionals, open source programmers and developers, system administrators, government and business leaders, educators, community leaders and enterprise users

**Expected attendance:** 500–600

**The Ubuntu Live Conference will focus on:**

- Using Ubuntu Server Edition at the edge of the network
- Ubuntu in small and medium businesses
- Managing large scale deployments
- Building Ubuntu-based appliances and products
- Point of sale, mobile, scientific research, banking, and other verticals
- Performance optimization in Ubuntu
- Virtualization used for server consolidation, maintenance simplification, or security
- Developing new products on Ubuntu
- Adding Ubuntu as a supported platform
- Ubuntu in the NGO/non-profit sector
- Ubuntu in education
- Ubuntu Community contributors

**One day Exhibit Hall:** July 21, 2008

Oregon Convention Center  
July 21–22, 2008  
Portland, Oregon

For more information please contact  
Sharon Cordesse at [scordesse@oreilly.com](mailto:scordesse@oreilly.com)

## Sponsorship Packages

The Ubuntu Live Conference sponsorship options are designed to provide you with the unique opportunity to showcase your product or service to over 500 Ubuntu experts from around the world. Become an Ubuntu Live Sponsor and maximize your company's visibility in this vibrant community.

### Diamond Sponsorship: \$30K (Limit 3)

- 15 minute Plenary Keynote (pending speaker/content approval by program chair)
- Recognition of top tier sponsor by Program Chair, Jane Silber
- 45 minute speaking opportunity in the Products & Services track
- Exhibit Hall booth
- 10 Sessions passes
- Two page, full color ad in the conference program guide (subject to deadline)
- Online banner ad: Your 728 x 90 static banner ad will rotate on the conference web site
- Ability to send an email to attendee opt-in list for one pre-event and one post-event communication (using third party mail house)
- Company name, logo, and 100 word description in the conference program guide and link on the Ubuntu Live web site (subject to deadline)
- First chance for lanyard sponsorship (additional \$5K plus sponsor provides lanyards)
- Sponsor designation in outbound marketing efforts
- Company name listed in conference press release(s)
- Access to pre-event press and analyst list
- Use of press conference room for one private press event (available on a first-come, first-served basis)
- Opportunity to sponsor opening night reception (sponsor responsible for costs; one opportunity available)
- Attendee Bag Insert and company logo on bag (subject to deadlines)

### Gold Sponsorship: \$10K

- 45 minute speaking opportunity in the Products & Services track
- Exhibit Hall booth
- 4 Session Passes
- Half page, full color ad in the conference program guide (subject to deadline)
- Company name, logo, and 50 word description in the conference program guide and link on the Ubuntu Live web site (subject to deadline)
- Sponsor designation in outbound marketing efforts
- Access to pre-event press and analyst list
- Company name listed in conference press release(s)
- Ability to send email to attendee opt-in list for one pre-event **OR** one post-event communication (using third party mail house)
- Opportunity to host a reception at the Oregon Convention Center, DoubleTree Hotel or Red Lion Hotel (sponsor responsible for all costs)
- Attendee bag insert (subject to deadline)

### Platinum Sponsorship: \$20K (Limit 4)

- 45 minute speaking opportunity in the Products & Services track
- Exhibit Hall booth
- 8 Session passes
- One page, full color ad in the conference program guide (subject to deadline)
- Online banner ad: Your 728 x 90 static banner ad will rotate on the conference web site
- Ability to send email to attendee opt-in list for one pre-event and one post-event communication (using third party mail house)
- Company name, logo, and 75 word description in the conference program guide and link on the Ubuntu Live web site (subject to deadline)
- Sponsor designation in outbound marketing efforts
- Company name listed in conference press release(s)
- Access to pre-event press and analyst list
- Use of press conference room for one private press event (on a first-come, first-served basis)
- Opportunity to host a reception at the Oregon Convention Center, DoubleTree Hotel or Red Lion Hotel (sponsor responsible for costs)
- Attendee bag insert (subject to deadline)

### Exhibit Space: \$5K

- 1 Session Pass
- Exhibit Hall booth
- Company name, logo, and 50 word description in the conference program guide and on the OSCON web site (subject to deadline)
- Company name included in pre-event emails
- Company name listed in conference press release(s)
- Access to pre-event press and analyst list

