Exhibitor Information
Product Range  Fully equipped booth LinuxTag 2006

Services:

- **Wall elements** 1.0 x 2.5 m, white
- **Booth** 1 m² with lockable door
  - interior 1 shelf 1.0 x 0.3 m
  - 1 checkroom ledge
- **Wastepaper basket**
- **Plate** 25 cm high, white
- **Floor tiles**, grey, needle felt
- **1 table**, chrome base, plate white,
  - H: 73 cm, Ø: 70 cm
- **3 chairs**, chrome frame,
  - Fabric upholstery grey
- **1 Counter**, H: 1.21 (arm rest) / 1.0m,
  - B 1.0 m, T: 0.5 m, white, backside open
- **2 bar stools**, chrome frame,
  - Leather chair, black
- **1 plate caption** per open
  - booth side / per signpost max.
  - 20 letters (Helvetica normal / 10cm)
- **1 internet access**
- **1 long-term parking voucher**
- **Daily booth cleaning**
  - during exhibition days

- **Alternating current connection**
  - up to 3.3 kW, 230 V with distributor,
  - 2 outlets and residual current circuit breaker
- **Clip beam halogen**, 100 W
  - with extension (per 3 m² 1 beam)

Price: 125,- Euro /m²

The price includes material on loan as well as assembly and disassembly, including the legal VAT. Required minimum height for the order of a fully equipped booth is 12m².

Payment modality:
- 4 weeks before exhibition start, without discount
As an official sponsor of the LinuxTag you will profit from a number of marketing activities. Sponsors will receive an attractive all inclusive packages for a reasonable price.

**Exhibit Space**
- 25 m² of exhibit space (corner / top Exhibit Space) in high frequented position
- Internet and power (including consumption)

**Pre-Event-Marketing**
- Logo on all advertising materials of the LinuxTag 2006, for example: Visitor flyer, community papers, LinuxTag exhibit poster, admission vouchers, business and agency convention brochure**
- Logo on all printed ads**
- Logo on LinuxTag website (homepage and sponsor page)
- Listing you company in all mailings**, e-newsletters and press releases
- 80 Admissions vouchers to invite your customers and prospects

**Event Marketing**
- 1/2 page ad in the official LinuxTag exhibit journal
- Logo on backside of official LinuxTag CD ROM or DVD.
- Logo on welcome banner at entrance way
- 1 admissions ticket for the LinuxTag and agency convention
- 1 parking voucher for the entire duration of the event
- 3 admissions tickets for the LinuxTag 2006 social event

**Post-event marketing**
- Mentioning company in the closing press release

All stated efforts are valid as of the time the agreement is signed and are only possible until completion deadline of printed material**.

The number of “official sponsors” of the LinuxTag 2006 is limited to 10.

* Price plus VAT – changes and errors reserved.

** Please obtain the detailed information on the planned advertising and marketing activities, circulation and press deadline of the individual media from the advertising and marketing plan LinuxTag 2006.
Official Partner

As an official partner of the LinuxTag you will profit from a number of marketing activities. Through the high visibility before, during and after the event, you are ideally utilizing a market leading role of the LinuxTag for your needs.

Exhibit Space
→ 50 m² of exhibit space (corner / top booth) in prominent, high frequented position
→ Internet and power (including consumption)

Pre-Event Marketing
Logo on all advertising materials of the LinuxTag 2006, for example:
Visitor flyer, community papers, LinuxTag exhibit poster, admission vouchers, business and agency convention brochure**
→ Logo on all printed ads**
→ Logo on LinuxTag website (homepage and sponsor page)
→ Shipping of press releases to all pre-registered representatives of the press
→ Listing you company in all mailings**, e-newsletters and press releases
→ 160 Admissions vouchers to invite your customers and prospects

Event Marketing
→ 1 speech slot at the international business and agency convention
→ Whole page ad in the official LinuxTag exhibit journal
→ Logo on backside of official LinuxTag CD ROM or DVD.
→ Logo on the welcome banner at entrance way and on the LinuxTag Forum
→ 1 speech slot as part of a company presentation program
→ 3 admissions ticket for the LinuxTag business and agency convention
→ 1 parking voucher for the entire duration of the event
→ 5 admissions tickets for the LinuxTag 2006 social event

Post-Event Marketing
→ Mentioning company in the closing press release

All stated efforts are valid as of the time the agreement is signed and are only possible until completion deadline of printed material**.

The number of “official partners” of the LinuxTag 2006 is limited to 5.

* Price plus VAT – changes and errors reserved.

** Please obtain the detailed information on the planned advertising and marketing activities, circulation and press deadline of the individual media from the advertising and marketing plan LinuxTag 2006.
Official Cornerstone Partner 44,000 Euro*

As an official Cornerstone Partner of the LinuxTag, you are the focus of all marketing activities. Position yourself exclusively at the largest European Linux Event!

