Partners Matter at OX Summit 2017

May 4-5, Washington, D.C.
October 12-13, Bruxelles, Belgium

Stay Open.
OX Summit connects the key decision-makers from hoster, telco, cable and mobile carriers to exchange valuable expertise that service providers require to transform their growth. This year, OXS17 will be in two amazing cities, both with a single aim: highlight and explore where innovation is accelerating the state of their business’ transformation. Delegates and Sponsors heavily value two aspects that Summit each year delivers: (1) 1:1 access to key OX product and senior management stakeholders, as well as technology partners; and (2) business intelligence openly shared in a trusted environment. To bring this value closer to home for OX customers and ecosystem partners, these two events have been uniquely developed. In the U.S., an exclusive Summit has been designed for the industry to come together, listen and share knowledge on the standards and opportunities ahead. In Europe, a larger Summit will showcase the products, technology and teams making the open and trusted Internet profitable.

OX Summit is the one place where we get intimate access to the most innovative Cloud service providers and telcos and the solutions they need to deliver to their customers. Completely relevant and valuable event.”

Jerome Lecat, CEO Scality

“Open-Xchange manages every year and every time to bring the right people to the right spots.”

Sonya Kapoor, Head of Business Development rankingCoach

“On the one hand, you need good products; on the other hand you great people. Both are here at OX Summit!”

Boris Esser, CMO tarent solutions
The US Summit brings together the most engaged American businesses who are providing value-added services and asks them: How can we as Internet pioneers design better and secure infrastructure with the digital tools that advance society?

By invite-only, OXS17-DCA combines industry-specific and thought-provoking keynotes with specially curated roundtable sessions. Designed and moderated by renown business strategist Jonathan MacDonald, roundtables will go deeper into the specific stages and tools successful transformation requires.

What started in “sweet home Chicago” last year now has become the go-to platform for industry knowledge in the heart of the nation’s capital.

The US Summit brings together the most engaged American businesses who are providing value-added services and asks them: How can we as Internet pioneers design better and secure infrastructure with the digital tools that advance society?

By invite-only, OXS17-DCA combines industry-specific and thought-provoking keynotes with specially curated roundtable sessions. Designed and moderated by renown business strategist Jonathan MacDonald, roundtables will go deeper into the specific stages and tools successful transformation requires.

No matter your focus, Summit has something for everyone: product and technology insights, to the ‘4 Commandments’ that are taking on the status quo of today’s Internet with tomorrow’s trusted services. From keynotes given by IT pioneers, to technical break-out sessions, Summit delivers value on both days. This kind of executive access and peer networking is some of the most valued in the service provider and telecom industries.

EU Summit: the Product Showcase event
October 12-13, Bruxelles

The European OX Summit will be held in Bruxelles, Belgium, the EU capital, for two days of inspiration, product knowledge sessions and powerful industry networking.

No matter your focus, Summit has something for everyone: product and technology insights, to the ‘4 Commandments’ that are taking on the status quo of today’s Internet with tomorrow’s trusted services. From keynotes given by IT pioneers, to technical break-out sessions, Summit delivers value on both days. This kind of executive access and peer networking is some of the most valued in the service provider and telecom industries.

“The winds of change blow some people build windmills and others build walls.”
Jonathan MacDonald, Founder, Thought Expansion Network

“There is no other place on earth where the open Cloud ecosystem comes together to define the Internet’s next trusted business models.”
Rafael Laguna, CEO Open-Xchange
Deepen relationships

**Target Audience:** Reach the leaders in the cloud services market. Connect with top C-level executives, company founders and product owners from hosters, telcos, cable companies and service providers. You will get access to large hosting companies and telcos along with mid-level boutique hosting companies and ISPs.

**Lead generation:** Gain exposure to decision-makers and high-quality influencers from companies most likely to purchase your products and services.

**Summit Delegates have access to leaders from the following:** Hosting providers, managed service providers, infrastructure providers, ISP’s, Telco’s, MVNO’s, cable companies, registrars, cloud service providers, resellers, system integrators, ISV’s and venture capitalists.

