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18TH APNIC OPEN POLICY MEETING - SPONSORSHIP INVITATION

Introduction

APNIC is pleased to invite sponsors to support the 18th 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 900 major ISPs across 46 economies) as well as members of the broader Internet technical and policy communities of the region and the world.

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 also attracts the participation of other Asia Pacific Internet organisations, whose formal and informal meetings provide additional opportunities for interaction between participants.

Vital facts

When	Tuesday 31 August to Friday 3 September 2004
Where	Sheraton Resorts, Nadi, Fiji
Who	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.
What	The program features tutorials, Special Interest Group (SIG) meetings, informal Birds of a Feather (BOF) meetings, and the APNIC Member Meeting.

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

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

About APNIC

APNIC is one of four 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 most of the region's 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.

Fellowship Programme

A portion of sponsorships (15 %) will be allocated to the APNIC 18 fellowship programme. The programme encourages members of the Internet community from developing economies in the Asia Pacific region to attend the meeting. It targets key staff from organisations developing or providing Internet services, in particular, those responsible for managing Internet resources (such as IP addresses, autonomous system numbers, and routing registry data).

Why Sponsor the 18th 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;
- Providing opportunities for fellows to meet and network with their peers, gain valuable experience, and broaden their contacts of key people in the Asia Pacific Internet community.

In return for their support, sponsors will be presented with valuable opportunities to expose their organisations, 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 18th 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.

Please note that exclusive sponsorships are allocated on a first-come-first-served basis, on receipt of a formal sponsorship pledge. In addition, sponsorship acknowledgements will be given in the order of receipt of pledges, in verbal acknowledgements, signage and listings on the APNIC website and other documents.

If you need more information about sponsoring the APNIC Open Policy Meeting, please contact the Events Manager, APNIC, by email to: meetings@apnic.net .

Alternatively, you may simply complete the attached sponsorship pledge form, indicating your preferred sponsorship option, and return it to APNIC by fax.

GOLD SPONSOR OPTIONS

All Gold sponsorship options are exclusive, and available on a first-come-first served basis.

1. Meeting

Gold sponsorship opportunities are available for each day of the 18th APNIC Open Policy Meeting:

Day 1 – Tuesday (Tutorial)	31 August 2004
Day 2 – Wednesday (Conference sessions and BOFs)	01 September 2004
Day 3 – Thursday (Conference sessions and BOFs)	02 September 2004
Day 4 – Friday (APNIC Member Meeting)	03 September 2004

2. Opening Reception

The Opening Reception will be held on Tuesday evening, 31 August 2004. Attendance of approximately 150-200 guests is expected.

3. Social Event

The APNIC Meeting Social Event, a highlight of the meeting programme, will be held on Wednesday evening, 01 September 2004. Attendance of approximately 150 -200 guests is expected. A Gold sponsor of this event will be provided the opportunity to make a short presentation (5 minutes maximum) during the event.

4. Fellowship Programme

To provide financial support for approved fellows from developing economies in the Asia Pacific region. Note: in order to maximize benefits to fellows, fellowship programme sponsorship is not an exclusive sponsorship opportunity.

5. Miscellaneous

In addition to the above sponsor items, miscellaneous Gold sponsorships can be arranged to suit the needs of the sponsor.

Gold Sponsorship Commitment

US\$5,000

Gold Sponsor Benefits

- Acknowledgement as a "Gold Sponsor" by APNIC:
 - Name and large logo posted on the conference programme, meeting website, Onsite Notice Board and other appropriate conference materials and signage;
 - "Sponsored by" acknowledgement in APNIC newsletter and media releases;
 - Display promotional banner (no larger than 1m x 2m, supplied by sponsor) in major meeting room(s) for the day of sponsorship or at the social event sponsored;
 - Specific messages of thanks by APNIC in the opening and closing sessions, and during sponsored 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 tutorial registrations;
- 1 A3 size logo/name at registration table; and
- Option to run a prize draw or appropriate promotional activity during sponsored day or event.

SILVER SPONSOR OPTIONS

Silver Sponsorship options are not exclusive, therefore a Silver sponsor may be joined by other Silver and/or Gold sponsors for the same sponsorship opportunity.

1. Meeting

Silver sponsorships are available for each day of the 18th APNIC Open Policy Meeting:

Day 1 – Tuesday (Tutorial)	31 August 2004
Day 2 – Wednesday (Conference sessions and BOFs)	01 September 2004
Day 3 – Thursday (Conference sessions and BOFs)	02 September 2004
Day 4 – Friday (APNIC Member Meeting)	03 September 2004

2. Fellowship Programme

To provide financial support for approved fellows from developing economies in the Asia Pacific region.

