

ETel™

Emerging Telephony
Conference

Opportunity doesn't always knock. Sometimes it calls.

In 2006, ETel was a ground breaking conference. We took a risk and broke from the tried, tired old format of most telco events—thinly disguised trade shows to sell boxes—and created a revitalized forum for early stage innovators, alpha geeks, and telco researchers to meet, debate, and share ideas with the people who may actually bring them into the world. It was a heady atmosphere. Our aim now is to take that spirit of imagination, discovery, and action into ETel 2007 and beyond.

Don't miss your chance to be heard by this influential audience. Become part of the conversation by sponsoring ETel.

Audience Profile: Technologists, CIOs, CTOs, IT managers, chief scientists, researchers, programmers, hackers, venture capitalists, business developers, and entrepreneurs.

Estimated Attendance: 600–800

Topics to be covered at the 2007 Emerging Telephony Conference include:

- Open Source Software and Hardware/ Open Telephony
- Wireless Mobility and Mobile Telephony
- P2P VoIP
- Intersection of VoIP Telephony and Web Services
- Wi-fi Telephony, the Telephone Network as a Platform
- Infrastructure
- Voice as Data
- Usability and Experience
- Extending SMS with the Web

Two day sponsor demos: February 28 – March 1, 2007

Selected past speakers include:

Mark Spencer, Digium
 Peter Cochrane, ConceptLabs
 Norman Lewis, France Telecom
 Marc Davis, Yahoo! Research Berkeley
 Sean Egan, Google
 Gurdeep Singh Pall, Microsoft
 Tom Hale, Adobe
 RJ Auburn, Voxeo Corporation
 David Beckemeyer, TelEvolution, Inc
 Joe Heitzeberg, SnapVine
 Brad Porter, Tellme
 Tim O'Reilly, O'Reilly Media

Selected past attendees include:

CTO / SVP Engineering, WhitePages.com, Inc.
 Deputy Director-Enterprise Group, France Telecom
 Development Manager, Kaiser Permanente
 Director, Corporate Strategy, Openwave Systems Inc.
 General Partner, Matrix Partners
 Lead Scientist, PalmSource
 Multimedia Engineer, Morgan Stanley
 Research Director, Wired
 Senior Manager of Platform Evangelism, eBay
 Software Developer, Wells Fargo
 Technology Strategist, Hewlett Packard
 Vice President, Corporate Strategy, Nokia OYJ

Past sponsors included: TellMe, Voxeo, Voipster, SMS.ac, MySQL AB

Reach technology innovators and business leaders at ETel

Use ETel as a platform to position yourself in the emerging telephony space. Sponsorships, networking events, hands on demonstrations and onsite marketing promotions are available.

February 27– March 1, 2007
 San Francisco Airport Marriott
 Burlingame, California

For more information,
 contact sponsorships@oreilly.com

Sponsorship Packages

The ETel Conference sponsorship packages are designed to give you maximum exposure to a sophisticated technical audience in an intimate setting. Become an ETel Sponsor and demonstrate your leadership in the next generation of web based telephony and secure your place in front of the industry's most influential leaders.

Diamond Sponsorship: \$45K (Limit 2) Top Tier Sponsorship at ETel

- 15 minute Plenary Keynote (pending speaker/content approval by program chair)
- Recognition by Program Chairs, Surj Patel and Brady Forrest
- Company name, logo, and 100 word description in Program Guide and ETel website
- Company name included in pre-event emails
- Company name listed in press release
- 10 Full Conference Passes
- Sponsored Workshop Session
- Sponsor Snapshot
- Sponsor Gallery Demo station, including electricity, internet
- Two page full color ad in Program Guide
- Attendee bag Insert
- Logo on bag (subject to deadlines)
- Official sponsor of opening night reception
- Daily recognition
- First chance for lanyard sponsorship (additional \$5K plus sponsor provides lanyards)
- Sponsor designation in outbound marketing efforts
- Access to pre-event press and analyst list
- Access to pre-event attendee Who's Who list for one pre-event and one post-event communication
- Use of press meeting room for one private press event (on a first-come, first-served basis)
- Opportunity to host reception

Platinum Level Sponsorship: \$35K (Limit 4)

- Sponsor Gallery Demo station, including electricity, internet
- Sponsor designation in outbound marketing efforts
- Company name, logo, and 100 word description and link in Program Guide and ETel website
- Company name included in pre-event emails
- Company name listed in press release
- Access to pre-event press and analyst list
- Access to pre-event attendee Who's Who list for one pre-event and one post-event communication
- 8 Full Conference Passes
- One page full color ad in Program Guide
- Use of press meeting room for one private press event (on a first-come, first-served basis)
- Opportunity to host reception
- Attendee bag insert

