



Sponsorship Opportunities



Drupal Europe
Darmstadt, Germany
10 - 14 September 2018

The Largest European Drupal Event in 2018

About Drupal Europe

Drupal Europe brings together people from across the globe who use, develop, design, and support the Drupal project.

The conference will take place on 10 – 14 September 2018 in Darmstadt, Germany, featuring a full 3-day schedule of educational, networking and contribution opportunities, with additional contribution days before and after the conference. The conference will be organised into well-established tracks around Drupal but in addition there will be a strong focus on industry-related tracks:



Government



Higher Education



E-Commerce



Healthcare



Publishing + Media



Digital Transformation
+ Enterprise



Social + Non-Profit



Technology



Infrastructure



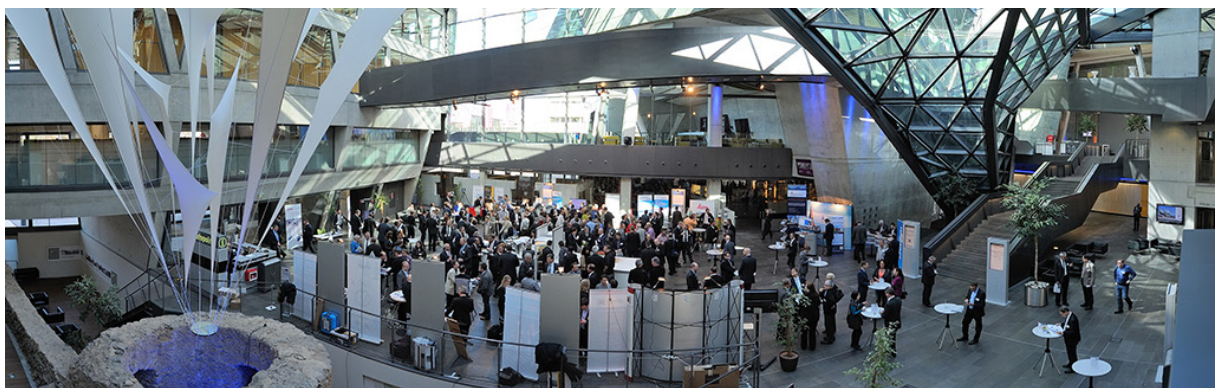
Community



Agency Business

Industry tracks are intensive tracks where people who share an industry or interest can come together to attend interesting sessions, collaborate, share pain points and solutions, and meet like-minded individuals in a structured environment.

The conference ticket will include access to all tracks, topics, sessions, panels, and contribution spaces at Drupal Europe.



Why sponsor?

Our sponsorship packages are designed to support your business with:

Brand Awareness

Improve company image and brand exposure across the major European Drupal agencies as well as other industries using Drupal.

Networking with Potential Partners and Customers

Present yourself as a solid partner, relieve agencies of the necessity to build up all competencies within their own company.

Present your Products and Tools to a Relevant Audience

In open source software development, product and infrastructure decisions are being driven by the actual team (often a distributed team). You will not only pitch directly to the end users but also gain relevant insights for improving your portfolio.

Talent Recruitment

Simplify hiring process through rising a trust for the brand in the community. Get a unique chance to access a pool of candidates from all European and several overseas countries! Meet your potential hires in person at the booth or work with them in the contribution spaces, cutting out the costly recruitment agency services.

Benefit from positive event impact

Have your brand connected to positive feelings and knowledge improvement.

To learn more about becoming a sponsor, contact sponsors@drupaleurope.org

Figures



Core Sponsorship

NAME (availability)	DIAMOND (2/3)	PLATINUM (5/6)	GOLD (9/12)	SILVER (9/16)
Price (in Euro)	20,000	12,500	7,500	3,000
Add-on track sponsorship	1 track sponsorship included	50% discount on one track sponsorship	-	-
Tickets	12	8	5	2
Exhibit space (be creative)	6m x 2m	6m x 2m	3m x 2m	2m x 1m
Exhibition space selection priority	1st	2nd	3rd	4th
Logo placement	site header	site footer	sponsor page	sponsor page
Logo on badge	Included	-	-	-
Ad in program guide	full-page ad	half-page ad	-	-
Digital swag-wagon (approval required)	premium placement	inclusion	inclusion	-
Keynote introduction (3 min speaking opportunity)	Yes	-	-	-
Logo placement in attendee email	top tier	2nd tier		
Listing in program guide	company name	company name	company name	company name
Logo on morning main stage screens	dedicated slide	shared	shared	shared
Thank you on social media	3 times	2 times	2 times	1 time
Trivia night prizes	yes	yes	yes	yes

