



Membership Prospectus



Who We Are

- > The pace of IoT innovation is faster than ever. Open source has won because no single company can compete with the scale and speed of disruptive innovation delivered by collaborative ecosystems.
- > With over 8 million lines of code across over 45 projects, supported by over 40 of the world's leading IoT ecosystem players, the [Eclipse IoT Working Group](#) is the leading open source community for community-driven, code-first, commercial-grade IoT innovation.
- > Global IoT industry leaders like Bosch, Eurotech, and Red Hat choose Eclipse IoT for collaborating on an end-to-end IoT architecture that is fully based on open source and open standards, runs on multi- or hybrid-cloud environments, and interoperates with existing enterprise applications and other IoT solutions.



What Our Members Say

Leading players in the IoT industry are strongly committed to a thriving and sustainable IoT ecosystem based on open source and open standards hosted by the Eclipse Foundation. Here is what our members say about their Eclipse IoT membership.

“No company can realize the IoT on its own... Within the Eclipse Community, through the contribution of many IoT developers, tools and standards are created on an open platform that many companies can benefit from for their IoT applications.”

– Stefan Ferber
CEO, Bosch.IO

“Finally, DB foresees more open source integrations in the future and looks forward to collaborating within the Eclipse IoT Working Group. Being part of a collaboration like Eclipse IoT is a good opportunity to improve DB’s use of open source technology, and in the long term creates better solutions for DB passengers.”

– Alexander Schmitt
Chief Architect, DB-Systel

What Our Members Say



“The Eclipse Foundation [puts] forth great effort to provide open source contributions in the IoT space, which translates to vitality and enthusiasm. This is very important to us.”

– Nicola La Gloria
Co-founder and CEO, Kynetics

“Within Eclipse IoT, Eurotech is working with Cloudera, Red Hat, and others to develop key IoT runtimes and other enabling technologies that will enable integrated, end-to-end open IoT architectures.”

– Giuseppe Surace
Chief Product and Marketing Officer, Eurotech

“Eclipse IoT is the industry’s leading community for Open Source IoT projects. For Red Hat, Eclipse IoT is the place where we collaborate with like-minded colleagues from other firms to create projects that form the basis of our IoT products.”

– David Ingham
Director of Software Engineering for Integration Middleware, Red Hat

The Opportunity

Businesses, organizations and individuals join the Eclipse IoT Working Group to engage in collaborative development of innovative technologies and sustainable development of an open source ecosystem. The Eclipse IoT Working Group provides an open and vendor-neutral governance framework for members and the community to encourage, develop, promote and commercialize open source technologies that contribute to the success of their businesses.

The Opportunity



Members of the Eclipse IoT Working Group take advantage of the following opportunities:



Participate in industry collaborations to develop common open IoT platforms for Industrial IoT, Industry 4.0, Edge Computing, Digital Ledger Technologies, and more.



Play a role in defining Eclipse IoT Working Group strategic themes and priorities to develop the platform in alignment with your requirements - and those of your customers.



Publicly show your commitment to the IoT ecosystem and its strategic relevance by evangelizing the solutions produced by Eclipse IoT Working Group.



Benchmark and learn best practices from peers for leveraging open IoT technologies to accelerate product development and improve time-to-revenue.



Gain insights into the Eclipse IoT technology roadmap and direction.

An Open, Vendor-Neutral Community

The Eclipse Foundation's clear, vendor-neutral rules for intellectual property sharing and decision-making make it easy to collaborate with other organizations on driving rapid IoT innovation. The Eclipse IoT Working Group aims at defining an open development environment and key runtimes for IoT solutions that will enable the development of open solutions. The IoT community consists of individuals, developers and organizations spanning many industries.

The community participates in open source projects to create development tools including simulators/emulators, reference architecture and programming models, open and standard communication protocols and APIs, frameworks and services for IoT gateways and IoT Cloud platforms, and effective decoupling between applications, systems and communication interfaces.

Key Services



The Eclipse Foundation provides six key services to the members of the working group, and ultimately to the IoT community:

1. **Development Process** - The Eclipse Foundation community has a well-earned reputation for producing high-quality software, reliably and predictably. The Eclipse Development Process consists of a set of community-driven processes and rules that form our best practices which can be implemented into new open source projects.
2. **IP Management** - Like all Eclipse Foundation projects, Eclipse IoT projects are licensed under the Eclipse Public License (EPL), a commercial - friendly, OSI approved license.
3. **Ecosystem Development and Marketing** - The Eclipse Foundation's marketing programs grow the Eclipse IoT brand, raise awareness and adoption of IoT open source technologies, promote IoT community engagement, and showcase the participation of our members in the Eclipse IoT Working Group. We organize a number of activities, including cooperative marketing events with member companies and physical and virtual conferences, and support the IoT community's presence at industry trade shows.



