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WHAT IS DRUPALCON?

DrupalCon brings together thousands of people from across the globe who use, develop, and support the Drupal platform. In keynote presentations, hands-on workshops, breakout discussion groups, and interactive sessions, attendees connect with a global community of developers, marketers, and leaders — people who want to learn about what you’re doing with Drupal and have their own experiences and expertise to share.

COMMUNITY
The gathering spot of a global, inclusive community that values diverse perspectives and experiences.

KNOWLEDGE
Sessions, trainings, and summits (over 140!) on technology, marketing, design, and community management, including the highly anticipated annual Driesnote.

EXPO HALL
Global exhibitors that bring the latest in Drupal and open source innovation. The heart of the event where attendees and sponsors make lasting connections.
Portland, Oregon

WELCOME BACK TO THE CITY OF ROSES
Sponsor DrupalCon and bring your team to reconnect outside the conference.

Things to visit in May in Portland

- The International Rose Test Garden in Washington Park
- The Portland Japanese Garden in Washington Park
- Hopscotch PDX, an immersive art experience
- Guided Food Tour of Portland
- Dinner on the Willamette River on the iconic Portland Spirit boat
- Tour Biketown on one of the many bike tours around Portland
WHY SPONSOR DRUPALCON?

COMMUNITY CONNECTION
Support the Drupal Community. Help support the trainings and sessions, speakers, first-time attendees, and the contributors that make DrupalCon special.

IMPROVED WORK CULTURE
Create a sense of belonging with your staff to a larger Drupal community and allow the opportunity to get involved, work on team building, and develop new skills at DrupalCon.
CONNECT WITH A DIVERSE AUDIENCE

ORGANIZATIONS
- Drupal Customer
- Contractor/Self-Employed
- Web Design/Development
- Systems Integrator
- Software/Hosting Vendor
- Other

TOP ATTENDEE INDUSTRIES
- Drupal Service Provider
- Higher Education
- Government
- NGO/Nonprofit
- Healthcare
- Advertising/Marketing/PR
- Media
- Retail/Hospitality

ORGANIZATION SIZE
- Drupal Customer
- Contractor/Self-Employed
- Web Design/Development
- Systems Integrator
- Software/Hosting Vendor
- Other

PURCHASING INFLUENCE
- Content Management Systems: 50%
- DevOps Tools: 18%
- Hosting Providers: 8%
- Project Management Software: 6%
- Digital Asset/Document Mgmt Tools: 2%
- CRM software: 3%
- E-commerce Tools: 2%
- Marketing Software: 12%

JOB ROLE
- Owner or Business Decision Maker
- Technical Decision Maker
- Technical User
- Marketing User
- Business Development, Sales, or Marketer
- Marketing Decision Maker

DRUPAL SKILL LEVEL
- New
- Moderately Familiar
- Very Familiar
- Seasoned Enthusiast
# CORE SPONSORSHIPS

<table>
<thead>
<tr>
<th></th>
<th>PRESENTING</th>
<th>CHAMPION</th>
<th>ADVOCATE</th>
<th>EXHIBITOR</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$60,000</td>
<td>$35,000</td>
<td>$15,000</td>
<td>$6,000</td>
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<tr>
<td><strong>BOOTH</strong></td>
<td>3 AVAILABLE</td>
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<td></td>
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<tr>
<td>Expo Hall Space</td>
<td>20’ x 20’</td>
<td>20’ x 10’</td>
<td>10’ x 10’</td>
<td>10’ x 10’</td>
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<td>Booth Selection Priority</td>
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<td>2nd</td>
<td>3rd</td>
<td>Assigned</td>
</tr>
<tr>
<td>Option for Add-On Booth</td>
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<td>✓</td>
<td>(Max 1)</td>
<td>-</td>
</tr>
<tr>
<td>Wireless Internet</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Expo Hall Passport Contest</td>
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<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>CONTENT</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Speaking Opportunity</td>
<td>1x - 50 Min Session</td>
<td>1x - 50 Min Session</td>
<td>1x - 10 Min Lightning Talk</td>
<td>1 Pre-recorded Session in On-demand Library</td>
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<tr>
<td>3 Min. Keynote Introduction or Outroduction (Excludes the Driesnote. 2 intros and 1 outro available. First come first serve)</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>90 Second Pre-recorded Video Before or After Keynote (Video will play directly before your introduction or outroduction)</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Message in Email Sent the Week of DrupalCon</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>PRESENTING</td>
<td>CHAMPION</td>
<td>ADVOCATE</td>
<td>EXHIBITOR</td>
</tr>
<tr>
<td>----------------------</td>
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<td>-----------</td>
</tr>
<tr>
<td><strong>ACCESS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DrupalCon Tickets</td>
<td>24</td>
<td>12</td>
<td>6</td>
<td>2</td>
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<tr>
<td>Access to Early Bird Ticket Pricing (additional tickets)</td>
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<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Attendee List (name, company, title)</td>
<td>3 weeks prior</td>
<td>2 weeks prior</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>VISIBILITY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo Placement</td>
<td>Website Header + Sponsor Page + Keynote Slide + Digital Marketing</td>
<td>Website Footer + Sponsor Page + Keynote Slide + Digital Marketing</td>
<td>Sponsor Page + Keynote Slide</td>
<td>Sponsor Page + Keynote Slide</td>
</tr>
<tr>
<td>Logo on Lanyard &amp; T-shirt</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Banner Ad on Event Website</td>
<td>300x250 px</td>
<td>300x250 px</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Social Media Promotion on Drupal Association LinkedIn and @DrupalCon</td>
<td>3 Dedicated Messages</td>
<td>2 Dedicated Messages</td>
<td>1 Dedicated Message</td>
<td>Inclusion in Group Thank You</td>
</tr>
<tr>
<td>Designated table at the Recruitment Fair</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Drupal Jobs Posts</td>
<td>4 Featured Posts</td>
<td>3 Featured Posts</td>
<td>2 Featured Posts</td>
<td>1 Featured Post</td>
</tr>
<tr>
<td>Opportunity to Provide Trivia Night Prizes</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Weighted Contribution Credits</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>DrupalCon Sponsor Digital Badge</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>
# ADD-ON SPONSORSHIP PRICING

