O'REILLY®
OPEN SOURCE CONVENTION™

"As a dedicated member of the open source community, IBM is proud to sponsor the O'Reilly Open Source Convention. Participating in the convention offers IBM an opportunity to support the incredible work of the programmers and provides an invaluable opportunity to collaborate with some of the open source community's best minds."

—Dan Frye, *Director, IBM's Linux Technology Center*

Dear Open Source Sales and Marketing Professional:

More than two thousand focused, enthusiastic open source developers will converge at the 5th annual O'Reilly Open Source Convention (OSCON) in Portland, Oregon this July 7-11, 2003. We invite you to put your company in front of these high-end technical pros by exhibiting or sponsoring OSCON, the premier developer event for the open source community.

For open source industry leaders, our Platinum, Gold, and Silver sponsorship opportunities combine direct access to attendees during our two-day Technology Showcase with blanketed exposure to over 100,000 prospective attendees in our convention mailer, along with color ads in the OSCON program, online advertising across our highly-trafficked web sites, and much more.

The two-day Technology Showcase Exhibit Hall is designed to bring you direct exposure to attendees and press with a minimum investment.

Speaking opportunities are available exclusively for Sponsors in a special Products and Services Track. These 45-minute presentations are available on a first-come, first-served basis. Sign up if you'd like plenty of time to present your products and services to a room full of pre-qualified leads.

O'Reilly, the leading publisher of quality technical information to the developer community, has sold millions of books to the IT community. The O'Reilly Network (oreillynet.com) is one of the foremost independent developer portals on the Web, with over 2,000,000 unique visitors each month to sites such as perl.com, linux.oreilly.com, onjava.com, and many more.

We've built a fiercely loyal audience of developers with our "all content/no hype" approach to technical information. Our growing conference division attracts industry leaders and high-end developers who are serious about technology. And the press is taking notice as well—see coverage of last year's event at http://www.oreillynet.com/oscon2002/.

Please contact me today to discuss how OSCON can help your business reach thousands of open source leaders and developers.

Best regards,

Andrew Calvo
Conferences Sales Manager
1005 Gravenstein Highway North
Sebastopol, CA 95472
Telephone: 707-827-7000
Fax: 707-823-9746
Email: andrewc@oreilly.com
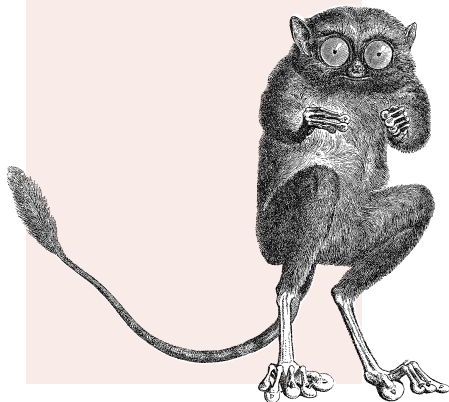
"Sun is proud to again be a Platinum sponsor of the O'Reilly Open Source Convention. The networking and the connections we make each year at this conference are invaluable. Sponsoring OSCON is a great way to show support for the incredible work of the Free and Open Source communities."
—Danese Cooper, *Open Source Diva, Sun Microsystems*

conferences.oreilly.com/oscon/

Conference Overview

Embrace and Extend

The O'Reilly Open Source Convention is the central gathering place for the open source community to exchange ideas for resolving integration issues, pushing technical boundaries, and maximizing the benefits of both open source and proprietary software.

O'Reilly's Open Source Convention will bring together key programmers, developers, strategists, technologists, and entrepreneurs involved in open source technology to exchange ideas, share techniques, and discuss and explore vital open source and emerging technologies such as Perl, MySQL, PHP, Python, XML, Linux, Apache, and many more.

Location

Portland Downtown Marriott, Portland, OR

Exhibit Hall

July 9-10, 2003

Tutorials

July 7-8, 2003

Convention Sessions

July 9-11, 2003

Projected Attendance:

2000+ Attendees, speakers, and press

Dates to Remember

5% Early Bird Discount ends—May 15, 2003
Last date to include logo and company description in attendee program—June 1, 2003

Topics Include:

Perl Conference 7
The Python 11 Conference: Python and Zope
PHP Conference 3
Apache, Apache XML, Apache Java
MySQL and PostgreSQL
Ruby
Applications: system administration tools, servers, back office utilities; GUI systems, user applications, productivity tools

> *"Nothing compares to the O'Reilly Open Source Convention for reaching open source language programmers. With the quality of attendees and their leadership positions in the various technology sectors they represent, this is a must-attend event. ActiveState is proud to be a sponsor of OSCON for the 4th year in a row!"*
> —Lori Pike, *Director Corporate Communications,* ActiveState

conference.oreilly.com/oscon/

Technology Showcase Exhibit Hall

The Technology Showcase Exhibit Hall is for leading-edge companies wishing to demonstrate new technologies, meet and recruit potential employees, and solidify relationships with members of the community and press.

This two-day event is designed to give you maximum exposure to a sophisticated technical audience with a minimum investment.

Focused demographics. Cost-effective marketing. Quality leads.