Exhibit Space

- **100 m² Exhibit Space** (corner / topbase), exclusive position
- **Internet and power** (including consumption)

Pre-event marketing

- **Logo on all advertising materials** of the LinuxTag 2006, for example:
  - Visitor flyer, community papers, LinuxTag exhibit poster, admission vouchers, business and agency convention brochure**
  - **Logo on all printed ads**
  - **Logo on LinuxTag website** (homepage and sponsor page), as well as banner switch
  - **Shipping of press releases** to all pre-registered representatives of the press
  - **Listing your company** in all mailings**, e-newsletters and press releases
  - **250 Admissions vouchers** to invite your customers and prospects
  - **Placing news ticket messages** on the www.LinuxTag.org website.
  - **Whole page ad** in the business and agency convention brochure, optional editorial contribution
  - **Software inserted on LinuxTag DVD**

Event Marketing

- **Exclusive keynote** at the international business and agency convention
- **Whole page ad** in the official LinuxTag exhibit journal
- **Logo** on backside of official LinuxTag CD ROM or DVD.
- **Logo at the Welcome-Banner** in the entrance ways of LinuxTag forum and the business and agency convention.
- **Exclusive sub-conference** as part of a company presentation program
- **5 admissions ticket** for the LinuxTag business and agency convention
- **Display of product information** at the business and agency convention
- **2 parking voucher** for the entire duration of the event
- **10 admissions tickets** for the LinuxTag 2006 social event

Post-event marketing

- **Mentioning company** in the closing press release

All stated efforts are valid as of the time the agreement is signed and are only possible until completion deadline of printed material**.

The number of "official Cornerstone partners" of the LinuxTag 2006 is limited to 1.

* Preis zzgl. MwSt. - Änderungen und Irrtümer vorbehalten.

Sponsoring and Promotion Opportunities

**Sponsor of Registration** 3.000,- Euro
All LinuxTag visitors will pass by the on-site registration area, either to obtain and admissions ticket or to reach the entrance way of the exhibit hall. Present yourself here by way of exhibitors, banners, pamphlet rack, etc.

**Partner Developers Corner** 2.500,- Euro
You will be partner of the Community’s meeting point. Present your company through banners, advertising materials or equipment objects.

**Sponsor E-mail Garden** 3.000,- Euro
Visitors may check their e-mails and surf the web free of charge on the systems; the e-mail Garden is located directly in the exhibit hall.

**Partner Social Event** 2.500,- Euro
Appear together with the event organizer as a host of this “get together”. Invited are all conference participants, exhibitors, representatives of the press and speakers. (max. 3 sponsors)

**Partner Free Projects** 2.000,- Euro
Project Adoption 750,- Euro
Support the free project with hardware and other equipment, or adopt a specific project that interests you.

* For all above listed sponsoring and promotion opportunities you are announced on the website as the sponsor of the respective category and advertised on-site for the applicable area.

**Insert of 1 piece each of advertising material*** in the official bag
- Newspaper and magazine font format 1.000,- Euro
- Formats below A5 500,- Euro

**Company logo on flags hung in front of exhibition hall** 2.000,- Euro

**LinuxTag DVD (5.000 pieces)** 1.000 Euro
Support company presentation program

**Presentation by way of a company presentation program (45 minutes):** 600,- Euro

**Sub conference (4 hours):** 3.000,- Euro

**Other advertising opportunities**

**Ad in the official exhibit journal** (Issue 10.000 Format A5)
- Double page spread: 2.500,- Euro
- 1 page spread: 1.500,- Euro
- 1/2 page spread: 750,- Euro

**Ad in the Community Paper** (Issue 15.000 Format A3)
- 1 page spread: 2.000,- Euro
- 1/2 page spread: 1.000,- Euro
- 1/4 page spread: 500,- Euro
- 1/8 page spread: 300,- Euro

We would be happy to negotiate further individual sponsoring and promotion opportunities. In the event of questions or for more detailed information on the offers listed, please call us at:

Tel. +49-700-LinuxTag (54689824)

Alle Preise zzgl. MwSt. - Änderungen und Irrtümer vorbehalten
** Produktion und Anlieferung der Werbemittel erfolgt durch den Sponsor.
*** Produktion und Anlieferung erfolgen durch den Sponsor
Marketing Efforts
LinuxTag 2006

A number of marketing efforts are conducted for the LinuxTag 2006. For this purpose our print production is of course in the foreground, in addition to the number advertisements in the business, Linux and agency magazines. Here we have planned some new material for 2006.

LinuxTag Imageflyer 2006
Circulation 50,000
Publication period: December 2005
The LinuxTag Image flyer 2006 is generally geared towards the event visitors. Focusing on the business environment this advertising material targets a large group and thus forms the basic module of the marketing action for the LinuxTag 2006.

Business and Agency Convention Brochure
Circulation about 2,500
Publication period: February 2006
The business and agency convention brochure is sent to all participants of the conventions held in 2004 and 2005. Here the contextual focus and speakers of the event 2006 are presented. The brochure will also attract special attention due to its high quality design.

LinuxTag Label 2006
You will immediately receive, free of charge, labels for mailings showing the LinuxTag Logo and the 2006 exhibition data. Simply order through the order form found in your service folder.

LinuxTag Community Paper
Circulation about 15,000
Publication period: February 2006
The LinuxTag Community Newspaper is geared towards the developer of free software. Here, in addition to the presentation program, also the many other actions and events for the Linux Community conducted during the LinuxTag are presented. Of course you can place your ad in the newspaper and also order from us a larger amount for advertising purposes.

LinuxTag Exhibition Journal 2006
Circulation about 10,000
Publication period: May 2006
The entire program of the event as well as information about the exhibitors are printed in our exhibit journal. The Journal is available right on time at the start of the LinuxTag 2006. Book additional advertising space in this exclusive advertising media to make visitors aware of your appearance at the exhibit.