Gold Level Sponsorship: \$25K

- Sponsor Gallery Demo station, including electricity, internet
- Sponsor designation in outbound marketing efforts
- Company name, logo, and 75 word description and link in Program Guide and ETel website
- Company name included in pre-event emails
- Company name listed in press release
- Access to pre-event press and analyst list
- Access to pre-event attendee Who's Who list for one pre-event and one post-event communication
- 6 Full Conference Passes
- One page full color ad in Program Guide
- Use of press meeting room for one private press event (on a first-come, first-served basis)
- Opportunity to host reception
- Attendee bag insert

Silver Level Sponsorship: \$15K

- Sponsor Gallery Demo station, including electricity, internet
- Sponsor designation in outbound marketing efforts
- Company name, logo, and 50 word description and link in Program Guide and ETel website
- Company name included in pre-event emails
- Company name listed in press release
- Access to pre-event press and analyst list
- Access to pre-event attendee Who's Who list for one pre-event and one post-event communication
- Half page full color ad in Program Guide
- 4 Full Conference Passes
- Use of press meeting room for one private press event (on a first-come, first-served basis)
- Opportunity to host reception
- Attendee bag insert

Additional Sponsorship opportunities, call for more details and pricing.

- Hotel Card Key
- Breakfast Sponsorship
- Lunch Sponsorship
- AM/PM Break Sponsorships
- Lanyard Sponsorship
- Late Night Reception
- Podcast Sponsorship

Please print your company name exactly as it should appear in all marketing and promotional materials for the event:

Product to be displayed: _____

PRIMARY CONTACT INFORMATION

Name _____ Email _____

Phone _____ Fax _____

Mailing Address (if different from below) _____

City _____ State _____ Zip Code _____

COMPANY INFORMATION

Name _____ Email _____

Phone _____ Fax _____

Mailing Address _____

City _____ State _____ Zip Code _____

SPONSOR & EXHIBITOR SELECTIONS

For detailed information on Sponsor and Exhibitor opportunities, please contact Andrew Calvo: andrewc@oreilly.com

SPONSOR PACKAGES

Conference _____

Sponsor Level _____

Price \$ _____

EXHIBIT BOOTHS

Square feet _____

@ \$ _____ per square foot

Exhibit fee \$ _____

TOTAL AMOUNT DUE:

\$ _____

Additional Marketing Opportunities

Advertisements

Pages _____ Price \$ _____

Bag Inserts

Number of pieces _____ Price \$ _____

PAYMENT INFORMATION

Full payment in U.S. funds must accompany this form in order to secure your space as a sponsor or exhibitor.

Cancellation Policy: We will refund 75% of the total sponsor or exhibitor fee for cancellations received in writing 120 days before the first day of the conference. We will refund 50% of the total sponsor or exhibit fee for cancellations received in writing 60 days before the first day of the conference. We will refund 25% of the total sponsor or exhibit fee for cancellations received in writing 30 days before the first day of the conference.

After that date, no refunds will be made. In the unlikely event of cancellation of the conference, the liability of O'Reilly Media, Inc. is limited to the return of paid fees.

PAYMENT TYPE

Company check (Please make check payable to O'Reilly Media.)

Visa MasterCard American Express Discover

Account number _____ Exp. date _____

Print cardholder's name _____

Cardholder's signature _____

TOTAL AMOUNT DUE: \$ _____

COMPANY LOGO AND INFORMATION

Please submit a company logo and company/product description: Sponsors, see sponsorship details for number of words; Exhibitors may submit a 50-word description. O'Reilly Media is authorized to make use of this information for the convention program and web site. Company descriptions and print and web logos should be submitted via email to Yvonne Romaine at yromaine@oreilly.com and should comply with one of the following print specs: **1.** 300 ppi Photoshop tiff or eps file AND a 72 ppi web version (.gif or .jpg) of your non-animated logo that is equal to or less than 140 pixels wide and 140 pixels tall. The web logo will appear on a white background. **2.** Adobe Illustrator or Macromedia Freehand eps file, with fonts outlined. (This is very important: O'Reilly Media, Inc. is not responsible for providing fonts for printing sponsor-submitted logos.)