Move In: Tuesday, July 8, 2003 10am-8pm
Wednesday, July 9, 2003 7am-10am

Technology Showcase Hours: Wednesday, July 9, 2003 10am-4pm, 6:00pm-7:30pm
Thursday, July 10, 2003 10am-4pm

Tear Down: Thursday, July 10, 2003 4pm-9pm

Costs: 8' x 10' booth — $2,995
8' x 20' booth — $4,995

Includes:
◆ 3' sidewall
◆ 8' high draped backwall
◆ 50-word description of your company's product/services and logo in Attendee Program
◆ Publication of your company's logo on the Open Source Convention web site, with a link to your company's URL
◆ Four exhibitor staff passes, which include admission to keynotes (but not to sessions, tutorials, or meal functions)
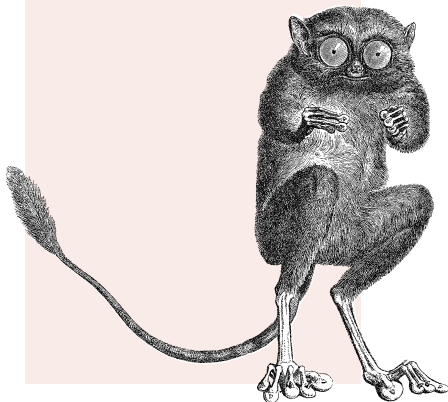◆ One full convention pass; additional full convention passes are available to exhibitors at a 30% discount

Projected Attendance: 2,000+ attendees, speakers, and press

Conference Program Ads
Full-page ad— $2995
Half-page ad— $1995
Quarter-page ad— $995

O'REILLY® OPEN SOURCE CONVENTION™

Platinum Sponsorship

Package Price: $30,000
The Platinum Sponsor Package gives you unparalleled access and exposure to all attendees before, during, and after the event, and demonstrates your company's leadership position in the open source community.

20' x 20' Exhibit Hall booth
- ◆ Electrical and AV requirements at additional charge

Official sponsor of one keynote (Six keynotes available)
- ◆ Opportunity to hang banner in keynote ballroom
- ◆ Opportunity to distribute materials in ballroom during the keynote
- ◆ Listing and logo placement in convention program as keynote sponsor

Use of press conference room for one private press event (on a first–come, first–served basis)

Web/print ads
- ◆ Company logo and 100-word description prominently displayed on convention marketing materials and web site
- ◆ Top logo placement and link on convention home page (over 100K unique visitors in 2002)

100,000 online banner impressions on oreillynet.com

Full-page ad in convention program

Convention passes
- ◆ Eight full convention passes (excluding tutorials); convention materials included

**Unlimited use of opt-in attendee list (email and full contact information)**

Attendee bag insert

Postconvention attendee mailings
- ◆ Opportunity to distribute your company's collateral to all convention attendees (blind mailing, must use bonded mailing facility) in one postconvention mailing

Opportunity to host reception at Marriott (on a first-come, first-served basis: vendor responsible for reception costs)

45-minute speaking opportunity in Products and Services Track (on a first-come, first-served basis)

O'REILLY® OPEN SOURCE CONVENTION™
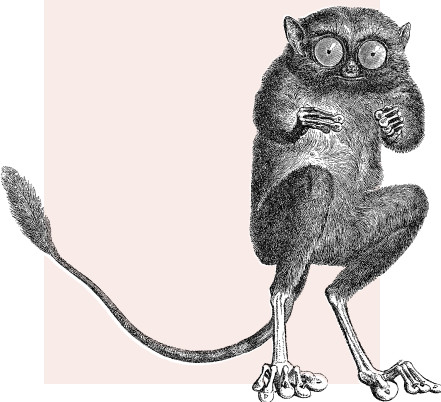
Gold Sponsor

Package Price: $20,000
The Gold Sponsor Package is a powerful way to gain the mindshare and market share of the open source community.

8' x 20' Exhibit Hall booth
◆ Electrical and AV requirements at additional charge

Official sponsor of breakfast and am/pm breaks for one day of the convention
◆ Opportunity to hang banner during breakfast
◆ Opportunity to distribute materials during breakfast
◆ Company listing in convention program

Web/print ads
◆ Company logo and 75-word company description prominently displayed on all convention marketing materials and web site
◆ Logo placement and link on convention home page (over 100K unique visitors in 2002)

Unlimited use of opt-in attendee list

Attendee bag insert

Half-page ad in convention program

Convention passes
◆ Six full convention passes (excluding tutorials); convention materials included
◆ Opportunity to distribute your company's collateral to all convention attendees (blind mailing, must use bonded mailing facility) in one postconvention mailing

One postconvention attendee mailing

Opportunity to host reception venue (on a first-come, first-served basis: vendor responsible for reception costs)

75,000 online banner impressions on oreillynet.com

45-minute speaking opportunity in Products and Services track (on a first-come, first-served basis)
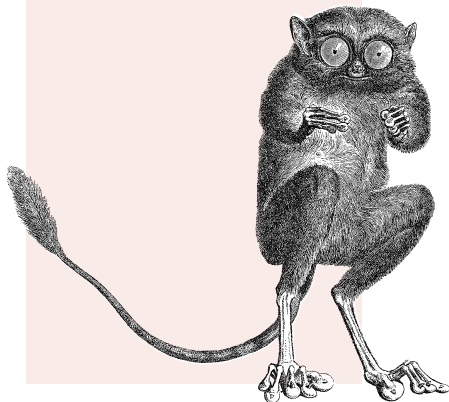
Silver Sponsor

Package Price: $7,500
The Silver Sponsor Package is another avenue to increase awareness of your company to this audience of technically sophisticated attendees.