LinuxTag Poster 2007
Exclusive circulation: 1,000
Publication period: May 2006
In order to have attractive advertising material available for the 2007 event at the beginning of the LinuxTag 2006, LinuxTag offers also this year a poster that addresses the next event.
Registration **Exhibit Space + Fully Equipped Booth**

Rhein-Main-Hallen Wiesbaden
Ausstellerbetreuung LinuxTag 2006
Rheinstr. 20
D-65185 Wiesbaden

Contact: Miriam Kästner
Phone: +49-611-144 462
Fax: +49-611-144 6462
E-mail: linuxtag@rhein-main-hallen.de
Web: www.linuxtag.org

Please fax back to: +49-611-144 6462

Exhibitor information

<table>
<thead>
<tr>
<th>Company (main exhibitor)*</th>
<th>Address</th>
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</thead>
<tbody>
<tr>
<td></td>
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<tr>
<td>Invoice address</td>
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<td>Internetadresse</td>
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<tr>
<td>Contact for exhibit matters</td>
<td>e-mail</td>
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<td></td>
<td>Phone</td>
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<td>Fax</td>
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</tbody>
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*Co-exhibitors must be registered using the corresponding form

Exhibit Space

All prices listed in the following include legal VAT. For posting and payment receipt by 30.12.05 we grant a 10% discount off the booth lease price. Please also note the general and special participation conditions for exhibitors.

**Row booth** (1 side open) 162,- Euro/m² plus fully equipped booth at 125,- Euro/m²

**Corner booth** (2 sides open) 174,- Euro/m² plus fully equipped booth at 125,- Euro/m²

**Top booth** (3 sides open) 198,- Euro/m² plus fully equipped booth at 125,- Euro/m²

**Block booth** (4 sides open) 222,- Euro/m² plus fully equipped booth at 125,- Euro/m²

Minimum exhibit space **12m² | ***30m² | ****Size according to individual agreement

Desired booth space (at least 12m²): Width: _____ m Depth: _____ m Total area: _____ m²

Desired hall: _______ Desired booth number: _______

Alternative hall: _______ Alternative booth number: _______

The attached general and special participation conditions are acknowledged by submitting this registration. Wiesbaden is the general place of jurisdiction, in consideration of the general participating conditions. The exhibitor support is completed in the name of and by order of the Open Services GmbH.

Place / Date Company Seal / Legally Valid Signature

LinuxTag Ausstellerbetreuung | Rheinstr. 20 | D-65185 Wiesbaden | By order of Open Services GmbH | Bachemer Str. 12 | 50931 Köln
# Registration

**Exhibit Space**

**Rhein-Main-Hallen Wiesbaden**

**Ausstellerbetreuung LinuxTag 2006**

**Rheinstr. 20**

**D-65185 Wiesbaden**

Contact: Miriam Kästner

Phone: +49-611-144 462

Fax: +49-611-144 6462

E-mail: linuxtag@rhein-main-hallen.de

Web: www.linuxtag.org

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**Please fax back to:** +49-611-144 6462

**Exhibitor information**

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<th>Fax</th>
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*Co-exhibitors must be registered using the corresponding form

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**Exhibit Space**

All prices listed in the following include legal VAT. For posting and payment receipt by 30.12.05 we grant a 10% discount off the booth lease price. Please also note the general and special participation conditions for exhibitors.

<table>
<thead>
<tr>
<th>Row booth** (1 side open)</th>
<th>162,– Euro/m²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corner booth** (2 sides open)</td>
<td>174,– Euro/m²</td>
</tr>
<tr>
<td>Top booth*** (3 sides open)</td>
<td>198,– Euro/m²</td>
</tr>
<tr>
<td>Block booth*** (4 sides open)</td>
<td>222,– Euro/m²</td>
</tr>
</tbody>
</table>

Minimum exhibit space **12m²** | ***30m²** | ****Size according to individual agreement

**Desired booth space (at least 12m²):** Width: ______ m Depth: ______ m Total area: ______ m²

**Desired hall:** ______ Desired booth number: ______

**Alternative hall:** ______ Desired booth number: ______

The attached general and special participation conditions are acknowledged by submitting this registration. Wiesbaden is the general place of jurisdiction, in consideration of the general participating conditions. The exhibitor support is completed in the name of and by order of the Open Services GmbH.

---

**Place / Date**

**Company Seal / Legally Valid Signature**

LinuxTag Ausstellerbetreuung | Rheinstr. 20 | D-65185 Wiesbaden | By order of Open Services GmbH | Bachemer Str. 12 | 50931 Köln

**www.linuxtag.org**
Rhein-Main-Hallen Wiesbaden

Registration **Co-Exhibitor**

<table>
<thead>
<tr>
<th>Main exhibitor</th>
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<tr>
<td><strong>Company /Co-exhibitor</strong></td>
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<td>address</td>
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<td>invoice address</td>
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<td>telephone</td>
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<td>Fax</td>
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</tbody>
</table>

For several co-exhibitors we ask that you copy this form accordingly. Co-exhibitors must be registered separately. The co-exhibitor fee is **500,00 Euro** for each co-exhibitor plus legal VAT including mandatory entry in the catalog.

The attached general and special participation conditions are acknowledged by submitting this registration. Wiesbaden is the general place of jurisdiction, in consideration of the general participating conditions. The exhibitor support is completed in the name of and by order of the Open Services GmbH.

