usenix

LISA15 More craft. Less cruft.

Sponsored by USENIX in cooperation with LOPSA

NOVEMBER 8-13, 2015 • WASHINGTON, D.C. www.usenix.org/lisa15

Sponsor Prospectus

USENIX's LISA conference is the premier meeting place for professionals who make computing work efficiently across a variety of industries. If you are, or work with, IT operations professionals, site-reliability engineers, system administrators, architects, software engineers, researchers, or are otherwise involved in ensuring that IT services are effectively delivered to others, this is your conference, and we'd love to have you here.

The six-day LISA15 program includes invited talks, workshops, panels, AMA conversations, training courses, and refereed paper and poster presentations. At our on-site LISA Lab, attendees and speakers can demo, collaborate on, and test out new ideas. Evening receptions and Birds-of-a-Feather sessions provide opportunities to meet and network with those who share your interests.

Expected Attendance: 1,200+

Seattle, WA (2014): 1,200 Washington, D.C. (2013): 1,000 San Diego, CA (2012): 1,050

Our attendees rate LISA #1 in technical conferences for quality of content and expertise.

"LISA is the best mix of training, talks, and networking of any events I've been to. That's the reason I've been to 11 of them."

"Great sessions, great presenters, great community. I feel like I can make up a year of following news and forums on the subject in a week."

Our Attendees

- 75% work with three or more operating systems, including Linux, BSD releases, Solaris, MacOS, AIX, HP-UX, UNIX, and Windows
- 52% are from companies with 1,000+ employees
- 54% are from companies with 1,000 or more workstations and servers
- 48% plan to buy or recommend a product or service they saw at the Vendor Expo
- Come from over 30 different countries



Sponsor and Exhibit at LISA15







Get the LISA community talking about your products and services sponsor and exhibit at LISA15!

Don't miss the opportunity to:

- **Exhibit:** Sell your product, build your company profile, recruit top talent, network with your customer base, and make an impact on the best IT experts in the industry.
- **Speak:** Host a vendor BoF, or grab 15 minutes to address attendees by sponsoring the Expo Luncheon, Happy Hour, or Conference Reception. Additional opportunities available.
- Market: Advertise and promote your logo and brand. Demonstrate your product, introduce new ones, and initiate Beta testing in the Expo Hall.
- **Sponsor:** Student grant program, diversity grants, lunches, LISA Lab demos, Speakers' Lounge, coffee breaks, Vendor Passports, raffle.... Contact sponsorship@usenix.org for other ideas.
- **Brand:** Spread your logo and brand to an international audience by sponsoring the videos of the LISA15 talks. Support the USENIX Open Access policy! All USENIX conferences' technical session content is free and open to all. Sponsor the video and permanently embed your logo on all talks recorded at LISA15.

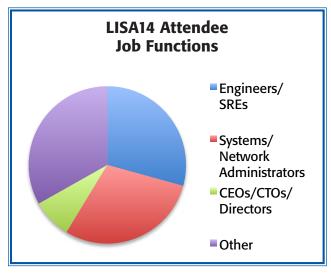
Discounts available. Please contact sponsorship@usenix.org for details on package benefits.

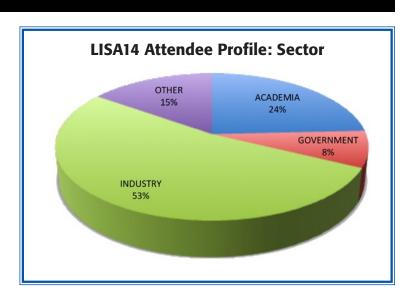




LISA Conference Attendee Profile







Other LISA14 attendee job functions included:

- Developers/Programmers/Architects
- Systems/Network Analysts
- Technical Managers
- Community/Project Managers
- Students
- Professors/Academic Staff
- Recruiters
- Sales/Marketing Staff

LISA attendees come from corporations, major universities, and organizations including:

