FOSS asia

OpenTechSummit
Singapore 2023

Sponsorship Prospectus

**Conference + Workshops + Exhibition:
Thu 13 April - Sat 15 April**

FOSSASIA Summit is Asia's leading developer conference since 2009.

FOSSASIA Summit 2023 is a **hybrid** 3-day event targeting **business professionals**, **developers**, and **open source contributors**.

Why sponsor the FOSSASIA Summit

- ☐ Learn how others are using open source to gain efficiencies.
- ☐ Take advantage of recruitment opportunities with developers from around the world.
- ☐ Gain a competitive advantage by learning about innovative open tech solutions and latest trends.
- ☐ Increase awareness for your technologies and products among a selected tech audience.
- ☐ Connect in-person with tech experts, business professionals and developers who are relevant for the success of your business.

Target audience 2023
- Business Professionals
- Developers
- Open source contributors and community leaders

Anticipated 2023 attendance
- 1,500 in-person participants
- 1,500 online participants

What are the tracks at the FOSSASIA Summit?

- Cloud and DevOps
- Artificial Intelligence
- Blockchain & Financial Services
- Web & Mobile
- Hardware, Firmware, Chips
- Robotics
- Open Source Standards
- Databases

FOSSASIA offers sponsors a unique opportunity to connect with professionals, discover new business opportunities, increase awareness for products among tech multipliers and to recruit outstanding talents.

Event Schedule

Dates in 2023	Exhibition Program	Conference Program
Set-up Day **Wed, April 12,** 4:00 PM - 8:00 PM	Exhibition halls will open for setup from 4:00 PM - 8:00 PM on Wednesday April 12. Exhibitors can also choose to arrive at the venue from 7:00 AM on Thursday morning April 13 to set up their booth.	
	Wed, April 12, 5:00 PM Meet & Greet Cultural Walk and Dinner	
Day 1, Thursday **13th April**	8:00 AM Exhibition Doors Open and Breakfast 10:30 AM Exhibition & Tea Break 12:30 PM Exhibition Tour & Lunch 3:30 PM Exhibition & Tea Break 6:00 PM Exhibition Doors Close	8:00 AM Open for Registration 9:00 AM Program Starts 10:00 AM Keynotes 12:20 PM Group Photo 12:30 PM Lunch 1:30 PM Program Continues After Lunch 2:00 PM Keynotes 5:30 PM Sessions End
	7:00 PM Social Evening Event	
Day 2, Friday **14th April**	8:00 AM Exhibition Doors Open and Breakfast 10:30 AM Exhibition & Tea Break 12:30 PM Exhibition Tour & Lunch 3:30 PM Exhibition & Tea Break 6:00 PM Exhibition Doors Close	7:00 AM Open for Registration 9:00 AM Program Starts 10:00 AM Keynotes 12:30 PM Lunch 1:30 PM Program Continues After Lunch 2:00 PM Keynotes 5:30 PM Sessions End
	7:00 PM Social Evening Event	
Day 3, Saturday **15th April**	8:00 AM Exhibition Doors Open and Breakfast 10:30 AM Exhibition & Tea Break 12:30 PM Exhibition Tour & Lunch 3:30 PM Exhibition & Tea Break 5:00 PM Exhibition Ends Until 9:00 PM - Teardown	7:00 AM Open for Registration 9:00 AM Program Starts 10:00 AM Keynotes 12:30 PM Lunch 1:30 PM Program Continues After Lunch 2:00 PM Keynotes 5:30 PM Sessions End
	7:00 PM Social Evening Event	

Host Country and Venue

Singapore

Singapore - home of the FOSSASIA Summit is the entrance point to South East Asia, a market of 650 million people. The central geographical location and a world class infrastructure and government make Singapore the perfect destination for technology leaders. The city has become the Silicon Valley of the Asian Pacific region. It is a hub attracting major tech players, multinational corporations and startups seizing new businesses opportunities with open technologies.

FOSSASIA Summit is the place to meet open source developers and companies from across Asia, that are increasingly leading technology development impacting businesses globally.

Lifelong Learning Institute

The Lifelong Learning Institute (LLI) is centrally located - 300 meters from Paya Lebar Metro station. This brand new complex is a dedicated space with modern facilities for education and training purposes built by Singapore Ministry of Education. LLI is a prime venue for major tech and education conferences in the country.