Please fax back to:  
+49-611-144 6462

Contact: Miriam Kästner  
Phone: +49-611-144 462  
Fax: +49-611-144 6462  
E-mail: linuxtag@rhein-main-hallen.de  
Web: www.linuxtag.org
### Registration Form

**Special Events**

<table>
<thead>
<tr>
<th>Company</th>
<th>Contact*</th>
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<tbody>
<tr>
<td>e-mail</td>
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<td>telephone</td>
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<tr>
<td>Fax</td>
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</tr>
</tbody>
</table>

* fill out only if different from contact listed on registration

### Sale of Goods

- We intend to sell goods at the LinuxTag. There will be the following goods (groups):

The exhibitor must obtain the appropriate approvals for activities in the booth from the respective agencies. Please note here the point “Official Approvals” of our general and special participation conditions.

### Special Events (e.g Booth Parties)

- We intend on throwing a booth party on: __________________________
- We are planning another special event: __________________________

The attached general and special participation conditions are acknowledged by submitting this registration. Wiesbaden is the general place of jurisdiction, in consideration of the general participating conditions. The exhibitor support is completed in the name of and by order of the Open Services GmbH.
Registration Cornerstone/Sponsor/Partner

All prices listed in the following include legal VAT. Please also take note of the inclusive services resulting from the general and special participation conditions for exhibitors.

- Official Sponsor: 13.000,- Euro
- Official Partner: 25.500,- Euro
- Cornerstone Partner: 44.000,- Euro

The attached general and special participation conditions are acknowledged by submitting this registration. Wiesbaden is the general place of jurisdiction, in consideration of the general participating conditions. The exhibitor support is completed in the name of and by order of the Open Services GmbH.
Order

Special Sponsoring and Company Presentations

Rhein-Main-Hallen Wiesbaden
Ausstellerbetreuung LinuxTag 2006
Rheinstr. 20
D-65185 Wiesbaden

Contact: Miriam Kästner
Phone: +49-611-144 662
Fax: +49-611-144 6462
E-mail: linuxtag@rhein-main-hallen.de
Web: www.linuxtag.org

Please fax back to: +49-611-144 6462

Exhibitor information

Company
Contact*
E-mail*
telephone*
Fax*

* fill out only if different from contact listed on registration

Other Sponsoring and Promotion Opportunities

☐ Yes, I am ordering the following individual sponsoring (description according to sponsoring offer

at price of ____________________________ plus VAT

Support company presentation program

☐ Yes, I am ordering_____ presentation/presentations by way of a company presentation program (45 minutes):

600,00 Euro plus VAT

☐ Yes, I am ordering_____ sub conference by way of a company presentation program (4 hours):

3,000,00 Euro plus VAT

The attached general and special participation conditions are acknowledged by submitting this registration. Wiesbaden is the general place of jurisdiction, in consideration of the general participating conditions. The exhibitor support is completed in the name of and by order of the Open Services GmbH.

Place / Date

Company Seal / Legally Valid Signature

LinuxTag Ausstellerbetreuung | Rheinstr. 20 | D-65185 Wiesbaden | By order of Open Services GmbH | Bachemer Str. 12 | 50931 Köln

www.linuxtag.org
Request additional exhibitor passes / admissions vouchers

Rhein-Main-Hallen Wiesbaden
Ausstellerbetreuung LinuxTag 2006
Rheinstr. 20
D-65185 Wiesbaden

Contact: Miriam Kästner
Phone: +49-611-144 462
Fax: +49-611-144 6462
E-mail: linuxtag@rhein-main-hallen.de
Web: www.linuxtag.org

Please fax back to: +49-611-144 6462

Exhibitor information

Company
Contact*
e-mail*
telephone*
Fax*
delivery address*

* fill out only if different from contact listed on registration

Ordering additional exhibitor passes
Every exhibitor will receive, **free of charge**, valid as of the 1st assembly date until the last dismantling day, **2 exhibitor passes for each 10 m² Exhibit Space**.

Additional passes may be ordered with this form.

**Herewith I am ordering __________________________ additional exhibitor passes at a price of 10.00 Euro per pass (incl. VAT)**

Ordering Additional Day Admissions Vouchers
Every exhibitor will receive **free of charge** for each square meter of exhibit space rented **2 days worth of admissions vouchers** for his customers.

Additional admissions vouchers may be ordered with this form.

**Herewith I am ordering __________________________ additional days worth of admission vouchers at a price of 10,00 Euro per voucher (incl. VAT)**

Notes regarding ordering parking permits:
You can order parking garage permits directly from the Rhein-Main-Hallen Wiesbaden. The order form can be found in your service folder.

The attached general and special participation conditions are acknowledged by submitting this registration. Wiesbaden is the general place of jurisdiction, in consideration of the general participating conditions. The exhibitor support is completed in the name of and by order of the Open Services GmbH.
Order

Ads in the Exhibit Journal and the Community Paper

Printed Ads in the Exhibit Journal and the Community Paper

The LinuxTag exhibit journal and the community paper (circulation ~15,000 pieces) offer you effective advertising opportunities. The advertising services for sponsors and partners already included in their contribution do not need to be applied for again.

Ads in the exhibit journal (forma DIN A5) planned circulation 10,000 pieces.

- Yes, I am ordering _____ double sided spread, 4-color ad(s) at 2.500,- Euro plus VAT
- Yes, I am ordering _____ whole page spread, 4-color ad(s) at 1.500,- Euro plus VAT
- Yes, I am ordering _____ 1/2 page spread 4-color ad(s) at 750,- Euro plus VAT

Ads in the community paper (format A3) planned starting circulation of 15,000 pieces.

