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16TH APNIC OPEN POLICY MEETING - SPONSORSHIP INVITATION

Introduction

APNIC is pleased to invite sponsors to support the 16th 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 800 major ISPs across 46 economies) as well as members of the broader technical and policy community 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 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 19 to Friday 22 August 2003
Where	Lotte Hotel Seoul - Jamsil, Korea
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/16/programme/schedule.html>

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 16 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). The meeting host (KRNIC) and APNIC will also contribute to the fellowship fund.

Fellows will receive financial assistance towards attendance at APNIC 16, accommodation, and meal and incidental costs. To provide additional support for travel expenses APNIC is also seeking funding from the World Bank's infoDev (Information for Development) programme.

Why Sponsor the 16th 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 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 16th 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, 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.

PLATINUM SPONSOR OPTIONS

A maximum of 3 platinum sponsorships are available for the duration of the 16th APNIC Open Policy Meeting.

Sponsor Commitment

US\$10,000 as a contribution towards the cost of the meeting.

Sponsor Benefits

- Acknowledgement as a "Platinum Sponsor" by APNIC, on a first-come-first-server basis, including:
 - Name and extra large logo in the conference programme, meeting website, Onsite Notice Board;
 - Display promotional banner (no larger than 1m x 3m) at meeting foyer/registration area for the duration of the meeting (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;
- 10 complimentary meeting registrations;
- 10 complimentary tickets to the social event;
- 10 complimentary tutorial registrations;
- 1 A3 size logo/name at registration table; and
- Option to run a promotional activity or prize draw.

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 16th APNIC Open Policy Meeting:

Day 1 – Tuesday (Tutorials)	19 August 2003
Day 2 – Wednesday (Conference sessions and BOFs)	20 August 2003
Day 3 – Thursday (Conference sessions and BOFs)	21 August 2003
Day 4 – Friday (APNIC Member Meeting)	22 August 2003

2. Opening Reception

The Opening Reception will be held on Tuesday evening, 19 August 2003. Attendance of approximately 150-200 guests is expected.

3. Social Event

The Social Event will be held on Wednesday evening, 20 August 2003. It will be a highlight of the programme. Attendance of approximately 150 -200 guests is expected.

4. Miscellaneous

In addition to the above sponsor items, miscellaneous Gold sponsorships can be arranged to suit the needs of the sponsor. The benefits are the same as the normal Gold Sponsor.

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, Onsite Notice Board 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, 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 promotional activity or prize draw.

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 16th APNIC Open Policy Meeting:

Day 1 – Tuesday (Tutorials)	19 August 2003
Day 2 – Wednesday (Conference sessions and BOFs)	20 August 2003
Day 3 – Thursday (Conference sessions and BOFs)	21 August 2003
Day 4 – Friday (Member Meeting)	22 August 2003

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, Onsite Notice Board 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 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.

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, Onsite Notice Board and welcome signage;
 - Display promotional banner (no larger than A3 size) 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;
- 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 17 to Friday 22 August 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 and web browser with SSH client,
- Desk space, Ethernet and power leads to accommodate approx 10 notebook computer users;
- One network printer, all computers need to be configured to the network printer,
- Suitable Ethernet switch and all required cabling,

2. Wireless Network

Sponsor Commitment

The wireless network sponsor is to supply the following equipment on loan from Sunday 17 to Friday 22 August 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 Lotte Hotel Seoul - Jamsil facilities from Sunday 17 to Friday 22 August 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 48 fixed drops including connections for wireless hubs or switches to permit a significant number of attachments in meeting rooms.

SPONSOR PLEDGE FORM – 16TH 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)

Platinum **US\$10,000**

Tuesday 19/08/03 – Friday 22/08/03

Or

Gold **US\$5,000**

Day 1, Tuesday 19/08/03

Day 2, Wednesday 20/08/03

Day 3, Thursday 21/08/03

Day 4, Friday 22/08/03

Opening Reception, Tuesday 19/08/03

Social Event, Wednesday 20/08/03

Miscellaneous

Or

Silver **US\$2,500**

Day 1, Tuesday 19/08/03

Day 2, Wednesday 20/08/03

Day 3, Thursday 21/08/03

Day 4, Friday 22/08/03

Miscellaneous

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"/>

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 have to share with another sponsor. The sponsors' logos will be listed in the respective sponsorship category on the APNIC website in the order in which they are received. 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.