Note: packages do not include electricity fees in the exhibition area (€25,- per exhibitor per day)

Pro-tips

- **Sign the contract right away.** Packet availability and exhibition space selection is based on the order in which contracts are received by sponsors@drupaleurope.org
- Add an industry track sponsorship for only 5,000 EUR extra (available to all above sponsorship levels)

Conference website

www.drupaleurope.org

Additional industry/track sponsorships

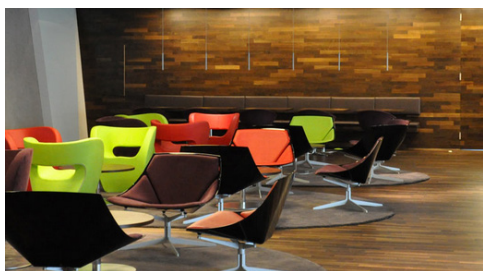
All Diamond, Platinum, Gold, and Silver sponsors can additionally select an industry/track sponsorship:

- Digital Transformation + Enterprise
- Government
- Healthcare
- E-Commerce
- Higher Education
- Publishing + Media
- Social + Non-profit
- Infrastructure
- Drupal Community
- Drupal + Technology
- Agency Business

Additional industry/track sponsorship	
Price (in Euro)	5,000
Availability	max. 3 per track
Track keynote introduction (3 min speaking opportunity)	yes
Session (needs to be approved beforehand by track team)	25 min session
Panel discussion (needs to be approved beforehand by track team)	1 seat
Logo in introduction slide (in all track sessions)	yes
Logo in a "Sponsored by" context (track-based)	yes
Room name	4,000*

* only available to 1 sponsor in each track (first come, first served)

Renting a separate room



Darmstadtium has many different rooms. If you need space for a few hours or during the whole conference (for a meeting, as a breakout room for your team, for trainings ...), contact sponsors@drupaleurope.org with your requirements.

Module Sponsorships

If a Core Sponsorship isn't quite a fit for your business goals, or you want to add even more value to your sponsorship, take a look at our Module Sponsorship packages, which are designed with your flexible needs in mind.

All Module Sponsorships include these benefits:

- Logo and link on Drupal Europe Sponsor page
- Logo on main stage screen before keynote
- Company name and sponsor level listed in program guide
- Opportunity to provide prizes for Trivia night, with attribution
- 1 free ticket for sponsorships packages below 3,000 EUR
- 2 free tickets for sponsorships packages at 3,000 EUR or higher

Modules	Availability	EUR
Birds of a Feather (BoF) room names	4/4	2,500
Trivia Night sponsorship	3/4	3,000
Splash Awards sponsorship	4/4	2,500
Lounges / Space (3 x 2 m)	9/10	5,000
Lunch	3/3	5,000
Coffee	3/3	5,000
All-day catering	3/3	7,500
Contribution sprint	3/4	1,500
Bean bag*	1/1	5,000
Coder lounge / Contribution room names	1/2	2,500
Keynote street team	3/3	1,500
Lanyard*	1/1	5,000
Expand your booth/exhibit area	3/3	5,000

*) Branded items to be delivered by sponsor

Modules may be subject to changes. If you are interested in a certain module, please contact sponsors@drupaleurope.org for details.

Service Details

- All prices in this brochure are listed without VAT. Unless sponsor is eligible for reverse charge taxation, 19 % German VAT are added on the final payment.
- The packages and modules in this brochure are subject to availability and are therefore no binding offers.
- All assets to be used for promotion (e. g. logo on website) are to be provided by the sponsor before the deadline set by the organizer (see terms of contract).
- Included conference tickets will be issued as vouchers that need to be redeemed until a given deadline. Unused vouchers will not be refunded.