2022 Online Event Recap

FOSSASIA Summit 2022 was held virtually on FOSSASIA event platform:

- ❏ Number of unique online participants: **4,398** people from **77 countries**
- ❏ Number of speakers: **191** people from **38** countries
- ❏ Number of sessions: **186** sessions

Attendee Demographics Map

Participants / Top Job Functions

Job Function	Count
Software Developer	627
Student	197
Founder	158
Business Strategist	137
Executive Director	86
Salesperson	66
Information Technology Consultant	64
Technology Manager	64
Engineer	47

Participants / Top Career Levels

Career Level	Count
Entry	1027
Senior	672
Training	206
CXO	137
Director	131
Owner	127
Manager	104
VP	65
Partner	20

Participants / Top Industries

Industry	Count
Computer Software	1065
Information Technology & Services	828
Internet	143
Education Management	83
Financial Services	66
Higher Education	64
Electrical & Electronic Manufacturing	54
Computer & Network Security	50
Research	46

Participants / Top Companies

| Company	Count
Tata Consultancy Services	36
Red Hat	23
GirlScript Summer of Code	23
Amazon	23
Microsoft	21
IBM	17
Google	15
Accenture	14
Cognizant	14

2019 In-Person Event Recap
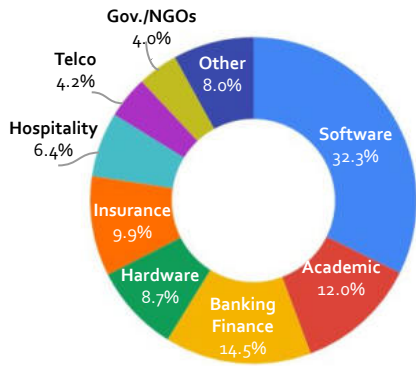
Industry

Software / Platform 32.3%
Banking / Finance 14.5%
Academic 12.0%
Insurance / Medical Service 9.9%
Hardware / Electronics 8.7%
Hospitality 6.4%
Telecommunications 4.2%
Government/ NGOs 4.0%
Other 8.0%
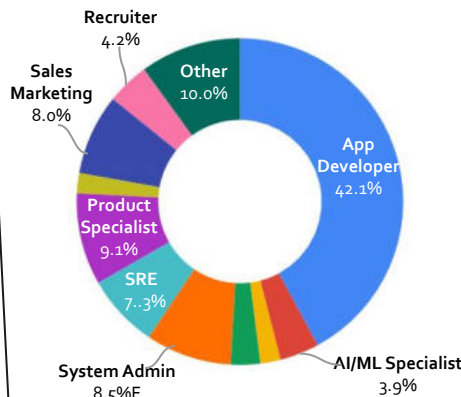
Expertise

Application Developer 42.1%
AI/ML Specialist 3.9%
Data Scientist 2.0%
Security Specialist 2.9%
System Admin 8.5%
Site Reliability Engineer 7.3%
Product Specialist 9.1 %
UX/UI Designer 2.0%
Sales / Marketing 8.0 %
Recruiter 4.2%
Other 10.0%
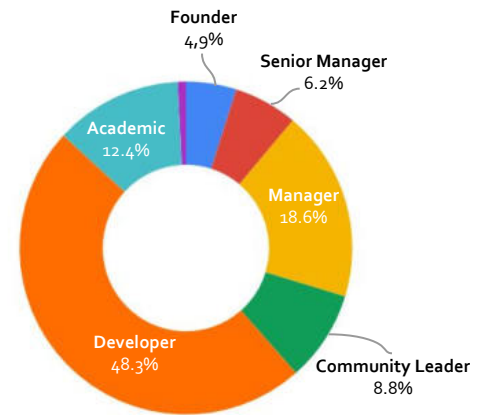
Job Level

Founder 4.9%
Senior Management 6.2%
Manager 18.6%
Community Leader 8.8%
Developer 48.3%
Academic 12.4%
Other 0.8%