### Custom packages and additional sponsorship opportunities are available; please call for details and pricing.

- Hotel Key Card
- Registration Sponsorship
- Speaker Lounge Sponsorship
- Breakfast Sponsorship
- Lunch Sponsorship
- AM/PM Break Sponsorships
- Lanyard Sponsorship
- Presentation Page Sponsorship

Please print your company name exactly as it should appear in all marketing and promotional materials for the event:

Product to be displayed: \_\_\_\_\_

**PRIMARY CONTACT INFORMATION**

Name \_\_\_\_\_ Email \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Mailing Address (if different from below) \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

**BILLING INFORMATION**

Name \_\_\_\_\_ Email \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

**SPONSOR & EXHIBITOR SELECTIONS**

**SPONSOR PACKAGES**

Conference \_\_\_\_\_

Sponsor Level \_\_\_\_\_

Price \$ \_\_\_\_\_

**EXHIBIT BOOTHS**

Square feet \_\_\_\_\_

@ \$ \_\_\_\_\_ per square foot

Exhibit fee \$ \_\_\_\_\_

**TOTAL AMOUNT DUE:**

\$ \_\_\_\_\_

**Additional Marketing Opportunities**

Advertisements

Pages \_\_\_\_\_ Price \$ \_\_\_\_\_

Bag Inserts

Number of pieces \_\_\_\_\_ Price \$ \_\_\_\_\_

**PAYMENT INFORMATION**

Full payment in U.S. funds must accompany this form in order to secure your space as a sponsor or exhibitor.

Cancellation Policy: We will refund 75% of the total sponsor or exhibitor fee paid for cancellations received in writing 120 days before the first day of the conference. We will refund 50% of the total sponsor or exhibitor fee paid for cancellations received in writing 60 days before the first day of the conference. We will refund 25% of the total sponsor or exhibitor fee paid for cancellations received in writing 30 days before the first day of the conference.

After that date, no refunds will be made. In the unlikely event of cancellation of the conference, the liability of O'Reilly Media, Inc. is limited to the amount of fees paid.

**PAYMENT TYPE**

Company check (Please make check payable to O'Reilly Media, Inc.)

Visa     MasterCard     American Express

Account number \_\_\_\_\_ Exp. date \_\_\_\_\_

Print cardholder's name \_\_\_\_\_

Cardholder's signature \_\_\_\_\_

Purchase Order    P.O. Number (required if payment is not submitted with application): \_\_\_\_\_

**TOTAL AMOUNT DUE: \$ \_\_\_\_\_**

**COMPANY LOGO AND INFORMATION**

Please submit a company logo and company/product description: Sponsors, see sponsorship details for number of words; Exhibitors submit a 50-word description. O'Reilly Media, Inc. ("O'Reilly") is authorized to make use of this information for the conference program, related marketing material, and web site. Company description and logo should be submitted via email to [sponsorships@oreilly.com](mailto:sponsorships@oreilly.com) and should comply with one of the following print specs: 1. Adobe Illustrator or Freehand eps file, (vector file) with fonts outlined (this is very important: O'Reilly is not responsible for providing fonts for printing sponsor-submitted logos.) OR 2. 300 ppi Photoshop TIFF, EPS or JPEG file of your non-animated logo. The web logo will appear on a white background.

**CONTRACT SIGNATURES**

I have read and agree to all the terms and conditions of the Sponsor and Exhibitor Application and Contract, including the Participation Agreement. I warrant that I am authorized to sign on behalf of the Sponsor/Exhibitor listed above and that all information I have provided is complete and accurate.

Sponsor	Title	Date
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Upon receipt of this signed contract and full payment, O'Reilly will countersign and return a copy to the contact listed on page one of the contract.

O'Reilly Media, Inc.	Date
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Please sign and return this contract with your payment to:

Attn: O'Reilly Conference Sponsorships, O'Reilly Media, Inc. 1005 Gravenstein Highway North, Sebastopol, CA 95472 Telephone: 707-827-7000 Fax: 707-829-0104

**PARTICIPATION AGREEMENT**

Terms and Conditions for Vendor Participation in the \_\_\_\_\_ (event) taking place \_\_\_\_\_ (date).