- Yes, I am ordering _____ whole page spread, 4-color ad(s) at 2.000,- Euro plus VAT
- Yes, I am ordering _____ 1/2 page spread 4-color ad(s) at 1.000,- Euro plus VAT
- Yes, I am ordering _____ 1/4 page spread 4-color ad(s) at 500,- Euro plus VAT
- Yes, I am ordering _____ 1/8 page spread 4-color ad(s) at 300,00 Euro plus VAT

The attached general and special participation conditions are acknowledged by submitting this registration. Wiesbaden is the general place of jurisdiction, in consideration of the general participating conditions. The exhibitor support is completed in the name of and by order of the Open Services GmbH.
Order Form

Advertising Materials

The LinuxTag e.V is happy to provide you with advertising materials free of charge for the LinuxTag 2006. The LinuxTag e.V reserves the right to limit the quote upon consultation with you.

☐ Yes, please send us _____ LinuxTag visitor flyer (available as of February 2006)

☐ Yes, please send us _____ LinuxTag labels (33x40mm) for our envelopes (available as of February 2006)

☐ Yes, please send us _____ business and agency brochures (available as of March 2006)

☐ Yes, please send us _____ issues of the Community paper, planned initial circulation: 15.000 (available as of March 2006)

The attached general and special participation conditions are acknowledged by submitting this registration. Wiesbaden is the general place of jurisdiction, in consideration of the general participating conditions. The exhibitor support is completed in the name of and by order of the Open Services GmbH.

Please fax back to: +49-611-144 6462

Exhibitor information

Company | Contact*
---|---
e-mail* |
telephone* | Fax*
delivery address*

* fill out only if different from contact listed on registration

Advertising Materials

Place / Date | Company Seal / Legally Valid Signature
---|---
LinuxTag Ausstellerbetreuung | Rheinstr. 20 | D-65185 Wiesbaden | By order of Open Services GmbH | Bachemer Str. 12 | 50931 Köln

Contact: Miriam Kästner
Phone: +49-611-144 462
Fax: +49-611-144 6462
E-mail: linuxtag@rhein-main-hallen.de
Web: www.linuxtag.org

Rhein-Main-Hallen Wiesbaden
Austellerbetreuung LinuxTag 2006
Rheinstr. 20
D-65185 Wiesbaden
Checklist for Exhibitors
LinuxTag 2006

... in only a few steps to a company presentation...

Step 1 -
What can you achieve by participating in the exhibition LinuxTag?

→ Selling at the exhibition
→ Announcing the range of products and/or service palette offered
→ Announcing the companies
→ Making new customer contacts
→ Strengthening old customer contacts: e.g. information about news in the company
→ Market and competitor monitoring
→ Use as a test market (e.g. is our offer of interest and how many customer are willing to pay for it?)
→ Recognizing market demands of the product and companies
→ Developing new supplier contacts
→ Developing co-operation contacts
→ Image management
→ Maintaining and expanding contact to the press
→ Earning proposals for own product and service policy

→ Booth fixtures (exhibits, plants, furniture (tables, chairs, shelves, coat checks, cupboards, armchair, couch, bar, bar stool, etc.), additional parts such as decoration objects, lighting, objects for promotion, flyer stands, etc.).
→ Transportation to and from the exhibition (truck rentals, travel and personnel expenses)
→ Organizational expense, correspondence, meetings, ancillary costs, various services.
→ Advertising costs: advertising material (prospects, flyer, promotional gifts), ads, posters, etc.
→ Daily allowance & overnight stays
→ External services: Electrical connections, water connections, telephone, booth cleaning, carpeting, building material, insurances, booth surveillance, etc.
→ Costs for (media) technology
→ Costs for boarding & lodging
→ Personnel expenses

Step 2 -
Budget planning – What expenses can I expect?

→ Exhibit space lease
→ Exhibit construction (individual booth vs. fully equipped booth)

Step 3 -
Selection of the location of the exhibition

Step 4 -
Registration & Invoicing

After your booth location has been firmly determined and your registration forms have arrived at the Rhein-Main Halls you will be recorded as an exhibitor of LinuxTag. With your exhibit space registration you are merely leasing free space in the hall; all other services must be ordered separately.
After registration receipt you will receive a booth lease invoice including an invoice for a mandatory waste removal and recycling fee. This flat fee is invoiced to each exhibitor, without exception, proportionate to the booth size!

Included in the booth lease invoice you will receive a manual which will help you in organizing and preparing for the exhibition: the service folder.

Step 5 - Service Folder & Orders

Here you will receive a lot of important information, which will significantly facilitate organizing and preparing for the exhibit. You will also find all forms and documentation on the internet at a given time. Please pay attention to ordering promptly – all service forms are bound to an order time limit.

This folder contains all documents that you need to easily order services. When ordering please make sure to submit the form to the respective fax number or address listed in the upper right corner.

We recommend the following – if planned – to complete promptly:

- Reserve Hotel room (service folder)
- Contract for booth design / booth construction – preparing plans and approval of plan by Rhein-Main Halls (see organizational and technical guidelines in your service folder)
- Inquire about and reserve space at the Rhein-Main Halls for planned receptions, press conferences or meetings
- Process record in the exhibit catalog (service folder)
- Personnel planning for the exhibition days (booth personnel, see service folder)
- Compile material for distribution at the exhibition: for professional visitors (sales documentation, charts, product range specifications, etc.); for the press (background material, brief information, statistics, photos, CD); for the audience (handouts, special offers, prizes)
- Send press releases to German or International technical presses
- Coordinate on-time delivery of advertising material with printshop

Other organizational recommendations:

- Booth design & layout, order decorations (service folder)
- Request advertising material (guest passes, etc.) and forward to customers (service folder)
- Apply for exhibitor passes, installations at booth, parking spaces, booth cleaning, etc. (service folder)
- Send out invitations for reception, press conference, workshops, etc.
- Negotiate exhibition dates with local and international business associates
- Send press material through own company or special offers incl. photo material to all relevant German and International media
- Booth photographer for professional booth pictures
- Make sure that all necessary information about the booth (hall, booth no., booth height, telephone, fax, etc.) has been announced to all participants as early as possible

You can obtain specific information from the service folder.
Step 6 –
Organization of the booth construction and furnishing – What is the best way to proceed?