AG Interactive Chevron Goldman Sachs Nordstrom	State Farm
Allstate Insurance Cisco Google Northrop Grumman	The World Bank
Amazon.com Citigroup Harvard University Oak Ridge National La	ab U.S. DOD
AMD CNN Hershey Foods Oracle	United Airlines
AOL Comcast Hewlett-Packard PayPal	United Nations
Argonne National Lab Cray Intel Perot Systems	University of Tokyo
Ariba CSC Intuit Pfizer	UPS
AT&T Dreamworks Lexmark Principal Financial	USGS
Avaya Earthlink Lockheed Martin Qualcomm	VMware
BEA Systems EICO Los Alamos National Lab Raytheon	Wachovia
Bechtel Ericsson Maersk Oil Red Hat	Walt Disney
Bio-Rad Labs ExxonMobil Marriott International Rockwell	Wells Fargo
Boeing Federal Reserve Bank Microsoft Sony	Wyeth BioPharma
Bose FedEx NASDAQ Sony Playstation	Xerox
Cargill GE Nationwide Insurance Sprint	Yahoo!
Caterpillar Genentech NOAA	

Sponsor Open Access to LISA15



Sponsor USENIX Open Access

Help USENIX bring the best in advanced computing to the world!

Gain Peak Visibility for Your Company— Sponsor the LISA15 Videos and Open Access to LISA15 Tech Sessions!

Since 2008, USENIX has led the way for open access to information by posting all conference proceedings and video recordings of technical sessions for free download on our Web site. Help us continue to offer open access to valuable LISA15 content!

Your linkable logo will be permanently embedded on all LISA15 technical sessions videos posted to the USENIX YouTube channel, on the LISA15 Video Box Set USB drive, and to the LISA15 Web site.

- Potential for tens of thousands of views
- Videos contain both speaker video stream and presentation slides
- Associate your brand and logo with open access and freedom of information
- Gain access to an international audience and support the USENIX Open Access Policy!

USENIX YouTube Channel Video Views: 270,000+ (does not include conference Web site views)

"Fork Yeah! The Rise and Development of Illumos" by Bryan Cantrill: 45,400+ views

\$15,000

LISA15 Video and Proceedings Open Access Sponsor

- Your company logo permanently embedded adjacent to speaker videos and slides posted on LISA15 Web site and USENIX YouTube
- Logo on front page of LISA15 proceedings (downloadable PDF from USENIX proceedings archive)
- Logo on title page of individual conference papers (downloadable PDF from USENIX proceedings archive)
- Logo and link on USENIX Web site as an open access supporter during 2015 calendar year
- Complimentary Video Box Set, a USB drive of LISA15 videos and MP3 audio
- Option for premium 10' x 10' booth package (subject to availability)
- Option to distribute giveaway in attendee bags or on USB drives

• Logo on all Vendor Passport versions

- · Premium placement of logo on conference signage
- Premium placement of logo and link, plus inclusion of 75-word company description, on LISA15 Web site and mobile app
- Interview posted on USENIX social media and blogs
- Option for full-page advertisement in conference directory
- 5 conference passes
- 8 reception tickets





Selected Past Speakers and Instructors



Speakers



Vint Cerf VP and Chief Internet Evangelist, Google



Bryan Cantrill *Vice President of Engineering, Joyent*



Cory Doctorow Science fiction author, activist, journalist, and blogger



Selena Deckelmann *Data Architect, Mozilla*



Bruce Schneier Security technologist, author, and CTO, BT



Dinah McNutt *Release Engineer, Google*



Werner Vogels CTO and Vice President, Amazon.com



Jon "maddog" HallDirector, Linux International

Instructors



Æleen Frisch
Exponential Consulting
Administering Linux in Production Environments



David N. Blank-EdelmanNortheastern University College of Computer and Information Science
Implementing WordPress for SysAdmins



Mark Burgess
CFEngine, Inc.
A Sysadmin's Guide to Navigating the Business
World and Configuration Management Solutions
with CFEngine



Mike CiavarellaCoffee Bean Software Pty Ltd
Core Skills: Scripting for Automation



Carolyn RowlandA Sysadmin's Guide to Navigating the Business World



Tom LimoncelliSRE, StackExchange
Introduction to Time Management for System Administrators

Selected Past LISA Conference Exhibitors











Q Palantir









CFEngine[®]





pogo (storage)























































JUALSTAR

















BLUE-ARC®





systems

















Server Technology







































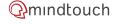
















LISA15 Sponsorship/Exhibiting Opportunities



We are happy to work with you to reach your outreach goals at LISA15! Many additional branding and outreach opportunities are available.

Contact the Sponsorship Department: sponsorship@usenix.org.

Create buzz around your products and services by sponsoring or exhibiting at LISA15!

