



Phone+61 7 3367 0490  
Fax +61 7 3367 0482  
URL [www.apnic.net](http://www.apnic.net)  
E-mail [info@apnic.net](mailto:info@apnic.net)

## 13<sup>TH</sup> APNIC OPEN POLICY MEETING - SPONSORSHIP INVITATION

### Introduction

APNIC is pleased to invite sponsors to support the 13<sup>th</sup> APNIC Open Policy Meeting, joining leading Internet organisations and key industry figures in assisting the development of the Internet in the Asia Pacific Region.

### Event Description

The APNIC Open Policy Meeting is a regular and major developmental forum within the Asia Pacific Internet community, particularly in the areas of infrastructure management and technical policy. It is marketed to and attended by the membership of APNIC (comprising more than 700 major ISPs across 37 economies) and members of the broader technical and policy community of the region.

The 13<sup>th</sup> APNIC Open Policy Meeting is held in conjunction with the Asia Pacific Regional Internet Conference on Operational Technologies (APRICOT), which provides a forum for key Internet builders in the region to learn from their peers and other Internet leaders from around the world.

### Vital facts

<b>When</b>	Sunday 3 to Thursday 7 March 2002
<b>Where</b>	Queen Sirikit National Convention Center, Bangkok, Thailand
<b>Who</b>	The APNIC Open Policy Meeting attracts key industry figures as speakers and tutors. Business and technical representatives from ISPs throughout the region attend the meeting. On the basis of previous events, APNIC expects approximately 800-900 participants at this meeting.
<b>What</b>	The program features formal training sessions and tutorials, informal technical policy sessions, and the APNIC Member Meeting. Specific topics for training and technical sessions will include IPv6 addressing, Internet routing, DNS management, security and certification, ICANN/ASO issues, and regional Internet resource management policies.

Further information, including the latest meeting schedule is available at:

- <http://www.apnic.net/meetings/>

### About APNIC

APNIC is one of three Regional Internet Registries in the world and is responsible for the distribution and management of numeric Internet address space in the Asia Pacific region. As a membership organisation comprised of many of the major Asia Pacific ISPs, it is the primary source of operational services, policies, and training related to the management of IP address space in the region. Furthermore, as a respected and authoritative voice in the Internet community, APNIC represents this region in the development of global Internet policy.

### **Why Sponsor the 13<sup>th</sup> APNIC Open Policy Meeting?**

APNIC Open Policy Meetings provide substantial benefits to the Asia-Pacific Internet community; however, as a non-profit organisation, fully funded by membership contributions, APNIC relies on strategic sponsorships to assist it in fulfilling its role.

We have prepared a list of preferred sponsorship options that would help APNIC meet the following objectives:

- Reducing the financial burden on the members at the APNIC Open Policy Meeting by securing contributions of monetary or in-kind support in areas such as meeting rooms, equipment, Internet connection, social activities, and meals.
- Fostering stronger, more supportive mutual relationships with our members as well as non-member organisations, and enhancing the opportunities for effective communication and sharing of experience.

In return for their support, sponsors will be presented with valuable opportunities to expose their organisation, products and services to an international audience of Internet leaders. Importantly, this exposure would be in the context of a respected, recognised, and highly credible forum.

### **SPONSORSHIP OPTIONS AND BENEFITS**

The options set out in the attachment indicate the primary opportunities for contributing to the 13<sup>th</sup> APNIC Open Policy Meeting. Sponsorships can be combined or negotiated to suit the needs of the sponsor. Benefits will be consistent with those provided below.

If you need more information about sponsoring this event, please contact the Events Coordinator, Ms Vivian Yang. Alternatively, you may simply complete and return the sponsorship pledge form attached, indicating your preferred sponsorship option.

## **GOLD SPONSOR OPTIONS**

### **1. Meeting**

Gold sponsorships are available for each day of the 13<sup>th</sup> APNIC Open Meeting:

- Day 1 (APNIC Training Courses) – Sunday 3 March 2002
- Day 2 (RPSL and DNS Security Tutorials) – Monday 4 March 2002
- Day 3 (SIGs) – Tuesday 5 March 2002
- Day 4 (SIGs) – Wednesday 6 March 2002
- Day 5 (Member Meeting) – Thursday 7 March 2002

Gold sponsorships are “exclusive” on each day – no other sponsor will be accepted in addition to the Gold Sponsor.

#### **Sponsor Commitment**

US\$4,000 per day as a contribution toward the cost of the meeting.

### **2. APNIC Drinks**

The drinks will be held on Tuesday evening, 5 March 2002. Attendance of approximately 150-200 guests is expected.

#### **Sponsor Commitment**

A special sponsorship rate will be negotiated with APNIC in accordance with the entertainment, food and beverages packages selected.

