



# OSCAL'18

## **OPEN SOURCE CONFERENCE ALBANIA 2018**

SPONSORSHIP PROSPECTUS

**19 & 20 MAY 2018**  
TIRANA, ALBANIA

organized by  
**Open Labs Hackerspace**  
[oscal.openlabs.cc](http://oscal.openlabs.cc)

## EVENT OVERVIEW

OSCAL (Open Source Conference Albania) is the first annual conference in Albania organized to promote software freedom, open source software, free culture and open knowledge. The Conference will gather free libre open source technology users, developers, academics, governmental agencies and people who share the idea that software should be free and open for the local community and governments to develop and customize to its needs; that knowledge is a communal property and free and open to everyone.

Just like other successful regional conferences OSCAL provides a fertile ground to build and enhance networking within the tech community, both in the local region and worldwide by being used as a meeting point for a network of individuals and companies with the aim of sponsoring and initiating projects which benefit the people. OSCAL'18 will be the 5th edition of OSCAL and to celebrate we aim going back to the roots. “*Open by Default*” is the theme of this edition. We believe openness should be the norm, not icing on a cake.

Showcased demos and sessions will focus on projects that help attendees understand the inner workings of open source with a minimum of frustration and headache. A broad range of technical and non-technical topics should offer something for everyone.

## EVENT DETAILS

**19 & 20 May 2018**

- 2 full conference days
- broad range of technical topics
- over 90 hours of sessions
- over 70 diverse speakers
- more than 20 exhibitors
- exclusive city tour
- hackerspace parties
- diverse and inclusive environment



## VENUE

OSCAL will take place in the beautiful city of Tirana, the capital of Albania. In the past years, The Freedom Building (“Godina Liria”), Metropolitan University of Tirana (UMT) and Oficina have kindly hosted OSCAL. To deliver the best experience to our attendees, we are evaluating our venue choice which will be announced in early 2018. The event is covered under our Code of Conduct which you can find on our website.

## ABOUT US

OSCAL is organized by the people of Open Labs Hackerspace, a non-profit & non-governmental organization founded in 2012 in Tirana, Albania. Its mission is to grow the Free & Open Source Software movements locally and regionally by educating and teaching people about Open Source, Open Knowledge and Online Privacy. Open Labs Hackerspace also serves as a home for advocats, developers, hackers, designers, tinkerers and everyone else who identifies with our mission.

Various global projects like Mozilla, Wikimedia, Red Hat, Debian, Tor, OpenStreetMap, FSFE, phpList, Nextcloud and more organize events and projects in Open Labs, connecting the local community to a variety of other communities all around the world. At OSCAL, we take the time to reflect on the state of Open Source and how we can shape it.

## CONTACT

[oscal@openlabs.cc](mailto:oscal@openlabs.cc)