OPPORTUNITIES	Diamond Sponsor	Gold Sponsor	Silver Sponsor	Bronze Sponsor	Premium Exhibitor	Exhibitor
Expo Booth (Wed. & Thur.)	20x10 includes carpet and electricity	10x10 includes carpet and electricity	10x10 includes carpet and electricity	10x10 includes carpet and electricity	10x10 includes carpet and electricity	10x10 carpeted booth
Logo on Vendor Passport (exhibitors only)	Premium logo placement on all versions	Premium logo placement on all versions	Premium logo placement on all versions	Premium logo placement on all versions	Logo placement on all versions	Logo placement on some versions
Logo and link on LISA15 Web site	Plus 100-word company description	Plus 75-word company description	Plus 50-word company description	Plus 50-word company description	Plus 50-word company description	Plus 25-word company description
Conference passes	8	6	3	2	1	0
Ad in conference directory	Full-page	Full-page	Full-page	½-page	½-page	
Conference bag insert	•	•	•	•	•	
Evening Vendor Birds-of-a-Feather (BoF) session	2 hours, catered		1 hour, catered	1 hour, catered		
Option to co-locate event	•	•	•			
Option to distribute giveaway	During Reception	During Luncheon or Happy Hour	During coffee breaks or TBD			
Additional Speaking opportunity	10 mins at Reception / 45-min Vendor Track talk	10 mins at Luncheon / Happy Hour OR 45-min Vendor Track talk	45-min Vendor Track talk			
Logo on on-site banner	At Reception & in Main Lobby	At Luncheon or Happy Hour				
Branded item (lanyard, shirt, TBD)	•	•				
One-time use of LISA mailing list (third party)	•					

All benefits are deadline permitting. Both the 10' x 10' exhibit booths and vendor Birds-of-a-Feather (BoF) sessions are each intended for one company or organization only. Conference passes do not include access to tutorials and co-located workshops.

LISA15 Sponsorship/Exhibiting Opportunities



November 8–13, 2015 at Wardman Park Marriott in Washington, D.C. Expo: November 11 & 12, Exhibit Hall C and B South

All Sponsor/Exhibitor benefits are deadline permitting. Both the 10' x 10' exhibit spaces and vendor Birds-of-a-Feather (BoF) sessions are each intended for one company or organization only. Conference passes do not include access to tutorials and workshops.

DIAMOND (3 available)

\$50,000

- LISA15 Reception Sponsor (exclusive themed area)
- 20' x 10' premium booth package in carpeted hall with 2 skirted tables (6'), 4 chairs, wastebasket, and 2 electrical drops
- Opportunity to speak during reception (10-minute maximum)
- Option to distribute giveaway during reception
- Collateral in attendee bags or on USB drives
- Option to host a 2-hour catered vendor Birds-of-a-Feather (BoF) evening session or 45-minute Vendor Track talk (included in program)
- Logo on reception signage, and branded conference giveaway (item TBD)
- Logo all Vendor Passport versions (exhibitors only)
- Top-level logo placement on conference signage and LISA15 Web site, plus inclusion of 100-word company description
- Interview posted on USENIX social media and blogs
- Full-page advertisement in conference directory
- One-time use of the LISA mailing list (third party mail house, content subject to approval)
- 8 conference passes
- 10 reception tickets

GOLD (5 2 available)

\$25,000

CUSTOMIZED OPTIONAL ON-SITE OUTREACH (CHOOSE ONE):

- Expo Happy Hour or 1 of 2 Expo Luncheons (date TBD): option to distribute giveaway plus speaking opportunity (10-minute maximum)
- Option to host 45-minute Vendor Track talk (included in program)
- Option to co-locate vendor event at LISA15 (catering not included)
- 10' x 10' premium booth package in carpeted hall with 2 skirted tables (6'), 4 chairs, wastebasket, and 2 electrical drops
- Collateral in attendee bags or on USB drives
- Logo on branded LISA giveaway (item TBD, shared placement)
- Logo on all Vendor Passport versions (exhibitors)
- Premium logo placement on LISA15 signage and Web site, plus inclusion of 75-word company description
- Interview posted on USENIX social media and blogs
- Option for full-page advertisement in conference directory
- 6 conference passes
- 8 reception tickets

SILVER (6 5 available)