Participating Companies

- 397 unique companies attending in 2019 event

- 32.5% of attending organizations are global corporations

- 38% of attending organizations are startups and SMEs

- 4.0% are decision makers from government institutions and NGOs

FOSSASIA Summit 2023
Sponsorship Grid at a Glance

Advantages	Diamond (2 Available) US$47,000	Platinum (4 Available) US$30,000	Gold (6 Available) US$14,000	Silver (Unlimited) US$5,000
1. Keynotes: Speaker and content to be approved by content team. No sales & marketing pitches.	20 Minute Keynote	10-minute Keynote		
2. Speaking opportunities: Speaker and content to be approved by content team. No sales & marketing pitches.	110 Minute Conference Session	55 Minute Conference Session	25 Minute Conference Session	
3. Pre or post-conference email blast: One time use of opt-in attendee list to be sent by FOSSASIA.	★	★		
4. Custom question in post event attendee survey: Opportunity to add question of your choice (must be approved by FOSSASIA), and follow up reporting with data results.	2 questions	2 questions	1 question	
5. Exhibition space: You will get a dedicated space with tables, chairs and electricity plugs.	4m x 2m	3m x 2m	2m x 2m	Tabletop
6. Recognition in pre/after event email: We will recognize your contribution in our EDMs.	★	★	★	★
7. Featured during pre-event marketing campaigns: We will post about your sponsorship on our digital campaign promotions.	★			
8. Recognition on event website, platform, and at venue: We will add your logo to our digital platforms and on the exhibition wall screen (in breaks and other times).	★	★	★	★
9. Keynote stage branding on joint banner: You will be featured on a sponsor banner on the side of the keynote stage.	★	★	★	
10. Recognition during opening: The MC will Thank you during the welcome note.	★	★	★	
11. Sponsor designation in press releases: You will be mentioned in any press releases.	★	★	★	
12. Social media promotions of sponsorship: There will be customized postings about you on our social media channels.	3x	2x	1x	
13. Full conference pass(es)	20	12	8	4
14. 20% Discount additional event passes	★	★	★	★
15. Recruiting opportunities: Connect with attendees in the exhibition and announce job vacancies on FOSSASIA job board.	★	★	★	★

*Start-ups may secure a Silver Sponsorship for US$2,500 provided they: (1) Have been in business less than 3 years; (2) Have less than $5M in annual revenue; and (3) Have less than 30 employees at signing of contract.

** Fees are as follows: Bank Transactions 1%, Credit Cards 3%, Paypal 8%

FOSSASIA Summit 2023
Custom Opportunities at a Glance

Custom Sponsorship Opportunities	Cost*
1/2 Day Dedicated Track 3-hour professional workshop using your company's services and Open Source products. Includes promotion on the summit website, dedicated sign-up, access to participant info, snacks and lunch for workshop attendees, facilities. Approx. 75 pax. (depending on room availability)	**US$24,000**
1 Day Dedicated Track One-day 6-hour professional workshop using your company's services and Open Source products. Includes promotion on the summit website, dedicated sign-up, access to participant info, snacks and lunch for workshop attendees, facilities. Approx. 75 pax. (depending on room availability)	**US$39,000**
Diversity Fund Enable diverse participants (women, attendees from developing countries, disabled people, LGBTQ and others) to join the event. Company will be listed as diversity fund sponsor on website and mentioned at opening and closing. The fund will be distributed among applicants, covering ticket fees, accommodation and transportation.	**US$10,000**
Attendee T-shirts We will produce 500 event T-shirts and only one company logo will appear on the sleeves of the shirts. The T-shirts will be distributed to the first attendees who join the event.	**US$9,000**
Breakfast Sponsor The breakfast will be listed together with the sponsor name on the event program. Breakfast will be served in the exhibition hall at 8:00AM daily.	**US$2,500** per breakfast
Tea Break Sponsor The tea break will be listed together with the sponsor name on the event program. Tea breaks will be served in the exhibition hall at 10:30AM and 3:30PM daily.	**US$2,500** per tea break
Lunch Sponsor The lunch will be listed together with the sponsor name on the event program. Lunch will be served in the exhibition hall at 12:30PM daily.	**US$,6000** per lunch
Social Networking Evening The sponsor name will be listed on the program schedule. Social networking event will take place at 6:00 PM daily. (2 available)	**US$5,000** per event
Booth Only Feature your company and products in the exhibition area and connect with participants for promotion and recruitment purposes. The tabletop booth will be approximately 1.5m x 1.5m. There will be a table with two chairs and a plug for electricity.	**US$2,500**

** Fees are as follows: Bank Transactions 1%, Credit Cards 3%, Paypal 8%

Contact *office@fossasia.org*
to secure your sponsorship today.
2023.fossasia.org