8' x 10' Exhibit Hall booth
◆ Electrical and AV requirements at additional charge

Web/print ads
◆ Company logo and 50-word company description prominently displayed on convention marketing materials and web site

◆ Logo placement and link on convention home page (over 100K unique visitors in 2002)

Quarter-page ad in convention program

Convention passes
◆ Three full convention passes (excluding tutorials); convention materials included

One post convention attendee mailing
◆ Opportunity to distribute your company's collateral to all convention attendees (blind mailing, must use bonded mailing facility) in one post convention mailing

Opportunity to host reception at venue (on a first-come, first-served basis: vender reponsible for reception costs)

50,000 online banner impressions on oreillynet.com
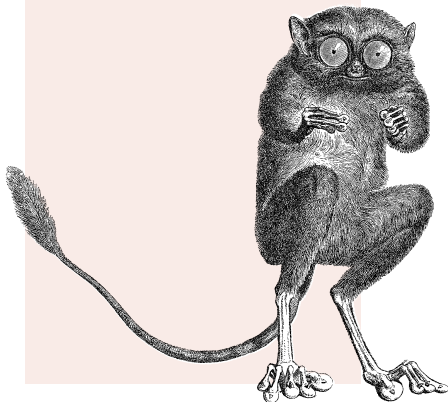
45-minute speaking opportunity in Products and Services Track (on a first-come, first-served basis)

2002 Open Source Convention Attendee Profile

Primary Job Function

Programmer, Developer	50%
SysAdmin	11%
CXO, VP	10%
IS Manager	7%
Web Producer/Designer	6%
Other	16%

Company Size:

2,500+	35%
500-2,500	16%
101-500	13%
51-100	6%
1-50	31%

Purchasing Role:

Recommend purchases	71%
Evaluate/test products	64%
Determine Needs	60%
Develop specification	53%
Authorize purchases	23%
Not involved	11%

Company Budget—Hardware:

1 million or more	23%
$500,000-$1 million	6%
$250,000-$500,000	6%
$100,000-$250,000	9%
below $100,000	24%
Don't know	31%

Company Budget—Software:

$1 million or more	23%
$500,000-$1 million	6%
$250,000-$500,000	6%
$100,000-$250,000	9%
below $100,000	24%
Don't know	31%

Planned Purchases—Hardware:

Networking Devices	63%
PCs	63%
Storage Devices	62%
Web Servers	55%
Notebook Computers	55%
Security Devices	39%
Personal Digital Assistants (PDAs)	34%
Web-enabled cell phones	24%

Planned Purchases—Software:

Web Design Tools (e.g. MS FrontPage®, Flash®, Photoshop®)	42%
Database Development Tools (e.g. Oracle®, DB2, MS-SQL)	41%
Testing and Debugging Tools	39%
Office Productivity	36%
Integrated Development Environments (IDEs) (e.g. Visual Studio®.NET, JBuilder® 4)	34%
Web (Services) Development Tools	30%
Web Servers (e.g. iPlanet®)	28%
Database Storage/Data Warehousing/ Data Mining	27%
Design and Modeling Tools (e.g. Rational® Rose)	25%
Components/Class/Libraries/ Frameworks	24%
Content Management Platforms	23%
Networking (e.g. Novell NetWare®)	23%
Training software	21%
Enterprise Web Application Servers (e.g. BEA Weblogic Server®)	18%
Bioinformatics Software Solutions	7%
CAD/CAM (e.g. AutoCAD®)	8%

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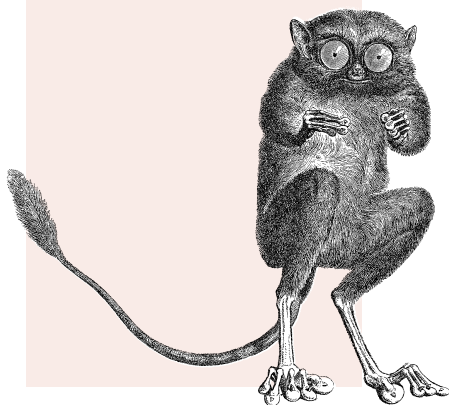
Press at the 2001/2002 Open Source Conventions

July 7-11, 2003

Portland Downtown Marriott

Portland, OR

Convention Dates

Exhibit Hall
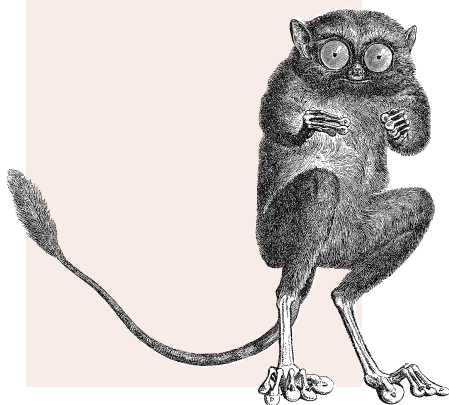**July 9-10, 2003**

Tutorials
July 7-8, 2003

Convention Sessions
July 9-11, 2003

Apache News
BBC News Interactive
Break Through I.T. Ltd.
BYTE.com
Canta Forda Computer Lab
CMP Media LLC
CNBC
CNET
CNET Builder.com (Techrepublic.com)
CNet News.com
Daemon News, Inc.
Database Trends & Applications Magazine
DesktopLinux.com
Digital Digest
Dr. Dobb's Journal
eWeek (Ziff Davis Media)
FTP, Inc.
Giga Information Group
IDG News Service
IEEE
InCue - CompuServe Business Group
InfoWorld
Interactive Week
International Data Corporation
iX-Magazine
Knight-Ridder/Tribune
Linux Journal
Linux Magazine
Live Media Publishing