\$15,000

- 10' x 10' booth package as detailed above
- CUSTOMIZED OPTIONAL ON-SITE OUTREACH (CHOOSE ONE):
- Option to host 1-hour catered vendor BoF or 45-minute Vendor Track talk (included in program)
- Option to co-locate vendor event at LISA15 (catering not included)
- Option to distribute giveaway during Coffee Breaks and either in attendee bags or on USB drives
- Logo on conference signage and Web site, plus inclusion of 50-word company description
- Logo on all Vendor Passport versions (exhibitors only)
- Option for full-page advertisement in conference directory
- 3 conference passes
- 6 reception tickets

BRONZE

\$8,900

- 10' x 10' booth package as detailed above
- CUSTOMIZED OPTIONAL ON-SITE OUTREACH (CHOOSE ONE):
- ☐ Option to host 1-hour catered vendor BoF
- Option to host demo in LISA Lab (30- to 45-minute self-guided demo tour, not a sales pitch)
- Option to distribute giveaway in attendee bags or on USB drives
- Logo, link, and 50-word company description on LISA15 Web site
- Logo on conference signage
- Logo on all Vendor Passport versions (exhibitors only)
- Option for half-page advertisement in conference directory
- 2 conference passes
- 4 reception tickets



LISA15 Sponsorship/Exhibiting Opportunities



VIDEO/OPEN ACCESS SPONSOR

\$15,000

- Your linkable logo permanently embedded on all technical sessions video content posted on USENIX Web site and YouTube channel
- Complimentary Video Box Set, a USB drive of LISA15 videos and MP3 audio
- Premium 10' x 10' booth as detailed above
- Option to distribute giveaway in attendee bags or on USB drives
- Logo on all Vendor Passport versions
- Premium placement of logo on conference signage
- Logo and link, plus inclusion of 75-word company description, on LISA15 Web site
- Interview posted on USENIX social media and blogs
- Option for full-page advertisement in conference directory
- 5 conference passes
- 8 reception tickets

STUDENT & WOMEN GRANTS

\$5,000-\$20,000

Support diversity in the field and our rising generation of systems and network experts by helping to subsidize LISA15 attendance!

Benefits TBD—comparable to tiered sponsorship opportunities detailed on previous page

Lanyard/Badge	\$6,500
LISÁ Lab Demo	\$5,000
Conference Wireless	\$3,500
Charging Station (w/custom wrap)	\$3,500

- All include logo, link, and 25-word company description on LISA15 Web site
- Logo on conference signage
- URL and 25-word company description in conference directory

VENDOR TRACK TALK

Add-On	\$7,500
Stand-Alone	\$12,000

- 45-minute talk in Vendor Track on Thursday, November 12 (parallel to main LISA sessions)
- Room for 125 set classroom
- Header table, mic, screen, projector, and stand
- Electrical and wireless connectivity included
- Talk promoted in main program listing on LISA15
 Web site
- 1 conference pass (for speaker)

PREMIUM EXHIBITOR

\$5,900

- 10' x 10' booth with 8' pipe and drape back wall and 3' side rails
- 1 skirted table (6'), 2 chairs, wastebasket, and 1 electrical drop
- Booth identity sign (11" x 17" black and white)
- Logo, link, and 50-word company description on LISA15 Web site
- Company name, URL, and 50-word company description in conference directory
- Option for quarter-page advertisement in conference directory
- Logo on all Vendor Passport versions
- Option to distribute giveaway in attendee bags or on USB drives
- 5 Vendor Expo passes for customers
- 1 conference pass
- 3 reception tickets

VENDOR BIRDS-OF-A-FEATHER SESSION

Premium Exhibitor Add-On	\$3,000
Stand-Alone	\$5,000

- Room (approximate capacity: 75 people) reserved for 1-hour evening session
- AV, mic, and projector availability
- Catering for 50 (beer, wine, soft drinks, and dry snacks)
- Logo on conference signage and Web site promoting BoF location and topic
- 1 conference pass

EXHIBITOR ONLY

\$3,600

- 10' x 10' draped booth in carpeted hall with 6' skirted table, 2 chairs, and wastebasket
- Booth identity sign (11" x 17" black and white)
- Logo, link, and 25-word company description on LISA15 Web site
- Logo on conference signage
- URL and 25-word company description in conference directory
- Logo on at least one version of Vendor Passport

LISA15 Sponsor/Exhibitor Agreement



Please check off the sponsorship and/or exhibiting opportunities of your choice. If you are a returning sponsor/exhibitor or a current USENIX Supporter, please use your discounted prices shown below. Please complete <u>both</u> pages of this agreement and return via email or fax to Camille Mulligan (sponsorship@usenix.org, fax 510.548.5738) to secure your sponsorship or booth.