<https://oscal.openlabs.cc>

@oscalconf

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# SPONSORSHIP OPPORTUNITIES

PARTNERSHIP	BENEFITS	COST
<b>Platinum</b> <i>(1 spot)</i>	<ul style="list-style-type: none"> <li>• Presence on stage (verbal mentions + slides + banner)</li> <li>• Booth at the entry, near registration booth)</li> <li>• Newsletter announcement</li> <li>• Logo on Website (Front Page AND Supporters)</li> <li>• Logo on event signage and Social Media</li> <li>• Demo Session</li> <li>• Panel Invitation</li> <li>• Opportunity for signage and collateral at event</li> <li>• 1 Workshop session (related to Open Source)</li> <li>• 3 Custom Benefits</li> <li>• Tweet Storm</li> <li>• 3 Video Calls to prepare best for your presence</li> </ul>	<b>\$6,000 USD</b>
<b>Gold</b> <i>(4 spots)</i>	<ul style="list-style-type: none"> <li>• Presence on stage (verbal mentions + slides + banner)</li> <li>• Logo on Website (Front Page AND Supporters)</li> <li>• Logo on event signage and Social Media</li> <li>• Demo Session</li> <li>• Panel Invitation</li> <li>• Opportunity for signage and collateral at event</li> <li>• 1 Workshop session (related to Open Source)</li> <li>• 2 Custom Benefits</li> <li>• Tweet Highlight</li> <li>• 2 Video Call to prepare for your presence</li> </ul>	<b>\$3.000 USD</b>
<b>Silver</b> <i>(6 spots)</i>	<ul style="list-style-type: none"> <li>• Logo on Website (Front Page AND Supporters)</li> <li>• Logo on event signage and Social Media</li> <li>• Demo Session</li> <li>• Opportunity for signage and collateral at event</li> <li>• 1 Custom Benefit</li> <li>• Twitter Favourite</li> <li>• 1 Video Call to prepare for your presence</li> </ul>	<b>\$1200 USD</b>
<b>Bronze</b> <i>(20 spots)</i>	<ul style="list-style-type: none"> <li>• Logo on Website and Social Media</li> <li>• Logo on some event signage</li> <li>• Newsletter</li> <li>• Twitter Presence</li> </ul>	<b>\$500 USD</b>
<b>Custom</b> <b>(Select One)</b>	<ul style="list-style-type: none"> <li>• Diversity in Tech Scholarship <i>(2 spots)</i></li> <li>• After Party <i>(1 spot)</i></li> <li>• Coffee Breaks <i>(1 spot)</i></li> <li>• Lanyards <i>(1 spot)</i></li> <li>• Lunch <i>(1 spots)</i></li> <li>• Other <i>(1 spot)</i></li> </ul>	<b>\$250 USD</b>



# Sponsorship Agreement

Tirana, Albania May 19-20, 2018

Applicant company name

(“Sponsor”)

(as it should appear in all marketing and promotional materials for the event)

Name

Email

Phone

Mailing Address

City

State/Prov

ZIP/Postal Code

Country

Sponsorship Level: There are several levels of sponsorship available. Please check the box next to the level of support you wish to apply for.

By PayPal, delivered to  
oscal@openlabs.cc

By wire transfer to: Open Labs,  
Rr. Pjetër Budi, Pall. 67  
1000 Tirana

Bank Name: BKT  
Bank Address: Bulevardi “Zhan D’Ark, Tirana, Albania  
Swift Code: NCBAALTX  
IBAN: AL1120511571000756CLTJCFEURS

Platinum (\$6000 USD)

Gold (\$3000 USD)

Silver (\$1200 USD)

Bronze (\$500 USD)

Custom \_\_\_\_\_

Comments

By signing this application, Open Labs and Sponsor agree to the attached terms and conditions.

Open Labs:

Sponsor:

Signature

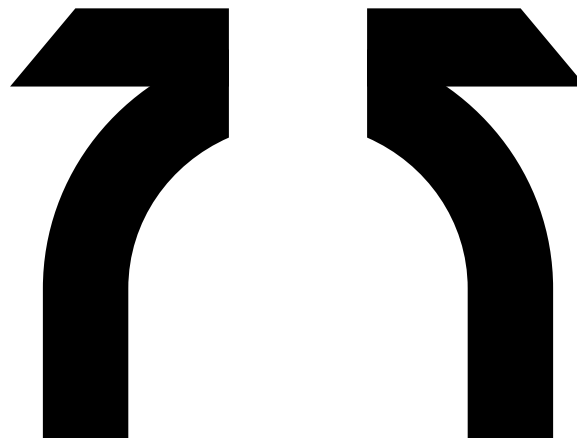
Signature

Name

Name

Title

Title





# EVENT SPONSORSHIP TERMS AND CONDITIONS

Open Labs (“Open Labs”), and the Sponsor identified above (“Sponsor”), are entering into this Open Labs Event Sponsorship Agreement (the “Agreement”) as of \_\_\_\_\_ (the “Effective Date”).

Open Labs is hosting the event identified above (the “Event”) and Sponsor wishes to sponsor the Event at the Sponsorship Level identified above, in accordance with the following terms and conditions.