Contact + Legal entity

Sponsoring contact: Baddy Breidert, sponsors@drupaleurope.org

Drupal Europe is organized by
Drupal e. V. – German Drupal Association
Hans-Bunte-Str. 6
69123 Heidelberg
Germany

Board: Stefan Auditor, Marc Dinse
Register: 43 AR 299/08 Cologne, Germany
VAT Reg No: DE266546702

Credits

Venue photography

© Wissenschafts- und Kongresszentrum Darmstadt GmbH & Co. KG

Drupal community photography

- Josef Jerabek (CC BY 2.0)
- Adria Richards (CC BY-SA 2.0)
- Michael Cannon (CC BY-SA 2.0)

Event logo + creative elements

sixeleven



Drupal Europe 2018

Exhibitor and Sponsorship Agreement

This exhibitor agreement is entered into by and between

Drupal e. V. (German Drupal Association)
Hans-Bunte-Str. 6
69123 Heidelberg, Germany
Board: Stefan Auditor, Marc Dinse; Register: AG Köln, 43 AR 299/08
Tax No. 215/5868/0751, VAT Reg No: DE266546702
(hereinafter "DE" for "Drupal Europe")

and

(hereinafter "Exhibitor")

effective on the date signed below.

Sponsorship Package(s)

NO.	PACK/MODULE NAME	AMOUNT (€)
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Contact name: _____

Contact e-mail: _____

Billing address: _____

VAT ID:

Terms of Contract

1. **Exhibition Area Assignment:** Exhibitor understands exhibition areas are assigned in the order in which contracts are received. Booths or other assets of exhibition may not be set up if payment in full is not received before the event. DE reserves the right to change area assignments at any time.
2. **Exhibition Area Fee, Table, Size & Equipment:** The fee for the reservation and use of your space is included with your sponsorship. Furnishings for each space includes wifi access and a table with 2 chairs. Sponsor is responsible for providing electricity.
No credit is provided for equipment that is not used. Additional booth furnishings, audiovisual equipment, electrical and telephone connections, signs and drayage services are available for an additional charge. If Exhibitor plans to install a completely constructed booth or display so that the standard table equipment is not desired, no part of the constructed display shall project so as to obstruct the view of adjacent exhibition areas. Island exhibits must not include any walls that block visibility of neighboring areas. Any exception must first be approved by DE. Audiovisual equipment must not be played at a level that would interfere with adjacent exhibitors.
3. **Advertisements:** Exhibitor agrees to provide suitable copy for any advertising presented to attendees through the sponsor benefits.
4. **Registration Fee Waived:** Exhibitor is entitled to the number of registrations ("free tickets") included with their sponsorship. Free conference passes included in sponsor packages must be redeemed before their expiration date. Sponsor is entitled to buy additional tickets at the early bird rate until 12 August 2018.
5. **Restriction on Location of Exhibits & Solicitation:** Exhibitor agrees not to conduct or solicit business in the exhibition area or other designated area unless they have rented exhibit space. Exhibitor agrees not to exhibit products and services at the conference except in the exhibition area, other designated area, or conference program time slot.
6. **Internet Connections:** Network access will be provided through a wireless connection (wifi); actual throughput speeds and up times are not guaranteed.
7. **Payment & Cancellation:** Applicable fees are based on the date that payment is received by DE. Exhibitor may cancel this agreement by written notice to DE. Below is the cancellation fee schedule:
 - Cancellation made on or before 1 June 2018 is subject to a 50% cancellation fee.
 - Cancellation made on or before 15 July 2018 is subject to a 75% cancellation fee.
 - No refunds will be granted on cancellation made on or after 16 July 2018
8. **Personnel, Contractors & Exclusivity:** If required by contract rules and regulation for the convention location, Exhibitor agrees to use qualified personnel for the various services required for installation and dismantling of exhibits and for material handling within the show. Exhibitor must use the service provider designated by DE for rigging, electrical, plumbing. For other services and for other contractors other than those designated above, Exhibitor shall submit the necessary certificates of insurance in advance so that permission can be secured for said contractor to operate. Exhibitor acknowledges responsibility for its employees and contractors from a country outside the EU to have proper work permissions.
9. **Use of Space:** Exhibitor shall not permit any other corporation or firm or its representatives to use the space allotted to the signer of this contract, nor shall Exhibitor display articles not manufactured or normally sold by the Exhibitor. Requests for co-participation by any other corporation or firms in space assigned to the original applicant must be made in writing to DE. If permission is granted by DE, there may be an additional charge for each additional firm, and the additional firm must purchase a conference registration for each of its Representatives at the then current registration cost. Exhibitor is not permitted to sublet booths or assign this lease in whole or in part.