**ASSIGNMENT OF SPACE:** O'Reilly shall assign the booth, display and/or tabletop space as agreed to under this Contract for the period of the display and such assignment will be made no later than four weeks before the event. Location assignments will be on a first-come, first-served basis and will be made solely at the discretion of O'Reilly.

**USE OF DISPLAY SPACE:** Company is allowed to distribute literature, run demonstrations, and sell products within the boundaries of the Company's assigned space. Company's product demonstration, placement or handing out of literature, signage, all booth furnishings and lighting must be well within the confines of the assigned space at all times and may in no way interfere with adjacent space. Demonstrations using audio must use headsets to demonstrate audio capabilities. Company shall not assign to a third party its space or any portion of that space without the prior written consent of O'Reilly, which O'Reilly may grant or withhold at its sole discretion. If such permission is given, the Company shall assume full responsibility for the conduct of the assignee and all its representatives.

**COMPANY EVENTS:** Company shall not schedule or sponsor any event in connection with the conference, including without limitation evening events, during a time that overlaps or conflicts with any Conference event published in O'Reilly's conference schedule.

**INDEMNITY AND LIMITATION OF LIABILITY:** Neither O'Reilly, any co-sponsor, venue provider nor any of their respective officers, agents, employees, facilities, representatives or assigns shall be liable for, and Company hereby releases them from, any claims for damage, loss, harm, or injury to the person, property or business of the Company and/or any of its visitors, officers, agents, employees, or other representatives, resulting from theft, fire, earthquake, water, unavailability of the facility, accident or any other reason in connection with the display at the conference. The Company shall indemnify, defend, and protect O'Reilly and hold O'Reilly, any co-sponsor and venue provider harmless from any and all claims, demands, suits, liability, damages, losses, costs, attorney's fees, and expenses which might result or arise from Company's participation in the conference or any actions of its officers, agents, employees, or other representatives. Under no circumstance will O'Reilly, any co-sponsor, or the venue provider be liable for lost profits or other incidental or consequential damages for any of their acts or omissions whatsoever whether or not appraised of the possibility or likelihood of such damages or lost profits. In no event shall O'Reilly's liability, under any circumstance, exceed the amount actually paid to it by the Company. O'Reilly makes no representations or warranties regarding the number of persons who will attend the conference.

**OBSERVANCE OF LAWS:** Company shall abide by and observe all laws, rules and regulations, and ordinances.

**CANCELLATION OR TERMINATION BY O'REILLY:** If for any reason beyond its reasonable control including fire, strike, earthquake, damage, construction or renovation to the display site, government regulation, public catastrophe, act of God, or any similar reason, O'Reilly shall determine that the conference or any part may not be held, O'Reilly may cancel the conference or any part thereof. In that event, O'Reilly shall determine and refund to the Company its proportionate share of the balance of the fees received which remains after deducting all expenses incurred by O'Reilly.

**CANCELLATION BY COMPANY:** All payments made to O'Reilly under this application shall be deemed fully earned and non-refundable in consideration for expenses incurred by O'Reilly and O'Reilly's lost or deferred opportunity to provide space and/or sponsorship opportunities to others.

**COMPANY CONDUCT:** Company and all of its representatives shall conduct themselves at all times in accordance with highest standards of decorum and good taste. O'Reilly reserves the right to eject from the conference any Company or Company representative violating those standards.

**AGREEMENT TO TERMS, CONDITIONS AND RULES:** Company agrees to observe and abide by the foregoing terms and conditions and by such additional terms, conditions, and rules made by O'Reilly from time to time for the efficient and safe operation of the conference. This application represents the final, complete and exclusive agreement between the Company and O'Reilly concerning the subject matter of this application. O'Reilly does not make any warranties or other agreements except as set forth above. Any amendment to this contract must be in writing signed by O'Reilly. The rights of O'Reilly under this agreement shall not be deemed waived except as specifically stated in writing and signed by an officer of O'Reilly. If any term of this agreement shall be declared invalid or unenforceable, the remainder of the agreement shall continue in full force and effect. This agreement shall be binding upon the heirs, successors, and assigns of the Company subject to the terms of this agreement regarding assignment.