Open Labs and Sponsor agree as follows:

- 1. OPEN LABS’ RESPONSIBILITIES.** Open Labs is responsible for all aspects of planning, arranging, hosting, staffing, managing, and promoting the Event. In addition, Open Labs is responsible for providing the Sponsorship Benefits.
- 2. SPONSORSHIP BENEFITS.** Provided Sponsor pays the Sponsorship Fee, Sponsor will receive the benefits identified above for the Sponsorship Level Sponsor has selected.
- 3. SPONSOR’S OBLIGATIONS.**
  - a. Sponsor will pay to Open Labs the Sponsorship Fee for the selected Sponsorship Level within thirty (30) days following execution of this Agreement. Payment will be made via the method selected above.
  - b. Sponsor will submit a company logo and a 50-word company/product description for use in the Event program, related marketing materials, and Event related websites. The Sponsor description and logo should be submitted via email to [oscal@openlabs.cc](mailto:oscal@openlabs.cc) and the logo should comply with one of the following specs:
    - i. Vector file - EPS, AI, SVG - with fonts outlined (this is very important: Open Labs is not responsible for providing fonts for printing sponsor-submitted logos ) or
    - ii. 300dpi PDF, TIFF or JPEG raster file of your non-animated logo
  - c. Sponsor will not schedule or sponsor any event in connection with the Event, including without limitation evening events, during a time that overlaps or conflicts with any Event activities published in OSCAL’s Conference schedule.
  - d. Sponsor will not conduct any drawings, contests or other promotions at the Event without Open Labs’ prior written consent.

#### **4. USE OF TRADEMARKS.**

- a. Sponsor grants Open Labs a nonexclusive, nontransferable license to use Sponsor's logo and other trademarks provided to Open Labs solely in the form provided by Sponsor and solely in connection with promoting and marketing Sponsor's sponsorship of the Event.
- b. During the term of this Agreement, Sponsor may identify itself as a sponsor of the Event in advertising and marketing. Open Labs will provide Sponsor with an official Event logo, images, and/or phrases to use on advertising, websites, and other avenues as approved by Open Labs.

**5. NO EXCHANGE OF PERSONAL INFORMATION.** Notwithstanding anything else in this Agreement, neither party will provide the other with contact information for Event attendees, unless such attendees have specifically provided written permission.

**6. TERM OF THE AGREEMENT.** This Agreement will commence on the Effective Date and continue through the end of the Event, unless terminated earlier as permitted herein. Should Open Labs learn of facts regarding Sponsor such that Open Labs' continued association with Sponsor could tarnish Open Labs' reputation, Open Labs may terminate this Agreement upon five (5) days' notice and will refund to Sponsor all amounts paid. The following Sections shall survive any termination or expiration of this Agreement: 6, 7, 8, 9 and 10.

#### **7. CANCELLATION.**

- a. By Open Labs. If for any reason beyond its reasonable control, including without limitation fire, strike, earthquake, damage, construction or renovation to the display site, government regulation, public catastrophe, or act of God ("Force Majeure"), Open Labs shall determine that the Event or any part cannot be held, Open Labs may cancel the Event or any part thereof. In that event, the liability of Open Labs is limited to the amount of fees paid, and Open Labs shall determine and refund to the Sponsor its proportionate share of the balance of the fees received which remains after deducting all expenses incurred by Open Labs. In the event, however, that Open Labs cancels the Event for any reason other than Force Majeure, Open Labs shall refund to Sponsor the full amount of the fees paid by Sponsor.
- b. By Sponsor. If Sponsor cancels its sponsorship more than 4 months prior to the Event start date, it will receive a 50% refund of fees paid. If it cancels its sponsorship less than 4 months prior to the Event start date, it will receive no refund.

**8. WARRANTIES.** Each party represents and warrants that: (i) it has the full right and power to enter into and perform this Agreement without the consent of any third party; (ii) its performance under this Agreement will not conflict with any other obligation it may have to any other party; and (iii) it will comply with all applicable laws. Open Labs further represents and warrants that it has obtained all necessary permits and authorizations required for the Event.

**9. INDEMNITY.** Each party indemnifies, defends, and holds harmless the other party, and its parent and subsidiaries, and the officers, directors, volunteers, employees, representatives, and agents of each of the foregoing, from and against any and all third party liabilities, damages, injuries, claims, suits, judgments, causes of action, and expenses (including reasonable attorneys' fees, court costs and out-of-pocket expenses) arising out of or resulting from its gross negligence or willful misconduct.

