



Phone +61 7 3858 3100  
Fax +61 7 3858 3199  
URL [www.apnic.net](http://www.apnic.net)  
E-mail [info@apnic.net](mailto:info@apnic.net)

## 17<sup>TH</sup> APNIC OPEN POLICY MEETING - SPONSORSHIP INVITATION

### Introduction

APNIC is pleased to invite sponsors to support the 17<sup>th</sup> 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 (comprising more than 840 major ISPs across 46 economies) and members of the broader technical and policy community of the region.

The 17<sup>th</sup> APNIC Open Policy Meeting will be held in conjunction with the Asia Pacific Regional Internet Conference on Operational Technologies (APRICOT) 2004, which provides a forum for key Internet builders in the region to learn from their peers and other Internet leaders from around the world.

### Vital facts

<b>When</b>	Monday 23 to Friday 27 February 2004
<b>Where</b>	Palace of the Golden Horses Hotel, MINES Resort City, Kuala Lumpur, Malaysia
<b>Who</b>	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 800-900 participants at this meeting.
<b>What</b>	The APNIC programme features training sessions and tutorials, technical and policy discussions, and the APNIC Member Meeting.

Further information, including the latest meeting schedule is available at:

<http://www.apnic.net/meetings/>

### 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 many of the major Asia Pacific 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 policies.

### **Why Sponsor the 17<sup>th</sup> 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 the members at the APNIC Open Policy Meeting by securing contributions of monetary or in-kind support in areas such as meeting rooms, equipment, 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.

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 17<sup>th</sup> 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 email the APNIC Secretariat at <meetings@apnic.net>. Alternatively, you may simply complete and return the sponsorship pledge form attached, indicating your preferred sponsorship option.

## **GOLD SPONSOR OPTIONS**

All Gold sponsorship options are exclusive, and available on a first-come-first served basis.

### **1. Meeting**

Gold sponsorships are available for each day of the 17<sup>th</sup> APNIC Open Meeting:

- Day 1 Tutorial – Monday 23 February 2004
- Day 2 Tutorial – Tuesday 24 February 2004
- Day 3 Policy meeting – Wednesday 25 February 2004
- Day 4 Policy meeting – Thursday 26 February 2004
- Day 5 APNIC Member Meeting – Friday 27 February 2004

### **2. APNIC Social Event**

The APNIC social event will be held on Wednesday evening, 25 February 2004. Attendance of approximately 150-200 guests is expected.

### **3. 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 per day as a contribution toward the cost of the meeting.

#### **Sponsor Benefits**

- Acknowledgement as a "Gold Sponsor" by APNIC:
  - Name and large logo in the meeting programme, meeting website, and Onsite Notice Board;
  - Display promotional banner (no larger than 1m x 2m) in meeting room for the day of sponsorship or at the social event sponsored (banner to be supplied by sponsor);
  - "Sponsored by" acknowledgement in APNIC meeting kit, APNIC newsletter (*Apster*) and media releases;
  - Specific messages of thanks by APNIC in APNIC Social Event, and during the sponsored sessions;
- Distribution of one piece of marketing material and/or a promotional item to delegates in the meeting kit;
- 4 complimentary meeting registrations;
- 4 complimentary tutorial registrations;
- 1 A3 size logo/name at the APNIC registration desk; and
- Option to run a promotional activity or prize draw.

## **SILVER SPONSOR OPTIONS**

Silver sponsorships 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 level sponsorships are available for each day of the 17<sup>th</sup> APNIC Open Meeting:

- Day 1 Tutorial – Monday 23 February 2004
- Day 2 Tutorial – Tuesday 24 February 2004
- Day 3 Policy meeting – Wednesday 25 February 2004
- Day 4 Policy meeting – Thursday 26 February 2004
- Day 5 APNIC Member Meeting – Friday 27 February 2004

### **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 standard 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 meeting programme, meeting website, and Onsite Notice Board;
  - Display promotional banner (no larger than 0.5m x 1m) in one meeting room (banner to be supplied by sponsor);
  - "Sponsored by" acknowledgement in APNIC meeting kit, APNIC newsletter (*Apster*) and media releases;
  - Specific messages of thanks by APNIC during sponsored sessions;
- Distribution of one piece of marketing material and/or a promotional item to delegates in the meeting kit;
- 2 complimentary meeting registrations; and
- 2 complimentary tutorial registrations.

## **SUPPORTING SPONSOR OPTIONS**

Supporting sponsorships are available to suit the needs of the sponsor.

### **1. Miscellaneous Supporter**

Miscellaneous Supporting sponsorships can be arranged 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 the meeting programme, meeting website and Onsite Notice Board;
  - "Sponsored by" acknowledgement in APNIC meeting kit, APNIC newsletter (*Apster*) and media releases;
- 1 complimentary meeting registration; and
- 1 complimentary tutorial registration.

## SPONSOR PLEDGE FORM – 17<sup>TH</sup> 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)

**Gold**  **US\$5,000**

Day 1, Monday 23/02/04	<input type="checkbox"/>	Day 2, Tuesday 24/02/04	<input type="checkbox"/>
Day 3, Wednesday 25/02/04	<input type="checkbox"/>	Day 4, Thursday 26/02/04	<input type="checkbox"/>
Day 5, Friday 27/02/04	<input type="checkbox"/>	Social event, Wednesday 25/02/04	<input type="checkbox"/>
Miscellaneous	<input type="checkbox"/>		

*Or*

**Silver**  **US\$2,500**

Day 1, Monday 23/02/04	<input type="checkbox"/>	Day 2, Tuesday 24/02/04	<input type="checkbox"/>
Day 3, Wednesday 25/02/04	<input type="checkbox"/>	Day 4, Thursday 26/02/04	<input type="checkbox"/>
Day 5, Friday 27/02/04	<input type="checkbox"/>	Miscellaneous	<input type="checkbox"/>

*Or*

**Supporting**  **US\$1,250**

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](mailto:meetings@apnic.net) or by fax to: + 61 7 3858 3199, Attention: Events Manager.