Network World
New York Times
OnJava.com
Open Source Development Network
PC Magazine
PCFAN
Perl Mongers, Calcutta
PHP Magazine
Py Parlour Press
Red Hat Apache Week
Red Herring
San Jose Mercury News
SitePoint Pty. Ltd.
Slashdot.org
St. Petersburg Times
Supercomputing Online
TechTalk Radio
The Economist
The Perl Review
The Portland Union-Tribune
The San Diego Union-Tribune
Web Techniques Magazine
Windows User News
Wired News
XML Magazine
Yet Another Society
ZDNet's LinuxDevices.com

Organizations Represented at the 2002 O'Reilly Open Source Convention

AAFP
Aaronsen Group, Ltd.
AaronSw.com | Plesh.net | CreativeCommons.org
Academy for Educational Development
ACSE Consulting
ActionMessage
ActiveState
Acxiom Corporation
Addison Wesley Professional
Addnorya
Advanced Monitors
Advantage Line
Aerospace Corporation
Aesop
Affero
Affiliate Internet
Affiliated Computing Services, Inc.
Agave Systems
Agile Medium
Agilent Technologies
Albertson's
Alcoa Technical Center
A-list Online
Allen Press Inc.
Alltel Information Services
American Geophysical Union
American Geotechnical
American Management Systems
American Mathematical Society
Amgen
AMICAS Inc.
AMS
Anteon Corporation
Antropy, Inc.
Anzus Consulting
AOL Time Warner
Apache News
Apache Software Foundation
Apple Computer
  Apple Developer Relations
  Apple of the Tropics
  Applied Biosystems
  Apress
  Argonne National Laboratory
  Argute Development
  Arizona State University
  Arizona Western College
Arkeia Software
Armstrong World Industries

Array BioPharma
Artima Software, Inc.
ARUP Laboratories
Assemblymember Juan Vargas
Assn. for Competitive Technology
AT&T Wireless
Augen Opticos
Augsburg College
Automation
Avatar Consulting Inc.
AZTech Data Systems
Aztecnology
BAE Systems
Balti Group Consulting
Barclays Global Investors
BD Biosciences
Berlex Biosciences
Best Buy
Best Practical Solutions, LLC
Bethel College and Seminary
BFG Consulting
Billpoint
Bionetics
Bitfone Corporation
BJC HealthCare
BlackAcorn
Blackboard
Blackstone Computing
Blaze Communications
Blue Sky Corporation
Blue Titan Software
BMC Software
Boalt Hall School of Law/University of California
Board of Regents University System of Georgia
Boeing
Booz Allen Hamilton
Borderline Consulting, Inc.
Boston.com
Brahma Kumaris
Brandeis University
Break Through I.T. Ltd
Brennan & Associates, Inc.
Bricolage Content Management System
BroadJump Inc.
Buck Harbor Technologies
Budo Tech
Bureau of Justice Statistics
Bureau of Labor Statistics
Bureau of National Affairs
Byram Healthcare

Cabrillo College
Cabrillo Computer Solutions
Cal Poly
Cal State Fullerton
California Institute of Technology
California State University, Fullerton
California State University, San Marcos
Canada Customs and Revenue Agency
Canon Development Americas, Inc.
Canon Research Centre Europe LTD
Canta Forda Computer Lab
Canterbury School
CareFirst BlueCross/BlueShield
Castle Branch, Inc
Celltech R&D
Center for Economic Studies US Census Bureau
CGI Freebies & Midsouthweb.com Services
Chaffey College
Cheetah Business Co.
Chicony Software Inc.
ChinaVFX
Christianbook.com
Citadel Investment Group, L.L.C.
City College of San Francisco
City of Garden Grove
City of Stockton
Civet Networks
Clorox
Cold Spring Harbor High School
Cold Spring Harbor Laboratory
CollabNet
CollegeNET
Combat Flight Sims Inc.
Complete Technologies
Computer Sciences Corporation
Computer Solutions of Barnwell
Compuware
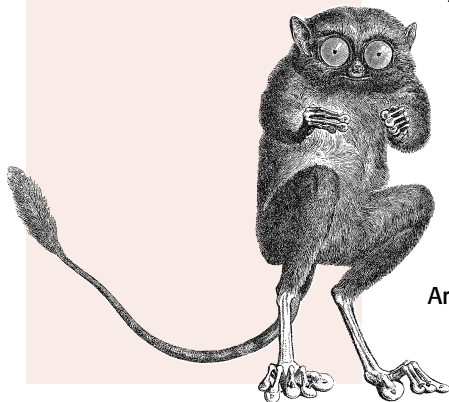
Compuware Europe BV
Comsolv Consulting, LLC
Conexant Systems, Inc.
Constant Revolution
Consultant (Tyco Int'l principal client)
Convergys
Cooper McGregor
Core Technology Limited
Cotelligent
County of Riverside
Covalent Technologies, Inc.
Covection | Digital Asset Managment
Cox Communications, Inc
CPEC
CPM Consulting & Project Management GMBH
CPR Consulting
Creative Commons/Open P2P.com
Cryptek, Inc.
CSC Scientific Computing Ltd
Cymer, Inc.
CyTeam
D & R Hauling
Datagraf Auning A/S
DataOne, Inc
Daum Communications
Day Software
Dayton-Phoenix Group, Inc.
Daze Networks, Inc.
Delft University of Technology
Deliberate Systems Inc
Dell Computer Corp
Department of Treasury - Bureau of the Public Debt
Dept. of Defense
DesktopLinux.com
DevelopMentor
DeVry
Dice Consultants Inc.
Digital ChoreoGraphics
Digital Daemons, Inc.
Dimension 9
Division of Infectious Diseases, Stanford University Medical Center
DL TechDev.com
Donnell Systems Inc.
Dupont
DynDNS.org

