



# Membership Prospectus



## Our Mission

**To provide a forum for individuals and organizations to build and promote open source software, open standards and open collaboration models needed to create a scalable and open Internet of Things**

# Who We Are

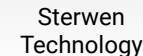
## Leader members



## Innovators members



## Supporter members







## Our Impact

**“From our point of view, the Eclipse Foundation’s IoT Working Group is undoubtedly the leading open source IoT community. It’s no surprise to us that our two best-in-class vendors are part of that community.”**

- Arnold Vogt, Lead IoT and Digital  
Transformation Analyst ,Pierre Audoin Consultants.



# Membership Levels

## Leader

Shape the vision and strategy of the IoT community

## Innovator

Offer products and services based on Eclipse IoT projects

## Supporter

Show your support for our community and projects



# 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** - 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.

# Eclipse IoT Membership Level Benefits

## Leader

- All of Innovator level +
- Logo placement on WG website as supporter member
- Access to market intelligence reports
- Opportunity to contribute and participate in marketing and promotional programs
- Opportunity to co-brand and re-purpose Eclipse IoT marketing assets
- Opportunity to participate in IoT Special Interest Groups (SIGs)
- WG meetings
- Community Day yearly event access

## Innovator

- All of Supporter level +
- Opportunity for an Elected IoT Steering Committee seat
- Opportunity for an Elected IoT Marketing Committee seat
- Discounted fees on Eclipse IoT advertising/promotional programs
- 1 speaking slot at Virtual IoT and Edge Days
- 1 free sponsorship of: IoT Virtual Meetup or Edge of Things webinar episodes

## Supporter

- Logo placement on WG website as Supporter Member
- Access to market intelligence reports
- Opportunity to contribute and participate in marketing and promotional programs
- Opportunity to co-brand and re-purpose Eclipse IoT marketing assets
- Opportunity to participate in IoT Special Interest Groups (SIGs)
- WG meetings
- Community Day yearly event access

## 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.



## 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

“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





## 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

“In its 10 years of existence, Eclipse IoT delivered on many fronts, It provided evangelism of IoT, blueprints, architecture, standardization efforts, content and more of anything, it provided a community .”

– **Marco Career**  
Chief Technology  
Officer, Eurotech

“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-System



# The Opportunity

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

1

**Collaborate** with other members to develop common open IoT platforms for Industrial IoT, Industry 4.0, edge computing, digital ledger technologies, and more.

2

**Publicly demonstrate** their commitment to the IoT ecosystem and its strategic relevance by evangelizing the solutions produced by the Eclipse IoT Working Group.

3

**Gain insights** into the Eclipse IoT technology roadmap and participate in defining the direction.

4

**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.

5

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



# 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 Fees

Annual Corporate Revenue	Eclipse IoT Leader Member Annual Fees	Eclipse IoT Innovator Member Annual Fees
> €250 Million	€50,000	€25,000
€100 Million - €250 Million	€30,000	€15,000
€50 Million - €100 Million	€15,000	€10,000
€10 Million - €50 Million	€10,000	€5,000
<€10 Million	€5,000	€2,000

## Eclipse IoT Supporter Member Annual Participation Fees

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

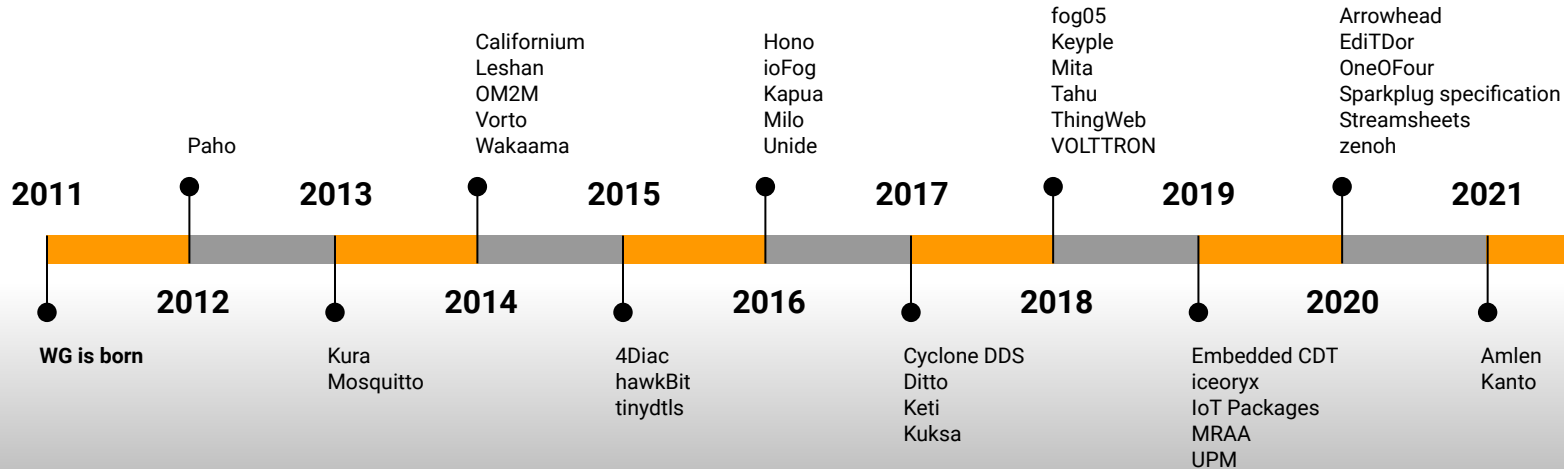
## Eclipse IoT Guest Members

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](#).

The following are the annual fees associated with each class of membership in the Eclipse IoT Working Group as established by the Eclipse IoT Steering Committee. All fees are in Euro **The following requirements are included:** All members are required to execute the [Eclipse IoT Participation Agreement](#).



# 10 years of Open-Source Innovations



# Join Us!

To learn more about the benefits of  
Eclipse IoT Working Group  
membership, please contact the  
Eclipse membership team at  
[membership@eclipse.org](mailto:membership@eclipse.org).