→ Prepare a timeline for booth construction
→ Prepare a timeline for fixtures

→ Always leave enough time to plan for emergencies
→ Transportation for booth, fixtures, presentation material, advertising material, sales help, personnel, etc.
→ Access routes, lifts and transportation paths at the exhibition location (information see service folder)
→ Means of transportation within the exhibition halls (rolling stock, pushcarts)
→ Organizing packaging fixtures

Please consider the organizational and technical guidelines located in your service folder. These contain important information on the assembly and disassembly, about the halls and about the organizational processes.

Step 7 –
Booth dismantling & Wrap-Up – How do I best proceed?

The following is important to know for the dismantling:

→ Transport & rolling stock
→ Packaging material for fixtures
Selection and removal of waste materials [service folder]

Wrap-up can be completed as follows:

→ Document contacts
→ Check if the correct visitor segment was addressed with this booth concept
→ Check if visitor expectations were fulfilled
→ Analysis of visitor survey
Information about the exhibition and the result to all employees
→ Communication wrap-up

All above listed third party services – those that you as the exhibitor are not providing – may largely be ordered through your service folder LinuxTag.
General + Special Participation Conditions

Event: LinuxTag 2006

Date and Location of Event
May 3 - 6, 2006, daily 9:00 am to 6:00 pm · Rhein-Main-Hallen Wiesbaden

Exhibitor
Open Services GmbH • Bachemer Str. 12 • 50931 Köln

Organization of the Exhibition
Rhein-Main-Hallen Wiesbaden
Rheinstr. 20, 65185 Wiesbaden
Tel: +49-611-144 462, Fax: +49-611-144 6462
Miriam Kästner, Project Manager
E-mail: linuxtag@rhein-main-hallen.de

Assembly Hours
Tuesday, May 2, 2006, 7:00 am – 10:00 pm

Disassembly
Saturday May 6, 2006, 6:00pm - 10:00 pm

In the interest of the participating exhibitors it is prohibited to start dismantling before Saturday May 6, 2006 at 6:00 pm. In the event of violations the tradeshow/exhibition management is entitled to use the exhibit area for other purposes and is entitled to charge the exhibitor with a penalty fee of at least 512,- Euro*.

The exhibitor will receive on schedule a service folder which includes the organizational and technical guidelines; without fail these details must be noted. The booths of companies that are not occupied by 5:00 pm of the evening prior to the exhibit opening, or if there is no reference to a possible late arrival, are by order of the tradeshow/exhibition management decorated, designed in terms of providing a representative overall image, or awarded otherwise on the account of the exhibitor. In this case the booth lease is payable in full. The tradeshow / exhibition management is not liable for damages occurred by the exhibitor sending in the order form late or not at all (incorrect catalog entry, etc.).

Registration
Registration is completed using the attached registration form and must be sent to the LinuxTag exhibitor by signing the form, which is legally binding. Only upon request will the exhibitor receive a confirmation about receipt of the registration. The registration is binding for the exhibitor, regardless of the admission provided by the event organizer. Provisions can not be taken into consideration. With submission of the registration the exhibitor acknowledges the exhibit conditions and the supplements specified on the order forms.

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The organizer may, if necessary, assign another space to the lessee, change the size and dimensions of his booth and make other structural changes, regardless of the space confirmation. Admitting other companies into the leased booth is only possible upon prior approval from the event organizer. The event organizer may not leave the assigned booth entirely or partially to other companies or individuals and is obligated during the entire event to keep the booth occupied and to exhibit the registered exhibit goods.

**Registration of co-exhibitors / partner companies or similar:**
The tenant (main exhibitor) must apply in writing for accepting one or more co-exhibitor(s) / partner companies or similar. He must pay a co-exhibitor fee of 500,00 Euro* for each additional partner. The tenant of the booth will remain the debtor of the co-exhibitor fee. The co-exhibitor is subject to the same conditions as the main exhibitor.

**Admission**
Admitted are all domestic and foreign manufacturers, as well as those companies authorized by a manufacturing plant to exhibit their work. All exhibits must be clearly described at the registration and correspond to the areas offered as defined by the nomenclature. Only registered and admitted objects may be exhibited. The event organizer decides on admitting companies, including place assignment. He reserves the right to decline company applications without reason. The rejection is final and participation cannot be enforced by legal action. The exhibitor acknowledges in the registration this disclaimer.

**Prices - Exhibit Space**
The booth panels required to separate the booths is subject to a fee. The following lease prices were determined: Price per m² floor space.

**SPACE RENT**
- a) Row booth (1 side open)  162,- Euro
- b) Corner booth (2 sides open)  174,- Euro
- b) Top booth (3 sides open)  198,- Euro
- b) Block booth (4 sides open)  222,- Euro

The minimum height of the exhibit space is 12 m². Smaller areas are only leased if such is available during the planning. The final invoice of the lease is completed based on the measurements provided by exhibit management. Each started square meter is calculated in full, the floor space is always calculated as a rectangle without considering installations, smaller differences and similar.