eAssist Global Solutions
Eaton Canyon Pediatric Group
Ed Bodfish Associates
EDmin.com
eFunds Corp.
eHatcher Solutions, Inc
Elan Communications Inc
Electronic Frontier Foundation
Electronics for Manufacturing
ELoyalty
E-Markets, Inc
EMC
Employment Development Department
EMS Environment Institute
ENCAD, Inc.
Endeavors Technology, Inc.
Entegra Solutions Inc.
Envision Interactive Group
Ephibian, Inc.
Ericsson
ESM Services, Inc.
ESSOCIATE
eSystems Solutions, Inc.
European Bioinformatics Institute
eWebLab
Exametric Inc.
Express Technologies
FEDChex, LLC
Federal Ministry of Finance
Federal Reserve Bank of Kansas City
Federal Reserve Bank of St. Louis
Federal Reserve Board
FGM, Inc.
Fidelity Investments
Fidelity National Information Solutions
FINE LINE GRAPHICS
First Trust Corporation
Fisher Investments
FJI International, Inc.
Fleming-AOD
Flextronics
Fox Chase Cancer Center
Franchise.com
Francis Yep Engineering
Franklin College Systems Group; The University of Georgia

Free Software Foundation
Freeman Enterprises
Front Range Internet, Inc.
Fujitsu Siemens Computers GmbH
Galaxy 2001
GE Access
GeerBox
Gemstar-TV Guide
General Accounting Office
General Dynamics
General Dynamics Devcor, Inc.
GeoLogistics
George Washington University
Georgetown University
Geospiza Inc
GERS Retail Systems, Inc.
Gerschwiler & Associates
Get In-line! Publishing
Getronics Government Solutions
Ginger Airlines
GlaxoSmithKline
Global Business Alliance
Global Change Master Directory
Global Intermedia Inc
GLS Consultants
Goddard Management Resources
Goldcorp Inc.
Grant Street Group
Grantville Associates
Greenwich Capital Markets
Harvard University
Help724.com, LLC.
Hemet USD
Hewitt Associates
Hewlett Packard
High Tower Software
Hillsborough Community College
HnC Solutions
Hong Kong Productivity Council
Horus IT
Host2own
Hostway Corporation
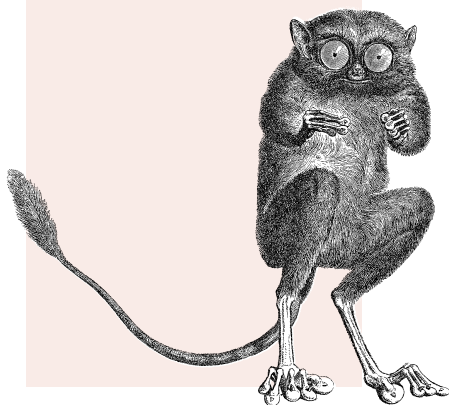
July 7-11, 2003

Portland Downtown Marriott

Portland, OR

Convention Dates

Exhibit Hall
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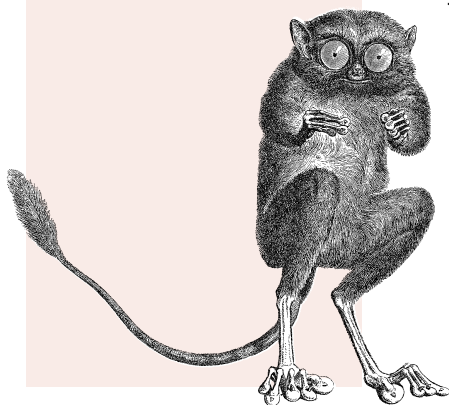**Tutorials**
July 7-8, 2003

Convention Sessions
July 9-11, 2003

Houston Baptist University
Houston Public Library
HPS Solutions
Hydrosphere Data Products
i2 Technologies
IBM
ICServ
IDI Global
IEEE
Illumina Inc
ImageLinks Inc.
IMissary, LLC
InCue - CompuServe Business Group
Indiana University
Indigo Partners
Indonesian oil and gas company - Pertamina
Indyme Electronics
Info Tech Inc
Information Handling Services
Infotech, Inc
Institute for Software Research
Integrits Corporation
Intel Corp
Interactive Web Tools
Internap
Internet Multicasting Services
InterSight
Intertune
Intertune, LLC
InterVarsity Christian Fellowship
Intex Recreation Corporation
Intraspect
Intuit Inc.
InUSA Group, Inc.
Iowa State University
ISI ResearchSoft
IUPUI School of Informatics, New Media program
Izucode
Jabber.org
  James Ernst Accounting
  JavaWorld
  JBoss Group LLC
  Jet Propulsion Laboratory
  JH Consulting
  JMH Solutions

Joel L Nelson Consulting P.C.
Joel Noble Consulting
John Wiley & Sons
Johnson County Community College
Just Sports USA
KAB Labs Inc
Kaiser Foundation Health Plan
Kapor Enterprises, Inc.
Key Focus, Inc.
Keystreams Internet
Khera Communications, Inc.
Kontron
Kottalam Software
L.A. Studios
Law Faculty of Erasmus University
Lawrence Livermore National Laboratory
LBJS Broadcasting
LCL Software & Training
Lents Education Center
Lewis and Clark College
Lexi-Comp Inc
LexisNexis
Library of Congress
Lifetime Entertainment
Lightspan Partnership
Line 6
LMIT / JPL
Lockheed Martin - Enterprise Information Systems
Los Alamos National Laboratory/CCN-5
Los Angeles Times
Los Medanos College
LPL Financial Services
Lund University Library
Machine Vision Products, Inc.
Macromedia
Mad Catz, Inc.
Magna Computer Corp.
Maguma AG
Mattel Inc.
MAXIM Systems, Inc
Maxis Information Systems
McGeeks, Inc.
McGraw-Hill
MCI
McKesson

