



# HACKATHON PARTNERSHIP

March 16-18, 2024

**CLOUDFEST**

March 18-21, 2024  
Europa-Park, Germany

# Become a Partner

The CloudFest Hackathon sponsorship is based on a fixed-fee batch model and not project-related, thus eliminating the commercial characteristics of the event and driving increased participation from #OSS communities in this important series of projects.

For every package purchased, you can send a determined number of your crew members and support an equal number of open-source (OS) community contributors **OR** choose to exclusively sponsor community contributors with your spot(s).

Also, you will have one seat in our CloudFest Hackathon jury to determine a winner in different categories.

**SUPPORT #OSS**

**BRAND AWARENESS**

**NETWORKING**

## Here is **WHY** you should partner with us and support open-source communities at CloudFest

- ◆ The open-source community stands as an important component to the development of our industry. Your support is much needed and highly appreciated.
- ◆ Networking opportunities with tech experts of the industry
- ◆ An incentive for your employees in the R&D department
- ◆ Attract potential new talent for your company
- ◆ Word-of-mouth marketing via high-profile industry influencers
- ◆ Increase your brand awareness in a positive sense and improve your corporate image

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# Hackathon Packages

## Package #1

- ◆ Mention in all Hackathon related marketing activities
- ◆ Bring 1 crew member & 1 OS attendee  
**OR** sponsor 2 OS attendees
- ◆ Unlimited standard passes for CloudFest core audience\*
- ◆ 1 Vendor pass for CloudFest

**2,500 €**

## Package #2

- ◆ Mention in all Hackathon related marketing activities
- ◆ Bring 3 crew members & 3 OS attendees  
**OR** sponsor 6 OS attendees
- ◆ Prominent Logo placement in Hackathon dedicated Newsletter to entire CloudFest database
- ◆ Unlimited standard passes for CloudFest core audience\*
- ◆ 2 Vendor passes for CloudFest

**6,500 €**

## Package #3

- ◆ Mention in all Hackathon related marketing activities
- ◆ Bring 6 crew members & 6 OS attendees  
**OR** sponsor 12 OS attendees
- ◆ 1 individual roll-up banner
- ◆ Prominent Logo placement in Hackathon dedicated Newsletter to entire CloudFest database
- ◆ Flyer (max DIN A4) insertion to the official CloudFest main event bag
- ◆ Unlimited standard passes for CloudFest core audience\*
- ◆ 1 Vendor VIP ticket code
- ◆ 5 Vendor passes for CloudFest

**10,000 €**

**REQUEST** 

\* For example, CSPs, hosters, MSPs, corporate IT, web agencies and WP developers would be eligible for the free Standard Pass.

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# Vendor Pass

## *Vendor and Vendor VIP for CloudFest main event*

The dedicated Vendor Pass is for attendees who sell to CloudFest's core channel. Some Vendor Passes will be included in your partnership package to give to your top customers and leads—and your team has their own passes included, of course.

### **Vendor and Vendor VIP Pass privileges include:**

- ✓ The ability to book 1on1 Meeting Tables
- ✓ Badge scanning at Europa-Park, to create and download lead lists using their smartphone
- ✓ Inclusion in a special Vendor Register so attendees can find and connect with the vendors they want to meet

**For IT professionals outside CloudFest's core channel, each Vendor Pass will cost 999 €.** Examples of outside-the-channel companies would include domain name registries, hardware producers, or ISVs.

As a partner, you help us to enable free access for the most motivated audience in the industry, while enabling us to continue providing the high-end experiences that make this festival so valuable for both attendees and sponsors.

The Vendor Pass serves as a “vibe check”, to make sure that those outside the channel have a very good reason to join us at Europa-Park. That way, you'll know that everyone you meet at Europa-park is someone you WANT to meet, business-wise.

The **Vendor VIP Pass** includes the perks mentioned above, plus privileges such as **private networking events, hotel concierge service, free shuttles throughout the venue, and access to the dedicated VIP Lounge.**



# Contact Us



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If you have any questions about your partnership or concerning the events in general, we will be happy to assist you.

For further information please visit  
[www.cloudfest.com/sales](http://www.cloudfest.com/sales)