Key Services

The Eclipse Foundation provides six key services to the members of Eclipse IoT, and ultimately to the IoT community:

4. **IT Infrastructure** - The Eclipse Foundation provides vendor-neutral, reliable, and scalable services for IoT technology developers and users. IT infrastructure services delivered to the Eclipse community include source code repositories, build infrastructure, development-oriented mailing lists and newsgroups, a download site, and website.
5. **Market research** - Our annual IoT Developer and IoT Commercial Adoption surveys are widely cited in the IT press and beyond. Working group members get access to the complete data set and additional insights.
6. **Community activities** - The Eclipse Foundation organizes monthly calls for the working group, enabling member organizations to receive project updates and exchange about business opportunities. The working group also organizes webinars through its “Virtual IoT meetup” on meetup.com, reaching to audiences outside the core members of the working group.

Key Services

The Eclipse IoT Working Group has established the key objectives of encouraging, developing, and promoting open source solutions that can be used to overcome market inhibitors found in most IoT ecosystems, as well as providing a level playing field for all interested organizations to influence the future direction of Eclipse IoT. Membership ensures the long term success of the working group by making it possible to achieve these objectives.

Membership in the Eclipse IoT Working Group



The Eclipse IoT Working Group offers three levels of membership: Strategic, Participant, & Guest. Please see the [Eclipse IoT Working Group Charter](#) for full details.

Strategic Members

Strategic members must be a Strategic, Enterprise or Solutions member of the Eclipse Foundation and lead at least one Eclipse IoT project and contribute at least 4 FTE working on Eclipse IoT projects or Eclipse IoT Working Group activities. The activities can include 1) committers working on Eclipse open source projects that support the IoT roadmap, 2) creation of roadmaps and technical documents (including, for example, architectures, blueprints and best practices) supporting the WG work, 3) evangelism and community development for the WG and 4) other activities agreed to by the Steering committee.

Strategic members may also be invited to join the Steering Committee if they demonstrate contributions to at least one Eclipse IoT project, and be approved by a simple majority of the existing Strategic members. Members also regularly participate in Working Group meetings and provide timely feedback on Working Group documents, provide executive-level representation at quarterly Steering Committee meetings, as well as provide ongoing marketing and community development support to the Eclipse IoT community.

Membership in the Eclipse IoT Working Group

Participant Members

Participant members are typically organizations that deliver products or services based on enterprise IoT technology. These organizations want to participate in the development of the enterprise IoT technology ecosystem.

Participant members must be an Eclipse Foundation member at the Strategic, Enterprise, or Solution level and regularly participate in Eclipse IoT Working Group meetings.



Membership in the Eclipse IoT Working Group

Guest Members

Guest members are organizations that are Associate members of the Eclipse Foundation who have been invited by the Steering Committee to participate in particular aspects of the activities of the working group. Typical guests include partners, universities, academic research centers, and government agencies specifically approved by the Steering Committee. Guests may be invited to participate in committee meetings at the invitation of the committee, but under no circumstances do Guest members have voting rights. Guest members are required to execute the [Participation Agreement](#).

With the exception of Guest members, to join the Eclipse IoT Working Group, an entity must be at least a [Solutions Member](#) of the Eclipse Foundation, have executed the IoT Participation Agreement once defined, and adhere to the requirements set forth in the [Eclipse IoT Working Group Charter](#).

For more information on all the benefits of Eclipse Foundation memberships, the annual fees structure for Foundation memberships, and more, download the [Eclipse Foundation Membership Prospectus](#).



Membership Fees



The following fees have been established by the Eclipse IoT Steering Committee. The following are the annual fees associated with each class of membership in the Eclipse IoT Working Group. All fees are in USD.

The following requirements are included:

- The fees for all classes of Eclipse IoT membership are \$0 for calendar 2020.
- All members are required to execute the [Eclipse IoT Participation Agreement](#).

Annual Corporate Revenue	Annual Fees
> \$250 Million	\$50,000
\$100 Million but - \$250 Million	\$30,000
\$50 Million - \$100 Million	\$15,000
\$10 Million - \$50 Million	\$10,000
<\$10 Million	\$5,000

Eclipse IoT Participant Member Annual Participation Fees

Participant Members pay no annual fees, but are required to execute the [Eclipse IoT Participation Agreement](#).

Eclipse IoT Guest Members

Eclipse Foundation Associate Members may be invited by the Steering Committee to join and participate in the Working Group as Guest Members. Guest members pay no annual fees, but are required to execute the [Eclipse IoT Participation Agreement](#).

Join us!

To learn more about the benefits of Eclipse IoT Working Group membership, please contact the Membership Coordination Team at membership@eclipse.org.