Medina County Engineers
Medsphere Systems Co.
MEDSTAT
Medtronic, Inc.
MedVantx, Inc.
Memorial University of Newfoundland
Meng Co.
Mentor Graphics Consulting
MERANT
Merced College
Mercer University
Merck & Co., Inc.
Merfin, LLC
Merrill Lynch
Metropol Online A/S
Metropolitan State University
MGF Internet Consulting
Microsoft
Mighty Media
Millenium Technologies
Mind TG
Mindshare Internet Campaigns, LLC
Mindspeed Technologies
Minnesota State Colleges & Universities
Miracosta College
Mission Aviation Fellowship
MIT—Sloan School of Management
MIT/BCG
Mitchell International
Modern Age Media
Mojave Corporation
Motorola
Motorola Life Sciences
Mozilla
mp3.com
Mr. Micro
MSJC
Mt. Sac College
Multi Service
Multimax
Multi-Platform Software Solutions
Murrieta Valley USD
MusicBranz.org
Musician's Friend
MV Technologies

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OPEN SOURCE CONVENTION

MVUSD
MySQL ABNando Media
NASA/Ames Research Center
NASA/SAIC/AS&M
National Weather Service
NATO Cals Office
Naval Research Lab
Naval Warfare Surface Center, Corona Division
Navy Band Southwest
Nebraska Lottery
NEC USA
NetLedger, Inc.
NetMark International
Netscape Communications
NetZero, Inc.
NEW MEXICO STATE UNIVERSITY
New Riders Publishing
New York Times
Nexant Inc.
Norell Web Essentials
Norfolk State University
Northrop Grumman IT
Norwegian University of Science & Technology
Novartis
NS Industries
NT Objectives
nterra e-strategy & e-solution GmbH
Nuera Communications, Inc.
NuSphere Corporation
NUWC Division Keyport
Oculan Corporation
Okiron Design
Oklahoma Publishing Company
Olathe District Schools
Omeda Communications
Omnigon Technologies
Ontogen Corporation
Open Enterprise Trends
Open Informatics
 Open Source Development Network
 Open Source Directory - OSDir.com
 Open Source Initiative
 OpticNerve, Inc.
 Oracle Corporation

Orion Scientific Systems
Quickquote.com
Pacific Bell
Pacific Design Studios
Pacific Northwest National Laboratory
Pacific Systems Design Technologies
Palomar College
Paper Mart
Paper-Pak Products, Inc.
PBS
Pearson Technology Group
Penn State Applied Research Lab
Peregrine Systems Inc
Perl Foundation
Perl Mongers
PersistentWorldZ, Inc.
Peruvian Consulate
Petroleum Abstracts, Univ of Tulsa
Pfizer Inc.
Pharmapath
Philipps-Universitaet Marburg
Philips Semiconductors
Photronics, Inc.
PHP Magazine
PIA Systems Corporation
Pickard Publishing
Pineapple Company
Pioneeer Hi-Bred, Intl., A Dupont Company
Piper Rudnick LLP
Platt College
Plover Systems
Pnambic Computing
Pobox.com
POPcast
Poweron Incorporated
Prayther Consulting
Premier Lease and Loan Services
Prescott Computer Systems, Inc.
State of Hawaii
State of Utah
Stellent Inc.
Sterling Corporation
Stonehenge Consulting Services, Inc.

StoryPhoto.com
Summa Technologies
Sun Microsystems, Inc.
Swisscom Enterprise Solutions AG
Syberweb
Symas Corporation
Synthematix, Inc.
Synthys
Systemagic Corporation
SYSTRAN Software, Inc.
Syzygy Technologies
Taconic Technology Corp. (TNET)
Tall Tree Labs
Tamias Striatus
Target Corporation
TAYTronics
TDS Telecom Inc.
Teachers College Columbia University
Team Strong Media, Taiwan
Teamatic Systems
Techaura, Inc.
Telecommunication Laboratories Chunghwa Telecom Co., Ltd.
Telestic
TELUS Communications Inc
Tercent, Inc.
Terraspring
TESIS GmbH
TESIS WAMware GmbH
Texas A & M University, Computing & Info Svc.
Texas Instruments
Texas Instruments/Jabber.org
The Active Network, Inc.
The Boeing Company
The Boeing Company, Operations Production Support
The Cat Alliance
The DMM Group
The Edge Report
The Fuzzy Group
The McGraw-Hill Companies
The MEDSTAT Group
The Scripts Research Institute
The Sloan Group
The State Bar of California
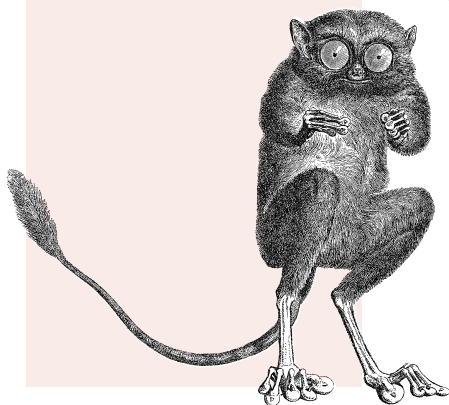
July 7-11, 2003