10. **Limitation of Liability:** Exhibitor shall be fully responsible to pay for any and all damages to property owned by the venue facility, its owners or managers which result from any act or omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless, DE and the venue facility as well as their owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from Exhibitor's use of the property.
Exhibitor's liability shall include all losses, costs, damages, or expenses arising from, out of, or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of the Exhibitor's occupancy and use of the exhibition premises, the Hotel or any part thereof.
11. **Security & Insurance:** DE is not liable for damage or loss to Exhibitor's property, nor shall DE be liable for any injury that may occur in the exhibition area. Exhibitor is responsible for obtaining any insurance required to participate.
12. **Safety Regulations and Technical Provisions by the Venue:** Exhibitor must read and follow the venue's regulations regarding general security and booth construction limitations:
 - https://www.darmstadtium.de/fileadmin/Downloads/Safety_Regulations_CI_EN_April_2014.pdf
 - https://www.darmstadtium.de/fileadmin/Downloads/Technical_Provisions_CI_EN_April_2014.pdf
13. **Installation & Dismantling:** Packing, unpacking, and assembly of exhibits will be done only in designated areas at designated times under the direction of exhibition management. Space not set up by one hour before the official opening of the exhibition area may be reassigned by exhibition management for other purposes and will not be made available to the Exhibitor. No exhibits shall be dismantled before the official closing time of the show.
14. **Distribution of Printed Matter, Samples, etc:** Exhibitor shall not distribute to the conference attendees printed matter, samples, souvenirs, or the like, except from within the rented space or through insertion into conference registration packets as provided for by the organizers.
15. **Listing of Exhibitors in Conference Material:** Exhibitor will be listed on the Conference Web site and in the printed material distributed at the Conference. All Exhibitor Content must be received by 15 July 2018 to ensure appearance in the print materials. If Exhibitor does not provide Exhibitor Content prior to that date, Exhibitor may not be listed.
16. **Agreement to Conditions:** Exhibitor agrees for itself and its employees to abide by these conditions, it being understood and agreed that the sole control of the exhibition hall rests with exhibition management.
17. **Amendments:** DE shall have sole authority to interpret and enforce all rules and regulations contained herein, and to make any amendment thereto and to make such further rules and regulations as shall be necessary for the orderly conduct of the exhibition.
18. **Observance of Laws:** Company shall abide by and observe all laws, rules and regulations, and ordinances in connection with the conference and this agreement.
19. **Company Conduct:** Exhibitor and all of its representatives shall conduct themselves at all times in accordance with highest standards of decorum and good taste as well as with the Code of Conduct (<https://drupaleurope.org/coc>). Exhibitor must follow Darmstadtium's House Rules (https://www.darmstadtium.de/fileadmin/Downloads/House_Rules_CI_EN_April_2014.pdf). DE and Darmstadtium reserve the right to eject from the conference any Exhibitor or Exhibitor representative violating those standards.
20. **Sponsor Limitations:** Except as explicitly permitted by DE, Exhibitor shall not host, sponsor, or participate in any hospitality suites/rooms, social functions, educational seminars, outings, group activities, or similar events during the Conference hours that may be reasonably anticipated to have an adverse effect on attendance at the Conference unless previously approved by DE.
Exhibitor may not distribute sales or promotional materials, or gifts to attendee sleeping room doors, meeting rooms, within partner hotels, or venue facilities and its near surroundings, except in Exhibitor's booth space or within a designated sponsored event.
All activities and events conducted during the conference hours, including events permitted by DE, must be approved by DE. Exhibitor shall not contract directly with the partner hotels, its vendors, or other Conference venues for any element of a hospitality event or advertising opportunities without the written consent of Drupal e. V.

On behalf of Exhibitor

Company name: _____

Name: _____

Signed: _____ Date _____ 2018

On behalf of **Drupal e. V.**

Name: **Stefan Auditor**

Signed: _____ Date _____ 2018

To be edited by Drupal Europe sponsoring team

Date/time received: _____

by team member: _____

☐ added to precedence list