### Business levels*

- Technical- and Product Manager: 46%
- C-Level: 35%
- Marketing: 7%
- Other: 12%

### Industries*

- Hosting Provider: 27%
- ISV: 24%
- Telco/Cable: 15%
- Other: 34%

### Countries*

- Europe: 69%
- Americas: 25%
- Asia: 5%
- Other: 1%

* Combined statistics from OXS16 Chicago and Frankfurt

“Open-Xchange Summits stand out amid the many global events CM4all sponsors and attends due to its high-level attendees, top-notch organization and location, and truly thoughtful keynotes and presentations.”

Oliver Gebert, Director Sales EMEA, CM4all
Our European Summit this year brings to the forefront the products that are transforming our industry to the capital city of Belgium. The EGG is short walk from the southern train station Gare Du Midi, offering convenient train connections – SNCB, Thalys, Eurostar – to the metropolitan centers of London, Paris and Cologne.

Whether you are at the edge of the value chain trying to stay relevant as a vendor, or looking to engage new partnerships to deliver value-added services: Summit is the one place innovative technology companies cannot afford to miss!

The Egg Brussels
Rue Bara 175 | 1070 Brussels | Belgium
www.eggbrussels.eu
OXS17-BRU Agenda
Get the most out of the Bruxelles Summit

**Thursday** October 12, 2017
Summit Day

<table>
<thead>
<tr>
<th>Time</th>
<th>Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>10:00 AM – 6:30 PM</td>
<td>Doors open, 1st Cup of Coffee, Plenary Keynotes, Gourmet Lunch, Ecosystem Exhibition, Biz-Xchange Sessions, Tech-Xchange Sessions, Ecosystem Connect, Closing Ceremonies</td>
</tr>
<tr>
<td>7:30 PM – 11:30 PM</td>
<td>VIP-Dinner</td>
</tr>
</tbody>
</table>

**Friday** October 13, 2017
Executive Brunch & Product Sessions

<table>
<thead>
<tr>
<th>Time</th>
<th>Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:30 AM – 12:30 PM</td>
<td>Capital Brunch</td>
</tr>
<tr>
<td>11:30 AM – 3:00 PM</td>
<td>Product Sessions, OX Product Roadmap, OX Showcase Products</td>
</tr>
<tr>
<td>1:30 PM – 4:00 PM</td>
<td>Executive and Sponsor networking</td>
</tr>
</tbody>
</table>

**NOTE:** Above itinerary is for guidance only and subject to change. For up-to-date information, speakers and session formats, please visit: www.open-xchange.com/summit
## OXS-17 BRU Sponsorship Packages

<table>
<thead>
<tr>
<th>Choose your Sponsor Package</th>
<th>PLATINUM</th>
<th>GOLD</th>
<th>SILVER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Packages available</td>
<td>3</td>
<td>8</td>
<td>6</td>
</tr>
<tr>
<td>OX Executive Dinner</td>
<td>VIP Seats</td>
<td>2</td>
<td>1</td>
</tr>
</tbody>
</table>

### Online Promotion

1. Logo presence on open-xchange.com/summit ✔
2. Logo presence on Summit Emails² ✔
3. Blog Post on blog.open-xchange.com ✔
4. Blog post promoted in Summit Email² ✔

### Onsite at OX Summit

1. Kiosk with TV / Screen ✔
2. Electricity / Wifi ✔
3. Logo Presence³ ✔
4. Meeting Room ✔
5. 15 minute Speaking Slot in Keynote Forum ✔

### Sponsorship Value // Package Price:

<table>
<thead>
<tr>
<th></th>
<th>PLATINUM</th>
<th>GOLD</th>
<th>SILVER</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€9,000</td>
<td>€6,000</td>
<td>€3,000</td>
</tr>
</tbody>
</table>

---

1) At least 10 Emails that go out to 2000+ subscribers before, during and after Summit
2) Email goes out to 2000+ subscribers before Summit
3) Paparazzi wall, outside banners
Curious how your sales objectives match **OXS17** participation?

**Contact Christian Egle** for sponsor packages and details of becoming a sponsor.

*christian.egle@open-xchange*

Fon +49 171 2737 482

Open-Xchange GmbH
Olper Hütte 5F | 57462 Olpe | Germany
T +49 2761 8385-0 | F +49 2761 75252-30