Portland Downtown Marriott

Portland, OR

Convention Dates
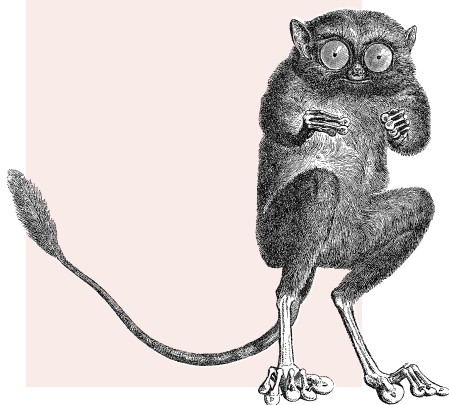
Exhibit Hall
July 9-10, 2003

Tutorials
July 7-8, 2003

Convention Sessions
July 9-11, 2003

The University of Chicago Press
The University of Tennessee
The Weather Channel Latin America
Thorn SDS
Ticketmaster
Time Eclipse
Titan Systems
TMRI
Torrey Mesa Research Institute
Toshiba America Information Systems
Trans-City Productions
Trinity Promotions
TriPrism, Inc.
Truis Corporation
TruSecure Corporation
Tufts University
TWC Associates
UC Irvine
UCAR/NCAR
UCI
UCLA Center for Digital Humanities
UCSD
UGA
UMB Bank
Underbit Technologies, Inc.
Unisys
University of Georgia
University at Buffalo
University of Alaska
University of Alaska
University of California at Santa Barbara
University of Chicago Press
University of Kansas - Medicinal Chemistry
University of La Verne
University of Medicine and Dentistry of New Jersey
University of Pennsylvania
University of San Diego
University of Saskatchewan
University of Southern California
University of Tennessee
University of Waikato
Universo Online Ltda.
US Bankruptcy Court
US Bureau of Labor Statistics
US Census Bureau

US Department of Defense
US Environmental Protection Agency
US Geological Survey
US Navy
US NAVY - FNMOC
US NAVY _NAWC_WD
US Search.com, Inc.
USA TODAY
USC, The James Irvine Center for Scholarly Technology
USD Campus Card Office
USMC
Utah State University
ValueClick
VeriSign
Veritas Software
Verizon Communications
Verizon Online
Verizon Wireless
Viasat, Inc.
Virtual Outpost
Vision Solutions
Vitruvian Arts
Vivendi Universal Net USA Technologies
Vivid Communications
Volvo Technological Development
vovida.org
VRMC
W3C
Waggener Edstrom
Walt Disney Feature Animation
WayCool Consulting Services
Wayne State University
WebMD / Medical Manager
WebSideStory, Inc.
Webster University
Weizmann Institute of Science
Western Image Productions
Westwave Communications
Weta Digital
WFI
WhiteCrown Networks
WhitePages.com, Inc.
Willamette University
Windermere
wired.com
WiredObjects, Inc.
workandwishes.com
WorldComm
www.YAML.org

WWWarehouse, Inc.
XanEdu
xClaim Systems
Xemus Software LLC
Xerox Corporation
Ximian
XMLDesigners
XPSI
Yahoo!, Inc.
Yakima Research Station
Yamaha Music Interactive, Inc.
Yet Another Society
Yorba Linda Public Library
youngbob.com, inc.
Zapatec
Zegas Technologies, Inc.
Zen Systems Inc.
Zooworks
Zope Corporation

O'REILLY OPEN SOURCE CONVENTION™

Sponsor & Exhibitor Application & Contract

July 7-11, 2003

Portland Downtown Marriott

Portland, OR

Convention Dates

Exhibit Hall
July 9-10, 2003

Tutorials
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Please sign and return this contract with your payment to:
Attn: Andrew Calvo, O'Reilly & Associates, Inc.
1005 Gravenstein Highway North, Sebastopol, CA 95472
Telephone: 707-827-7000; Fax: 707-823-9746

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 _____

Phone _____ Fax _____

Mailing Address (if different from below) _____

City _____ State _____ Zip Code _____

Company information:

Name _____ Email _____

Phone _____ Fax _____

Mailing Address _____

City _____ State _____ Zip Code _____

SPONSOR & EXHIBITOR SELECTIONS

For detailed information on Sponsor and Exhibitor opportunities, please contact Andrew Calvo: andrewc@oreilly.com

SPONSOR PACKAGES

_____ Platinum Sponsor – $30,000

_____ Gold Sponsor – $20,000

_____ Silver Sponsor – $7500

DESIGNATED AREA SPONSORSHIPS
(available to Platinum, Gold, or Silver sponsors only)

_____ Press Room – $5,000

_____ Connectivity Room – $5,000

EXHIBITOR BOOTHS

_____ 8' x 10' booth – $2,995

_____ 8' x 20' booth – $4,995

BAG INSERTS

_____ $995 per piece

conferences.oreilly.com/oscon/

ATTENDEE PROGRAM ADVERTISEMENTS

_____ Full-page ad – $2,995

_____ Half-page ad – $1995

_____ Quarter-page ad – $995

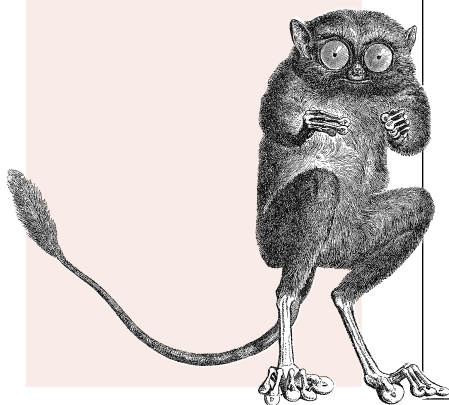**TOTAL AMOUNT DUE:**

$ _____

EARLY BIRD DISCOUNT
5% Early Bird Discount on ALL contracts signed and paid by March 15, 2003.