CONTRACT SIGNATURES

I have read all of the terms and conditions of the Participation Agreement and agree to comply with these terms.

Sponsor	Title	Date
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Upon receipt of this contract and payment, O'Reilly Media will countersign and return a copy to the contact listed on page one of the contract.

O'Reilly Media, Inc.	Date
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Please sign and return this contract with your payment to:

Attn: Andrew Calvo, O'Reilly Media, Inc. 1005 Gravenstein Highway North, Sebastopol, CA 95472 Telephone: 707-827-7000 Fax: 707-829-1342

PARTICIPATION AGREEMENT

Terms and Conditions for Vendor Participation in the _____ (event) taking place _____ (date).

ASSIGNMENT OF SPACE: O'Reilly Media (ORM) shall assign the display space to the Sponsor for the period of the display, such assignment to be made within six weeks after ORM's receipt of this application and a check for the amount of the sponsorship. Location assignments will be on a first-come, first-served basis and will be made solely at the discretion of ORM.

USE OF DISPLAY SPACE: Sponsors are allowed to distribute literature, run demonstrations, and sell products in their assigned exhibit spaces. Sponsor shall not assign to a third party its display space or any portion of that space without the prior written consent of ORM, which ORM may grant or withhold at its sole discretion. If such permission is given, the Sponsor shall assume full responsibility for the conduct of the assignee and all its representatives. Sponsor's product demonstration may in no way interfere with demonstrations at adjacent tables. Demonstrations using audio must use headsets to demonstrate audio capabilities.

INDEMNITY AND LIMITATION OF LIABILITY: Neither ORM, any co-sponsor or display space provider nor any of their officers, agents, employees, facilities, other representatives, or assigns shall be liable for and Sponsor hereby releases them from, any claims for damage, loss, harm, or injury to the person, property or business of the Sponsor or any of its visitors, officers, agents, employees, or other representatives, resulting from theft, fire, earthquake, water, unavailability of the facility, accident or any other reason in connection with the display at the conference. The Sponsor shall indemnify, defend, and protect ORM and hold ORM, any co-sponsor and space provider harmless from any and all claims, demands, suits, liability, damages, losses, costs, attorney's fees, and expenses which might result or arise from Sponsor's participation in the conference or any actions of its officers, agents, employees, or other representatives. Under no circumstance will ORM, any co-sponsor, or the exhibit space provider be liable for lost profits or other incidental or consequential damages for any of their acts or omissions whatsoever whether or not appraised of the possibility or likelihood of such damages or lost profits. In no event shall ORM's liability under any circumstance, exceed the amount actually paid to it by the Sponsor for display space. ORM makes no representations or warranties regarding the number of persons who will attend the conference.

OBSERVANCE OF LAWS: Sponsor shall abide by and observe all laws, rules and regulations, and ordinances.

CANCELLATION OR TERMINATION OF EXHIBITS: If for any reason beyond its reasonable control including fire, strike, earthquake, damage, construction or renovation to the display site, government regulation, public catastrophe, act of God, or any similar reason, ORM shall determine that the conference or any part may not be held ORM may cancel the conference, including the booth space, table-top displays or any part thereof. In that event, ORM shall determine and refund to the Sponsor its proportionate share of the balance of the aggregate display fees received which remains after deducting all expenses incurred by ORM.

SPONSOR/EXHIBITOR CANCELLATION: All payments made to ORM under this application shall be deemed fully earned and non-refundable in consideration for expenses incurred by ORM and ORM's lost or deferred opportunity to provide display space to others.

SPONSOR CONDUCT: Sponsor and all of its representatives shall conduct themselves at all times in accordance with highest standards of decorum and good taste. ORM reserves the right to eject from the conference any Sponsor or representative violating those standards.

AGREEMENT TO TERMS, CONDITIONS AND RULES: Sponsor agrees to observe and abide by the foregoing terms and conditions and by such additional terms, conditions, and rules made by ORM from time to time for the efficient and safe operation of the conference. This application represents the entire agreement between the Sponsor and ORM concerning the subject matter of this application. ORM is not making any warranties or other agreements except as set forth above. Any amendment to this contract must be in writing signed by ORM. The rights of ORM under this agreement shall not be deemed waived except as specifically stated in writing and signed by an officer of ORM. If any term of this agreement shall be declared invalid or unenforceable, the remainder of the agreement shall continue in full force and effect. This agreement shall be binding upon the heirs, successors, and assigns of the Sponsor subject to the terms of this agreement regarding assignment.