**Garbage Removal**
Every exhibitor / booth builder is obligated to remove recyclable materials. However, experience has shown that not all comply with this obligation. To cover costs 2,50 Euro* per m² of exhibit space are included in the standard lease.

**Booth Design**
Upon special request the event organizer will recommend booth building companies, provided it is possible and necessary, who will take over the booth design and lease fixtures. Construction heights for booths above 2.5 m must be approved by the Rhein-Main Hallen. The maximum floor load is 500 kg/m².

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Exclusion of objects
The exhibit management may request that objects are removed that were not included in the registration or that prove to be a nuisance, dangerous or otherwise unsuitable. If this request is not met then the exhibit management will remove the object at the expense of the exhibitor.

Invoice and Payment Conditions
After admission the exhibitor will receive a bill which must be paid in full without discounts no later than January 15, 2006. Invoices issued after this data must be paid in full within 14 days. An on time payment is a condition for occupying the booth. If payment is late, then the event organizer may cancel the agreement and lodge a claim for payment. All objections must be validated within eight days after receipt of invoice.

Cancellation
Companies that signed a binding registration cannot opt out of the agreement. If in exceptional cases a cancellation of the agreement is approved, then the event organizer is owed a cancellation fee of at least 100% of the space rate. If the event is cancelled or the date or space has changed then the registration is valid for the new date and for the new conditions. It is not possible to request a reduction of the space rent, if the event duration is cut short. If the event organizer is not able to dispose of an assigned booth, regardless of the reason, then the exhibitor is only entitled to be reimbursed for the space rent already paid. Further claims by the exhibitor are excluded.

Sponsor Programs and Special Sponsoring

Prices Sponsor Program*
Unless otherwise agreed, the scope of service of the following listed packages correspond to the descriptions in the official 2006 exhibitor documentation. All actions described in the service packages are valid as of the date the agreement is signed and are only possible upon delivery of the required data (logo or similar) 5 business days before the respective printed material deadline.

<table>
<thead>
<tr>
<th>Sponsor Type</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Official Sponsor</td>
<td>13.000,- Euro</td>
</tr>
<tr>
<td>Official Partner</td>
<td>25.500,- Euro</td>
</tr>
<tr>
<td>Official Cornerstone Partner</td>
<td>44.000,- Euro</td>
</tr>
</tbody>
</table>

*All prices plus VAT. - We make no warranty as to the presence or absence of errors and reserve the right to make changes - December 2005

**Prices Special Sponsoring***

All prices listed in the following are considered exclusive production costs plus VAT. The production and deliver of advertising material is provided by the sponsor no later than 2 weeks before the event start (up to April 19, 2006). If requested, production may be taken over by LinuxTag. Production costs due are invoiced to the sponsoring partner. Unless otherwise agreed, the scope of services of the special sponsoring corresponds to the descriptions listed in the official 2006 exhibit documentation.

<table>
<thead>
<tr>
<th>Sponsor/Package</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sponsor of Registration</td>
<td>3.000,- Euro</td>
</tr>
<tr>
<td>Partner Developers Corner</td>
<td>2.500,- Euro</td>
</tr>
<tr>
<td>Sponsor of E-mail Garden</td>
<td>3.000,- Euro</td>
</tr>
<tr>
<td>Partner Social Event</td>
<td>2.500,- Euro</td>
</tr>
<tr>
<td>Partner Free Project</td>
<td>2.000,- Euro</td>
</tr>
<tr>
<td>Project Adoption</td>
<td>750,-Euro</td>
</tr>
<tr>
<td>Sponsor of LinuxTag bag (10.000,- pieces)</td>
<td>3.000,- Euro</td>
</tr>
<tr>
<td>Sponsor of Lanyards (admissions ticket lanyards) (15.000,- pieces)</td>
<td>6.000,- Euro</td>
</tr>
<tr>
<td>Sponsor LinuxTag ballpoint pens and notepads (5.000,- pieces each)</td>
<td>3.500,- Euro</td>
</tr>
<tr>
<td>Insert of 1 piece of advertising material each in the official bag, newspaper and magazine font format (10.000,- pieces)</td>
<td>1.000,- Euro</td>
</tr>
<tr>
<td>Formats below A5 (10.000,- pieces)</td>
<td>500,- Euro</td>
</tr>
<tr>
<td>Logo on flags in front of the exhibit hall</td>
<td>2.000,- Euro</td>
</tr>
<tr>
<td>LinuxTag DVD (5.000,- pieces)</td>
<td>1.000,- Euro</td>
</tr>
</tbody>
</table>

**Design and Configuration**

If back and side panels are necessary we refer to the respective forms found in our service folder which will be sent to you along with the invoice. Drawings and sketches of the intended own booth construction should be submitted to Rhein-Main Halls for approval. Mounting and exhibiting gazebos, tents or canopies are not permitted. Decoration material used by the exhibitor must be flame resistant and also correspond to the technical fire protection regulations. Other information on technical fire protection guidelines are found in the service folder. A booth construction or the affixing of elements, including advertising elements exceeding the booth limits is not permitted. The exhibitor, his staff and agents are liable for each damage to the walls and floors or changes to the leased exhibit space. Costs for damages incurred are invoiced to the exhibitor separately. The contracted design company, provided the design company is not part of their own operation, should be intro-

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duced to the exhibition / tradeshow management. If possible, local companies should be considered. The interior design of the halls may not be changed by the exhibitors. Columns, wall protrusions, fire extinguishers, dividing walls, junction boxes and other technical installations are integral parts of the assigned platforms.