3. Miscellaneous

In addition to the Silver Meeting Sponsorships, miscellaneous Silver sponsorships can be arranged to suit the needs of the sponsor.

Silver Sponsorship Commitment

US\$2,500

Silver Sponsor Benefits

- Acknowledgement as a "Silver Sponsor" by APNIC:
 - Name and small logo posted on meeting website, Onsite Notice Board and other appropriate conference materials and signage;
 - "Sponsored by" acknowledgement in APNIC newsletter and media releases;
 - Display promotional banner (no larger than 0.5m x 1m, supplied by sponsor) in one meeting room;
 - Specific messages of thanks by APNIC during sponsored 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 tutorial registrations.

SUPPORTING SPONSOR OPTIONS

Supporting sponsorships are available to suit the needs of the sponsor, including Fellowship Programme.

Supporting Sponsorship Commitment

US\$1,250

Supporting Sponsor Benefits

- Acknowledgement as a "Supporting Sponsor" by APNIC:
 - Name and small logo posted on the conference programme, meeting website and Onsite Notice Board;
 - "Sponsored by" acknowledgement APNIC newsletter and media releases;
- 1 complimentary APNIC meeting registration;
- 1 complimentary ticket to the social event; and
- 1 complimentary tutorial registration.

IN-KIND SPONSORSHIP OPTIONS

Each of the following sponsorship options is normally regarded as a “Silver Sponsorship” and afforded the corresponding benefits. However these options may be adjusted and/or combined in which case they may be recognized at a higher level in accordance with the total value of the sponsorship.

In assessing sponsorship level, the value of these options is assessed on a “direct cost” rather than “retail” basis.

1. Terminal Room

Sponsor Commitment

The terminal room sponsor is to supply the following equipment on loan from Sunday 29 August to Friday 03 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 Linux and Windows XP operating systems (50:50 mix), including web browser with SSH client,
- Desk space, Ethernet and power leads to accommodate approx 10 notebook computer users;
- One network printer, accessible from all terminal room computers,
- Suitable Ethernet switch and required cabling

2. Wireless Network

Sponsor Commitment

The wireless network sponsor is to supply the following equipment on loan from Sunday 29 August to Friday 03 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 Sheraton Resorts facilities from Sunday 29 August to Friday 03 September and to provide technical assistance as required for installation, configuration and maintenance of the following equipment:

- Internet connection speed 10Mb (minimum),
- Local networks to support IPv4, IPv6 and multicast,
- Nameservers to support IPv6 and IPv4,
- The routers must support both IPv6 over IPv4 tunneling and native IPv6 for Ethernet connectivity,
- Routers to permit local trainers to connect and show BGP state, or provide a local iBGP peer or view of the global routing table,
- Connectivity to a multicast and IPv6 route exchange point to be provided so the meeting is globally visible in IPv4, IPv6 and multicast IP,
- Approximately 50 fixed drops including connections for wireless hubs or switches to permit a significant number of attachments in meeting rooms.

SPONSOR PLEDGE FORM – 18TH 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\$5,000

Day 1, Tuesday 31/08/04	<input type="checkbox"/>	Day 2, Wednesday 01/09/04	<input type="checkbox"/>
Day 3, Thursday 02/09/04	<input type="checkbox"/>	Day 4, Friday 03/09/04	<input type="checkbox"/>
Opening Reception, Tuesday 31/08/03	<input type="checkbox"/>	Social Event, Wednesday 01/09/04	<input type="checkbox"/>
Fellowship	<input type="checkbox"/>	Miscellaneous	<input type="checkbox"/>

Or

Silver

US\$2,500

Day 1, Tuesday 31/08/04	<input type="checkbox"/>	Day 2, Wednesday 01/09/04	<input type="checkbox"/>
Day 3, Thursday 02/09/04	<input type="checkbox"/>	Day 4, Friday 03/09/04	<input type="checkbox"/>
Fellowship	<input type="checkbox"/>	Miscellaneous	<input type="checkbox"/>

Or
Supporting **US\$1,250**

Or
In-Kind

Terminal Room	<input type="checkbox"/>	Wireless Network	<input type="checkbox"/>
Internet Connection	<input type="checkbox"/>	Miscellaneous	<input type="checkbox"/>

Please note that in addition to Fellowship Sponsorship, 15% of total cash sponsorships will be allocated to the APNIC 18 fellowship programme.

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 individual day sponsored. Silver sponsors may be required to share with another sponsor.

Sponsor acknowledgements (including names and logos as applicable) will be listed by sponsorship category on APNIC meeting website, signage and other locations, in the order in which sponsorship commitments are received by APNIC.

Thank you for your support. APNIC will contact you shortly to discuss the details of your pledge.

Return this form by email to: meetings@apnic.net or by fax to: + 61 7 3858 3199, Attention: Events Manager.