Become a USENIX Supporter for \$5,000 and save now on your sponsorship/exhibiting costs—plus, get premier promotional benefits for your enterprise, along with outstanding educational benefits for your employees. USENIX Supporter benefits are customizable to meet the needs of each sponsor. See www.usenix.org/membership/supporter.html for details.	☐ Check here and apply \$5,000 fee in TOTAL COSTS section below
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SPONSORSHIP/EXHIBITING OPPORTUNITIES	BASE PRICES	RETURNING SPONSORS/ EXHIBITORS: Check here and use prices below	USENIX SUPPORTERS (CURRENT AND NEW): ☐ Check here and use prices below	SPONSORSHIP/ EXHIBITING COSTS
☐ Premium Exhibit Space + Vendor BoF	\$8,900	\$8,300	\$8,000	\$
☐ Premium Exhibit Space	\$5,900	\$5,500	\$5,300	\$
☐ Regular Exhibit Space	\$3,600	\$3,350	\$3,240	\$
☐ Vendor BoF Evening Session	\$5,000	\$4,650	\$4,500	\$
☐ Diamond Sponsor—Reception	\$50,000	\$46,500	\$45,000	\$
☐ Gold Sponsor—Expo Luncheon	\$25,000	\$23,250	\$22,500	\$
☐ Gold Sponsor—Happy Hour	\$25,000	\$23,250	\$22,500	\$
☐ Silver Sponsor	\$15,000	\$13,950	\$13,500	\$
☐ Bronze Sponsor	\$8,900	\$8,300	\$8,000	\$
☐ Video & Open Access Sponsor	\$15,000	\$13,950	\$13,500	\$
☐ Student or Diversity Grant Sponsor	\$5,000-\$20,000	N/A	N/A	\$
☐ Vendor-Track Talk	□ \$7,500 (sponsorship add-on) / □ \$12,000 (stand-alone)	N/A	N/A	\$
☐ LISA Lab / LISA BUILD	\$5,000-\$20,000	N/A	N/A	\$
☐ Coffee Break Sponsor	\$5,000	\$4,650	\$4,500	\$
☐ Lanyard Sponsor	\$6,500	\$4,500	\$4,050	\$
☐ Conference Wireless Sponsor	\$3,500	\$3,255	\$3,150	\$
☐ Vendor Passport Sponsor	\$5,000	\$4,650	\$4,500	\$
☐ Charging Station	\$3,500	\$3,255	\$3,150	\$
☐ Attendee Bag Insert / USB content	☐ flat paper: \$2,750, or ☐ 3-D: \$3,300	☐ flat paper: \$2,530, or ☐ 3-D: \$3,035	☐ flat paper: \$2,475, or ☐ 3-D: \$2,970	\$
☐ Advertising in Conference Directory	☐ full-page: \$2,000, or ☐ half-page: \$1,000	☐ full-page: \$1,840, or ☐ half-page: \$920	☐ full-page: \$1,800, ☐ half-page: \$900	\$
			TOTAL COSTS	\$
New USENIX Supporter? Add \$5,000.				
TOTAL DUE				\$

The USENIX Association is a 501(c)(3) nonprofit corporation, so your sponsorship may qualify as a tax-deductible contribution. Please check with your tax advisor to determine whether your sponsorship would be fully or partially tax deductible.

Payment and Logistics

Full payment is due 45 days after approval of this agreement, or 30 days prior to event, whichever comes first. If you would like to have the option of paying in two installments, please contact sponsorship@usenix.org to arrange this. In the event that payment is received after the due date, USENIX reserves the right to release the sponsored/ hosted event or sponsorship to another sponsor. Sponsor and exhibitor fees are nonrefundable and nontransferable. Failure to submit payment does not release the applicant from liability. Your company will not be included or promotional opportunities before receipt of this agreement and payment. The agreement will be considered binding when it has been accepted and signed by a representative of the USENIX Association.