Use of tape recorders, cameras, video equipment
This equipment may only be used without disturbing or disrupting the neighboring booths. The exhibitor is entitled to turn off the power, in the event of violations. The event organizer will reserve the right to take further legal steps.

Implementation Clause
Qualified claims from the exhibitor against the event organizer not validated in writing at least two weeks after the exhibit ended are forfeited.

Liability
The event organizer is not liable for damages to the exhibit articles and the booth equipment. The same applies to consequential damages.

Official Approval
The exhibitor is responsible for having the necessary permits available for the activities conducted in his booth or conducted by his agents and that the exhibitor is in compliance with the valid regulations. In this regard we refer to the organizational and technical guidelines found in your service folder, which represent a legal component of the participation conditions.

Catering
The entire management at events is solely placed under the responsibility of the Catering department of the Rhein-Main Halls Wiesbaden. If not observing these exclusive rights a lump sum payment is charged to the exhibitor. The delivery by outside companies must be displayed in the forefront [information obtainable at telephone 0611 – 144 -248], otherwise also for security reasons admission is not granted.

Verbal Additional Agreements
Verbal additional agreements are only valid upon written confirmation.

Exhibitor Passes
The exhibitor passes (valid for the duration of the event) are sent on time. For each 10 sqm of started exhibit space, you will receive 2 exhibit passes for free. More exhibit passes can be obtained by completing the appropriate form found in your service folder.

Technical Installation
Applications for light and power, water, sewage, air pressure, telephone, etc can only be taken into consideration if the orders were submitted on schedule on the templates provided by the exhibit/tradeshow management. Sufficient general lighting is provided. However, the exhibitor may have additional electrical wiring installed at his own expense. Additionally, the exhibitor is charged for connecting air pressure, gas, water supply and drainage. The calculation of this wiring is subject to the next possible adjacent connection location for the respective exhibition booth. Only technicians admitted by the exhibition / tradeshow management may complete the installation of the supply hoses. The exhibitors must immediately pay invoices of the contracted companies after the work has been
completed. The power, water and gas consumption within the bunks or booths is at the expense of the exhibitor. It is not possible in each instance to provide water connections in the Rhein-Main Halls on the architectural conditions and will therefore need individual review.

Exhibition Catalog
The exhibition event organizer will issue the exhibition catalog. The catalog mandatory entry includes the one time Exhibit Space entry (company name, address, telephone / fax / internet / hall / booth number) in the alphabetical directory. Requirement is the on time presentation of the registration. Other entries are possible but are subject to a fee. For this purpose the exhibitor will receive a corresponding information form along with the service folder.

Advertisement
Active advertising outside of the leased booth and signs/advertisement in the hallways are not permitted. In the event of violations the exhibit/tradeshow management reserves the right to immediately take the appropriate actions. Furthermore, the management may cancel existing agreements for subsequent events, since integral requirements for fulfilling the agreement are no longer applicable.

Accident Prevention
The exhibitor is obligated to install protective devices at the exhibited machines, equipment, systems, etc., which will correspond to the accident prevention guidelines set forth by the employer’s liability insurance association. The exhibitor is liable for damages to individuals or property caused by operating exhibited machines, equipment, systems or similar. Fire extinguishers and information signs may not be removed or added to the location, emergency exits can not be obstructed.

Cleaning
The Hall cleaning and cleaning of grounds is completed by the exhibit / tradeshow management. The exhibitor is obligated to clean (incl. final cleaning) the leased booth. Packaging material and similar may not be stored in the halls.

Insurance and Surveillance
The exhibitor is liable for damages to person or property created by his operation. The exhibition / tradeshow management is not liable for fire damage, break-ins and theft, water damage and weather damage. Therefore, it is highly recommended to obtain exhibit insurance. The event organizer will assume responsibility for the general security on the premises and halls without being liable for losses. The exhibitor is responsible for security at their individual booth. This is also valid during the assembly and dismantling periods, before and after the exhibit. Special surveillance are only permitted upon approval from the event organizer.

Taking Pictures
The exhibition / tradeshow management is entitled to have authorized partners take pictures, drawings and video of exhibited objects and booth personnel and to utilize these for advertising purposes. The exhibitor waives all objections from copyright, personal rights and user rights.
Animals
Animals are not allowed at the event. Exceptions: Trained dogs for handicapped individuals, seeing-eye dogs and police dogs.

Domiciliary Rights
The exhibition/tradeshow management exercises its domiciliary rights on the exhibit premises and in the exhibit halls. You, your employees and organizers must obey the instructions provided by the exhibition/tradeshow management.

Acknowledging Exhibit Conditions and Rules of the House
With the registration in participating at the event, the exhibitor and his agents recognize the event conditions, the rules of the house and the guidelines set forth in form of a circular letter, as binding.

Consequences of Violating the Rules of the House
In the event of violations the exhibition/tradeshow management is entitled to remove the disturbance at the expense of the respective exhibitor and is entitled to close the booth without compensation.

Severability Clause
The possible ineffectiveness of individual conditions listed above will not affect the effectiveness of the remaining special participation conditions and the agreement as a whole. In case one of the above mentioned provisions becomes ineffective, then a provision in sense and wording coming closest to the economic purpose of the ineffective provision will take its place.

Place of fulfillment and place of jurisdiction
The exclusive place of fulfillment is the event organizers headquarters. This applies to all obligations stemming from agreements signed. Wiesbaden is the court of jurisdiction for all disputes.