TOTAL WITH DISCOUNT
(if applicable)

$ _____

See next page for payment information.

O'REILLY®
**OPEN
SOURCE**
CONVENTION™

July 7-11, 2003

**Portland Downtown
Marriott**

Portland, OR

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Sessions
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PAYMENT INFORMATION

Full payment in U.S. funds must accompany this form in order to secure your space as a sponsor or exhibitor. Exhibitors will receive their display area assignments when we receive full payment.

Cancellations: We will refund 50% of the total sponsor or exhibit fee for cancellations received in writing by 5:00 PM on **June 6, 2003**. After that date, no refunds will be made. In the unlikely event of cancellation of the conference, the liability of O'Reilly & Associates, Inc. is limited to the return of paid fees.

Payment Type:
☐ Company check (*Please make check payable to O'Reilly & Associates*)
☐ Visa   ☐ MasterCard   ☐ American Express   ☐ Discover

Account number _____ Expiration date _____

Print cardholder's name _____

Cardholder's signature _____

CONTRACT SIGNATURES

I have read all of the terms and conditions of the Participation Agreement and agree to comply with these terms.

Sponsor/Exhibitor _____ Title _____ Date _____

Upon receipt of this contract and payment, O'Reilly & Associates will countersign and return a copy to the contact listed on page one of the contract.

O'Reilly & Associates, Inc. _____ Date _____

COMPANY LOGO AND INFORMATION

Please submit a company logo and 50 word company/product description below.

O'Reilly & Associates is authorized to make use of this information for the convention program and web site. Logos should be submitted via email to andrewc@oreilly.com and should comply with one of the following print specs:

1. 300 dpi Photoshop® tiff or eps file

2. Adobe® Illustrator® or Macromedia® Freehand® eps file with fonts outlined. (*This is very important: O'Reilly & Associates, Inc. is not responsible for providing fonts for printing sponsor submitted logos.*)

_____

_____

_____

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Participation Agreement

Terms and Conditions for Vendor Participation in the
O'Reilly Open Source Convention, July 7-11, 2003

ASSIGNMENT OF SPACE:
O'Reilly & Associates (ORA) shall assign the display space to the Sponsor for the period of the display, such assignment to be made within six weeks after ORA's receipt of this application and a check for the amount of the sponsorship. Location assignments will be on a first-come, first-served basis and will be made solely at the discretion of ORA.

USE OF DISPLAY SPACE:
Sponsors are allowed to distribute literature, run demonstrations, and sell products in their assigned exhibit spaces. Sponsor shall not assign to a third party its display space or any portion of that space without the prior written consent of ORA, which ORA may grant or withhold at its sole discretion. If such permission is given, the Sponsor shall assume full responsibility for the conduct of the assignee and all its representatives. Sponsor's product demonstration may in no way interfere with demonstrations at adjacent tables. Demonstrations using audio must use headsets to demonstrate audio capabilities.

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

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

CANCELLATION OR TERMINATION OF EXHIBITS:
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, ORA shall determine that the conference or any part may not be held ORA may cancel the conference, including the booth space, table-top displays or any part thereof. In that event, ORA shall determine and refund to the Sponsor its proportionate share of the balance of the aggregate display fees received which remains after deducting all expenses incurred by ORA.
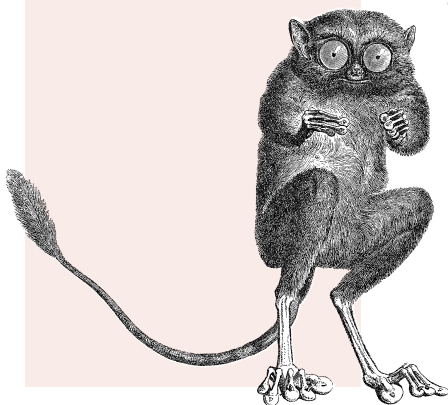
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SPONSOR/EXHIBITOR CANCELLATION:

All payments made to ORA under this application shall be deemed fully earned and non-refundable in consideration for expenses incurred by ORA and ORA's lost or deferred opportunity to provide display space to others.

SPONSOR CONDUCT:

Sponsor and all of its representatives shall conduct themselves at all times in accordance with highest standards of decorum and good taste. ORA reserves the right to eject from the conference any Sponsor or representative violating those standards.

AGREEMENT TO TERMS, CONDITIONS AND RULES:

Sponsor agrees to observe and abide by the foregoing terms and conditions and by such additional terms, conditions, and rules made by ORA from time to time for the efficient and safe operation of the conference. This application represents the entire agreement between the Sponsor and ORA concerning the subject matter of this application. ORA is not making any warranties or other agreements except as set forth above. Any amendment to this contract must be in writing signed by ORA. The rights of ORA under this agreement shall not be deemed waived except as specifically stated in writing and signed by an officer of ORA. 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 Sponsor subject to the terms of this agreement regarding assignment.

ORA.

The rights of ORA under this agreement shall not be deemed waived except as specifically stated in writing and signed by an officer of ORA. 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 Sponsor subject to the terms of this agreement regarding assignment.