LISA15 Sponsor/Exhibitor Agreement



EXI	HIBIT SPACE PREFERENCES 1st Choice:	2nd Choice:	3rd Choice:		
PRI	MARY SPONSOR CONTACT INFORMATION FOR THIS EVENT	Terms			
Name		organization only. USENIX Association shall not be liable for failure to perform its obligations under this agreement as a result of strikes, riots, acts of God, o			
Title					
Company/Institution					
Stre	eet Address	participating in the Sponsor/Exhibitor's activity is deemed to be the invitee the Sponsor/Exhibitor rather than the invitee of USENIX. The Sponsor			
	lstop/Suite/Department	Exhibitor understand	ls that neither USENIX nor the Hotel maintains insurance		
	/Town	covering the Sponsor/Exhibitor's property, and it is the sole responsibility of the Sponsor/Exhibitor to obtain such insurance. USENIX shall not be liable for any injury or damage whatsoever to property of the Sponsor/Exhibitor Sponsor/Exhibitor personnel or its invitees or guests, or to person conducting or otherwise participating in the sponsored event. Sponsor, Exhibitor agrees to abide by existing agreements and regulations covering the			
Stat	e/Province Zip/Postal Code				
Cou	intry				
Phone Number		use of services or labor in the conference facility. Sponsor/Exhibitor assume full responsibility and liability for the acts or omissions of its agents employees, or independent contractors whether acting within or without th scope of their authority. The Sponsor/Exhibitor assumes the entir responsibility and liability for losses, damages, and claims arising out of			
Fax Number					
Email Address					
PAYMENT METHOD		Sponsor/Exhibitor's activities on the Hotel premises and will indemniful defend, and hold harmless USENIX, the Hotel, its owner and its management			
	Check or money order payable to USENIX Association (Federal Tax ID#13-3055038)	and all such losses, o With respect to	their respective agents, servants and employees from any damages, and claims. or any claims or disputes between the USENIX Association tor, this agreement will be governed and interpreted		
	Purchase order enclosed: P.O. Number	according to Calif	ornia law without reference to its conflict of law		
	Electronic Funds Transfer (Please send email to sponsorship@usenix.org for details.)	federal courts locate agreement to USEN	s and disputes hereunder will be resolved in the state or rd in Alameda County, California, and by submitting this IX, Sponsor/Exhibitor hereby irrevocably consents to the		
	Credit card payment USENIX prefers payment by check or EFT. If you would still like to pay via credit card, please check this box, and we will send you a link to both securely transmit your credit card information and authorize USENIX via electronic signature to charge the card for your sponsorship/exhibit payment. You may also call in your credit card payment information Monday through Friday, from 9 am to 5 pm Pacific time: 510.528.8649. However, please do not leave any credit card information on voicemail.	Sponsor/Exhibitor's Event Code of Cond Acceptance oo I, the authorized above, accept a	this agreement, Sponsor/Exhibitor agrees that all personnel, invitees, and guests will abide by the USENIX uct (available at www.usenix.org/conferences/coc).		
Out	side the U.S.A.? Please pay in U.S. dollars by check drawn on a U.S.	(print)			
	bank, International Postal Money Order, or credit card at the link shown	(sign)	Date:		
above. TOTAL DUE: \$		Authorized Signatu	JRE FOR USENIX ASSOCIATION:		
.0		(print)			
		(31811)	Date		

Please complete <u>both</u> pages of this agreement and return via email or fax to the Sponsorship Department (sponsorship@usenix.org, 510.548.5738) to secure your sponsorship or booth. Thank you!



Interested in sponsoring other USENIX events?

USENIX Security '15: 24th USENIX Security Symposium
August 12–14, 2015, Washington, D.C., USA

FAST '16: 14th USENIX Conference on File and Storage Technologies
February 22–25, 2016, Santa Clara, CA, USA

NSDI '16: 13th USENIX Symposium on Networked Systems Design and Implementation March 16–18, 2016, Santa Clara, CA, USA

USENIX ATC '16: 2016 USENIX Annual Technical Conference
June 22–24, 2016, Denver, CO USA

USENIX Security '16: 25th USENIX Security Symposium
August 11–12, 2016, Austin, TX, USA

OSDI '16: 12th USENIX Symposium on Operating Systems

Design and Implementation

November 2–4, 2016, Savannah, GA, USA

LISA16: 30th Large Installation System Administration Conference

December 4–9, 2016, Boston, MA, USA