#### **Sponsor Benefits**

- Acknowledgment as a "Gold Sponsor" by APNIC:
  - Name and large logo in APNIC Member Meeting programme, meeting website and welcome signage;
  - Display promotional banner (no larger than 1m x 2m) in meeting room for the day of sponsorship or at the social event sponsored (banners to be supplied by sponsor);
  - "Sponsored by" acknowledgement APNIC newsletter and media releases;
  - Specific messages of thanks by APNIC in the opening and closing sessions;
- Distribution of one piece of marketing material and/or a promotional item to delegates in the conference kit;
- 4 complimentary APNIC training and/or tutorial registrations;
- 1 A3 size logo/name at APNIC Member Meeting registration table; and
- Option to run a promotional activity or prize draw.

## **SILVER SPONSOR OPTIONS**

### **1. Meeting**

Silver level sponsorships are available for each day of the 12<sup>th</sup> APNIC Open Meeting:

- Day 1 (APNIC Training Courses) – Sunday 3 March 2002
- Day 2 (RPSL and DNS Security Tutorials) – Monday 4 March 2002
- Day 3 (SIGs) – Tuesday 5 March 2002
- Day 4 (SIGs) – Wednesday 6 March 2002
- Day 5 (Member Meeting) – Thursday 7 March 2002

Silver sponsorships are not “exclusive” – up to 2 sponsors may be accepted on each day.

#### **Sponsor Commitment**

US\$2,000 as a contribution towards the cost of the meeting.

### **2. Miscellaneous**

In addition to the Silver Meeting Sponsorships, miscellaneous Silver sponsorships can be arranged to suit the needs of the sponsor. The benefits are the same as the normal Silver Sponsor.

#### **Sponsor Commitment**

US\$2,000 as a contribution towards the cost of the meeting.

#### ***Sponsor Benefits***

- Acknowledgement as a "Silver Sponsor" by APNIC:
  - Name and small logo in the APNIC Member Meeting programme, meeting website and welcome signage;
  - Display promotional banner (no larger than 0.5m x 1m) in one meeting room (banner to be supplied by sponsor);
  - "Sponsored by" acknowledgement in APNIC newsletter and media releases;
  - Specific messages of thanks by APNIC in the opening and closing sessions;
- Distribution of one piece of marketing material and/or a promotional item to delegates in the conference kit;
- 2 complimentary APNIC training and/or tutorial registrations.

## **SUPPORTING SPONSOR OPTIONS**

### **1. Miscellaneous Supporter**

In addition to the Equipment Supporting Sponsorships, miscellaneous Supporting sponsorships can be arranged to suit the needs of the sponsor. The benefits are the same as the Supporting Sponsor.

#### **Sponsor Commitment**

US\$1,000 as a contribution towards the cost of the meeting.

#### **Sponsor Benefits**

- Acknowledgement as a "Supporting Sponsor" by APNIC:
  - Name and small logo in APNIC Member Meeting programme, meeting website and welcome signage;
  - Display promotional banner (no larger than 0.5m x 1m) in the terminal room (banner to be supplied by sponsor);
  - "Sponsored by" acknowledgement in APNIC newsletter and media releases;
  - Specific messages of thanks by APNIC in the opening and closing sessions;
- Distribution of one piece of marketing material and/or a promotional item to delegates in the conference kit;
- 1 complimentary APNIC training or tutorial registration.

## SPONSOR PLEDGE FORM – APNIC OPEN POLICY MEETING

Please complete these details and email or fax your pledge to APNIC. Upon receipt of your pledge, we will send you an invoice with payment instructions.

Name of organisation: \_\_\_\_\_

Contact name: \_\_\_\_\_

Position: \_\_\_\_\_

Email: \_\_\_\_\_

Postal address: \_\_\_\_\_

\_\_\_\_\_

Phone number: \_\_\_\_\_

Fax number: \_\_\_\_\_

### Sponsorship Options: (please tick preferred options)

**Gold**  **US\$4,000**

Day 1, Sunday 03/03/02  Day 2, Monday 04/03/02

Day 3, Tuesday 05/03/02  Day 4, Wednesday 06/03/02

Day 5, Thursday 07/03/02  APNIC Drinks, Tuesday 05/03/02

*Or*

**Silver**  **US\$2,000**

Day 1, Sunday 03/03/02  Day 2, Monday 04/03/02

Day 3, Tuesday 03/03/02  Day 4, Wednesday 06/03/02

Day 5, Thursday 07/03/02  Miscellaneous

*Or*

**Supportor**  **US\$1,000 or in-kind contribution**

Miscellaneous

In the case of two organisations requesting the same sponsorship option, we will accept pledges on a first-come first-served basis. Gold sponsors have exclusive right for the day they sponsored. Silver sponsors may have to share with another sponsor. Thank you for your support. APNIC will contact you shortly to discuss the details of your pledge.

### Return this form

- By email to: [secretariat@apnic.net](mailto:secretariat@apnic.net)
- Or by fax to: + 61 7 3367 0482, Attention: Ms Vivian Yang.