**10. LIMITATION OF LIABILITY.** NEITHER PARTY WILL BE LIABLE TO THE OTHER OR ANY THIRD PARTY FOR ANY SPECIAL, CONSEQUENTIAL, EXEMPLARY OR INCIDENTAL DAMAGES, ARISING FROM ANY CLAIM RELATING TO THIS AGREEMENT OR THE SUBJECT MATTER HEREOF, WHETHER SUCH CLAIM IS BASED ON CONTRACT, TORT (INCLUDING NEGLIGENCE) OR OTHERWISE, EVEN IF AN AUTHORIZED REPRESENTATIVE OF SUCH PARTY IS ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. NEITHER PARTY'S AGGREGATE LIABILITY WITH RESPECT TO ANY AND ALL CLAIMS ARISING OUT OF OR RELATED TO THE SUBJECT MATTER OF THIS AGREEMENT WILL EXCEED THE SPONSORSHIP FEE PAID OR PAYABLE BY SPONSOR HEREUNDER.

**11. GENERAL PROVISIONS.** This Agreement constitutes the entire Agreement between the parties related to this subject matter, and any change to its terms must be in writing and signed by the parties. This Agreement supersedes any prior agreements or understandings between the parties. The failure of either party to enforce any right or provision in this Agreement will not constitute a waiver of such right or provision. If any provision of this Agreement is held to be invalid or unenforceable, the other provisions of this Agreement will remain enforceable and the invalid or unenforceable provision will be deemed modified so that it is valid and enforceable to the maximum extent permitted by law. The relationship between the parties is that of independent contractors, and neither party is an agent or partner of the other. Neither party shall be liable for the acts of the other in carrying out this Agreement and, specifically, but not by way of limitation, neither party shall be responsible for the legal, financial or any other obligation entered into by the other in performing this Agreement. The parties will be entitled to rely upon a signed copy of this Agreement transmitted via facsimile or email as if it were an original signed counterpart.

## Exhibit A

### **SPONSORSHIP BENEFITS:**

- a. ANNOUNCEMENT PARTNER:** Pending timing, we will partner with a major sponsor as an Announcement Partner by issuing a joint press release for broad announcement purposes.
- b. BRAND PRESENCE ON STAGE:** This will either a banner, display of sponsor logo on slides that display between speakers, and/ or verbal mention(s).



- c. **INCLUSION ON WEBSITE & IN EMAILS:** We will display sponsor logos on website and email updates. The logos of Sponsors whose Sponsorship level includes this benefit will be displayed on the official website of the Event in a section for sponsors, as well as in Event emails. All sponsor logos will be the same size, and the Sponsorship level of each Sponsor will be identified in association with the logo.
  
- d. **ASSIGNMENT OF SPACE:** Open Labs shall assign the booth, display and/or tabletop space as agreed to under this Agreement for the period of the display and such assignment will generally be made no later than four weeks before the Event. Location assignments will be on a first-come, first-served basis, may be modified by Open Labs due to changes in Event layout, venue or other factors, and will be made solely at the discretion of Open Labs.

**USE OF SPACE:** Sponsor is allowed to distribute literature and run demonstrations within the boundaries of the Sponsor's assigned space. Sponsor's product demonstration, placement or handing out of literature, signage, all booth furnishings and lighting must be well within the confines of the assigned space at all times and may in no way interfere with adjacent space. Demonstrations using audio must use headsets to demonstrate audio capabilities. All booth furnishings, equipment and displays are the responsibility of Sponsor, must be approved by Open Labs prior to installation, must be constructed safely, and must be installed, occupied and dismantled in accordance with Open Labs' schedule. Open Labs may refuse permission to exhibit any products or services Open Labs deems objectionable or unsuitable for the Event. Sponsor shall not assign to a third party its space or any portion of that space without the prior written consent of Open Labs, which Open Labs may grant or withhold at its sole discretion. If such permission is given, Sponsor assumes full responsibility for the conduct of the assignee and all its representatives.

- e. **LOGO EXPOSURE:** Depending on sponsor level, sponsor's logo will appear on slides on main stage, website and/or conference accessories e.g. t-shirts, conference website and emails.