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

### Introduction

APNIC is pleased to invite sponsors to support the 14<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 – which comprises over 700 major ISPs across 42 economies – and members of the broader technical and policy community of the region.

The APNIC Open Policy Meeting presents a major opportunity for members of the Asia Pacific Internet community to come together and participate in training, policy development, and informal networking. It attracts the participation of other Asia Pacific Internet organisations, whose formal and informal meetings provide additional opportunities for interaction between participants.

### Vital facts

|              |   |
|--------------|---|
| <b>When</b>  | Tuesday 3 to Friday 6 September 2002  |
| <b>Where</b> | Kitakyushu International Conference Centre, Kokura, Japan   |
| <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 200-250 participants at this meeting.   |
| <b>What</b>  | The program features formal training sessions and tutorials, informal "Birds of a Feather" (BOF) meetings, 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 programme is available at:

<http://www.apnic.net/meetings/14/programme/index.html>

### 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 14<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 members attending the 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 in the attachment indicate the primary opportunities for contributing to the 14<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 Manager, Ms Vivian Yang. Alternatively, you may simply complete the attached sponsorship pledge form, indicating your preferred sponsorship option, and return it to JPNIC, the host of the 14<sup>th</sup> Open Policy Meeting.

## **GOLD SPONSOR OPTIONS**

### **1. Meeting**

Gold sponsorships are available for each day of the 14<sup>th</sup> APNIC Open Meeting:

|   |                  |
|---|------------------|
| Day 1 – Tuesday (APNIC Training and Tutorials)        | 3 September 2002 |
| Day 2 – Wednesday (Technical Policy Sessions and BOF) | 4 September 2002 |
| Day 3 – Thursday (Technical Policy Sessions and BOFs) | 5 September 2002 |
| Day 4 – Friday (Member Meeting)                       | 6 September 2002 |

#### **Sponsor Commitment**

US\$5,000 per day as a contribution toward the cost of room hire, lunch and coffee breaks.

### **2. Opening Reception**

The Opening Reception will be held on Tuesday evening, 3 September 2002. It will be held in the Sky Lounge in Rigma Royal Hotel, with views across the port and city centre. Attendance of approximately 150-200 guests is expected.

#### **Sponsor Commitment**

US\$5,000 as a contribution towards the cost of food and beverages.

### **3. Social Event**

The Social Event will be held on Wednesday evening, 4 September 2002 at Mojiko Hotel . It will be a highlight of the programme. Japanese cultural entertainment is planned. Attendance of approximately 150 -200 guests is expected.

#### **Sponsor Commitment**

US\$5,000 as a contribution towards the cost of food, beverages and entertainment.

#### **Sponsor Benefits**

- Acknowledgement as a "Gold Sponsor" by APNIC:
  - Name and large logo in the conference programme, meeting website and welcome signage;
  - Display promotional banner (no larger than 1m x 2m) in both major meeting rooms for the day of sponsorship or at the social event sponsored (banners to be supplied by sponsor);
  - "Sponsored by" acknowledgement in conference schedule, 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;
- 5 complimentary meeting registrations;
- 5 complimentary tickets to the social event;
- 5 complimentary APNIC training or tutorial registrations;
- 1 A3 size logo/name at 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 14<sup>th</sup> APNIC Open Meeting:

|   |                  |
|---|------------------|
| Day 1 – Tuesday (APNIC Training and Tutorials)        | 3 September 2002 |
| Day 2 – Wednesday (Technical Policy Sessions and BOF) | 4 September 2002 |
| Day 3 – Thursday (Technical Policy Sessions and BOFs) | 5 September 2002 |
| Day 4 – Friday (Member Meeting)                       | 6 September 2002 |

#### **Sponsor Commitment**

US\$2,500 as a contribution towards the cost of room hire, lunch and coffee breaks.

### **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\$2,500 as a contribution towards the cost of the meeting.

#### **Sponsor Benefits**

- Acknowledgement as a "Silver Sponsor" by APNIC:
  - Name and small logo in the conference 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 conference schedule, 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 meeting registrations;
- 2 complimentary tickets to the social event; and
- 2 complimentary APNIC training or tutorial registrations.

## **SUPPORTING SPONSOR OPTIONS**

This sponsorship option may be combined with other “Supporting Sponsor” options, in which case the level of sponsorship (and benefits provided) may be upgraded to a higher recognition level (Silver or Gold), according to the total value of the sponsorship.

### **1. Terminal Room**

#### **Sponsor Commitment**

The terminal room sponsor is to supply the following equipment on loan from Monday 2 to Friday 6 September and to provide technical assistance as required for installation, configuration and maintenance.

- 10 workstations with floppy disk and CD-ROM drives, network cards and DHCP configuration support, preferred operating system: NT or Linux, preferred browser: IE or Netscape,
- Ethernet switch and Ethernet cables,
- Extra patch leads for laptops,
- Power cables and power boards (one per port).

### **2. Wireless Network**

#### **Sponsor Commitment**

The wireless network sponsor is to supply the following equipment on loan from Monday 2 to Friday 6 September and to provide technical assistance as required for installation, configuration and maintenance.

- Minimum of 50 wireless network cards, for loan to conference attendees (on receipt of a security deposit equal to a discounted sale price),
- 5 or more base stations (10Base-T uplink),
- Preferred formats: ‘Wavelan’, 802.11 2.4 GHz (DS) 11 Mb/s.

### **3. Internet Connection**

#### **Sponsor Commitment**

This sponsor is to provide an Internet connection to Kitakyushu International Conference Center facilities from Monday 2 to Friday 6 September and to provide technical assistance as required for installation, configuration and maintenance of the following equipment:

- Routers and hubs for terminal room and wireless networks,
- Approximately 32 fixed drops (including connections for wireless hubs),
- Uplink speed of 16 Mbyte or greater.

### **4. 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\$1,250 as a contribution towards the cost of the meeting.

#### **Sponsor Benefits**

- Acknowledgement as a "Supporting Sponsor" by APNIC:
  - Name and small logo in conference programme, meeting website and welcome signage;

- Display promotional banner (no larger than 0.5m x 1m) in the terminal room or equivalent location (banner to be supplied by sponsor);
- "Sponsored by" acknowledgement in the conference schedule, 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 meeting registrations;
- 2 complimentary tickets to the social event; and
- 2 complimentary APNIC training or tutorial registrations.

## SPONSOR PLEDGE FORM – APNIC OPEN POLICY MEETING

Please complete these details and email or fax your pledge to JPNIC. 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\$5,000**

Day 1, Tuesday 03/09/02  Day 2, Wednesday 04/09/02

Day 3, Thursday 05/09/02  Day 4, Friday 06/09/02

Opening Reception, Tuesday 03/09/02  Social Event, Wednesday 04/09/02

*Or*

**Silver**  **US\$2,500**

Day 1, Tuesday 03/09/02  Day 2, Wednesday 04/09/02

Day 3, Thursday 05/09/02  Day 4, Friday 06/09/02

Miscellaneous

*Or*

**Supportor**  **US\$1,250 or in-kind contribution**

Terminal Room  Wireless Network

Internet Connection  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 sponsored. Silver sponsors may have to share with another sponsor. Thank you for your support. JPNIC will contact you shortly to discuss the details of your pledge.

### Return this form

- By email to: [izumi@nic.ad.jp](mailto:izumi@nic.ad.jp)
- *Or* by fax to: + 81 3 5297 2312, Attention: Ms. Izumi Okutani.