*Core sponsorship required*

<table>
<thead>
<tr>
<th>SPONSORSHIP</th>
<th>COST</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expand Your Booth</td>
<td>$3,000</td>
</tr>
<tr>
<td>Premium Meeting Room in Expo Hall (5 available)</td>
<td>$4,000</td>
</tr>
<tr>
<td>Standard Meeting Room in Expo Hall (7 available)</td>
<td>$2,000</td>
</tr>
<tr>
<td>First-Time Contribution (2 available)</td>
<td>$2,000</td>
</tr>
<tr>
<td>Mentored Contribution (2 available)</td>
<td>$3,500</td>
</tr>
<tr>
<td>General Contribution (4 available)</td>
<td>$4,500</td>
</tr>
<tr>
<td>Attendee Badge (1 available) (sold out)</td>
<td>$7,500</td>
</tr>
<tr>
<td>Higher-Education Summit (3 available) (sold out)</td>
<td>$6,500</td>
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<tr>
<td>Higher-Ed Summit Lunch (1 available)</td>
<td>$3,000</td>
</tr>
<tr>
<td>Government Summit (3 available) (sold out)</td>
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<tr>
<td>Government Summit Lunch (1 available)</td>
<td>$3,000</td>
</tr>
<tr>
<td>Nonprofiti Summit (3 available)</td>
<td>$5,000</td>
</tr>
<tr>
<td>Healthcare Summit (3 available)</td>
<td>$5,000</td>
</tr>
</tbody>
</table>
EXPAND YOUR BOOTH
Add an additional 10’ x 10’ space to your Core Sponsorship booth. The cost does not include booth carpet rental or electricity.

➤ Sign up required by 31 December 2023

PREMIUM MEETING ROOM
Reserve a 20’x10’ premium meeting room on the expo hall floor.
Meeting rooms include:
• Walls
• Carpet
• Electrical (one outlet)
• Power Strip
• Lock
• Banquet round and 8 chairs
• 8.5 x 11 sign holder (sponsor responsible for sign)

STANDARD MEETING ROOM
Reserve a 10’x10’ standard meeting room on the expo hall floor.
Meeting rooms include:
• Walls
• Carpet
• Electrical (one outlet)
• Power Strip
• Lock
• Table and 4 chairs
• 8.5 x 11 sign holder (sponsor responsible for sign)
ADD-ON SPONSORSHIP PRICING

Core sponsorship required

$2,000

**FIRST-TIME CONTRIBUTION**
This hands-on workshop covers the basics of Drupal contribution for first-time contributors.

- Logo on DrupalCon sponsor page, keynote slide, room signage, and related digital marketing
- 5 min opportunity to introduce your company for funding these vital sprints that accelerate the project
- Opportunity to distribute swag to attendees on a dedicated table

$3,500

**MENTORED CONTRIBUTION**
Help Drupal fund this vital part of DrupalCon. Attendees will receive in-person training and mentoring to help accelerate contribution.

- Logo on DrupalCon sponsor page, keynote slide, room signage, and related digital marketing
- 5 min opportunity to introduce your company for funding these vital sprints that accelerate the project
- Opportunity to distribute swag to attendees on a dedicated table

$4,500

**GENERAL CONTRIBUTION**
Fund these important contribution sessions as the community innovates the Drupal Project.

- Logo on DrupalCon sponsor page, keynote slide, room signage, and related digital marketing
- Opportunity to hand out swag
- Opportunity to provide staff members to help attendees in the sprint
- Opportunity to provide food & beverage (sponsor to cover costs)
ADD-ON SPONSORSHIP PRICING

Core sponsorship required

ATTENDEE BADGE

Design and produce a piece of marketing collateral that will be inserted into every attendee’s name badge. Sponsor is responsible for creative, printing, and delivery costs—final design to be approved by the Drupal Association prior to print.

- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Artwork guidelines regarding sizing and paper thickness will be provided.
- Estimate of 1,500 attendees. Quantity to be confirmed closer to the event.

HIGHER-ED SUMMIT

Build relationships with the Drupal Higher-Ed community. Between panels, case studies, and breakouts, this Summit provides attendees with networking and learning.

- 15-minute case study presentation
- Attendee List (Name, Title, Company)
- 2 tickets to the summit
- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Opportunity to offer branded material to attendees on a shared dedicated table

HIGHER-ED SUMMIT LUNCH

- 3-minute introduction
- Slide with your company logo
- Logo on DrupalCon sponsor page, keynote slide, related signage, and related digital marketing

Lunch sponsorship does not include tickets to the Summit.
ADD-ON SPONSORSHIP PRICING

Core sponsorship required

GOVERNMENT SUMMIT

The Government Summit includes city, state, federal, and government contracting Drupalers from all different skill levels, in a variety of roles.

- 15-minute case study presentation
- Attendee List (name, title, company)
- 2 tickets to the summit
- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Opportunity to offer branded material to attendees on a shared dedicated table

GOVERNMENT SUMMIT LUNCH

- 3-minute introduction
- Slide with your company logo
- Logo on DrupalCon sponsor page, keynote slide, related signage, and related digital marketing

The lunch sponsorship does not include tickets to the summit.

NONPROFIT SUMMIT

Connect with the growing nonprofit community. This summit aims to help connect nonprofit Drupal users, learn best practices, new trends and generate ideas with peers.

- 15-minute case study and introduction
- Opportunity to offer branded material on shared dedicated table
- 2 tickets to the summit
- Your sponsorships provide 5 free tickets for local nonprofits to be given out on your behalf. Purchase additional tickets for a bigger impact!

SOLD

$3,000

SOLD

$5,000
ADD-ON SPONSORSHIP PRICING

Core sponsorship required

$5,000

HEALTHCARE SUMMIT

Build connections and collaborate with organizations that have created real-world solutions for their healthcare clients with Drupal.

- 15-minute case study presentation
- Attendee List (name, title, company)
- 2 tickets to the summit
- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Opportunity to offer branded material to attendees on a shared dedicated table
# Mission Driven Sponsorships

<table>
<thead>
<tr>
<th>Sponsorship</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open Web Hub</td>
<td>$20,000</td>
</tr>
<tr>
<td>Livestream &amp; Keynote CC Enablement</td>
<td>$20,000</td>
</tr>
<tr>
<td>DrupalCon Translation</td>
<td>$20,000</td>
</tr>
<tr>
<td>Health &amp; Safety</td>
<td>$15,000</td>
</tr>
</tbody>
</table>

# Standalone Sponsorship Opportunities

Core Sponsorship NOT Required

<table>
<thead>
<tr>
<th>Sponsorship</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women In Drupal (3 available)</td>
<td>$6,000</td>
</tr>
<tr>
<td>Membership Breakfast (3 available)</td>
<td>$5,000</td>
</tr>
<tr>
<td>Birds-of-a-Feather (3 available)</td>
<td>$3,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sponsorship</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>WiFi (4 available)</td>
<td>$8,000</td>
</tr>
<tr>
<td>Photo Booth (1 available)</td>
<td>$10,000</td>
</tr>
<tr>
<td>Co-Working Space (4 available)</td>
<td>$5,000</td>
</tr>
<tr>
<td>Session Lounge (4 available)</td>
<td>$7,500</td>
</tr>
<tr>
<td>Snack Break (4 available)</td>
<td>$5,000</td>
</tr>
<tr>
<td>Wellness Room (4 available)</td>
<td>$3,500</td>
</tr>
<tr>
<td>Charging Station</td>
<td>$5,000</td>
</tr>
<tr>
<td>Trivia Night (1 available)</td>
<td>$10,000</td>
</tr>
</tbody>
</table>
MISSION DRIVEN SPONSORSHIP OPPORTUNITIES

Support Drupal Association’s mission to enable the open web to be globally accessible

OPEN WEB HUB
A mission-driven sponsorship that supports making the web safe, secure, and open to everyone. As a sponsor, organizations are recognized as supporting the community that dedicates their livelihood to ensuring Drupal is free for all and continues to be safe.

- Sponsor is responsible for rentals, decoration, signage
- Includes electricity and a charging station
- Logo on DrupalCon sponsor page, keynote slide and related digital marketing

*Sponsor is not permitted to staff this space or exhibit products/services.

LIVESTREAM & KEYNOTE CC ENABLEMENT
Livestream and closed captioning during DrupalCon keynotes support our mission to make DrupalCon a global and accessible event.

- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Company logo on all event materials and signage
- Thank you at the beginning of livestreamed events and keynotes for providing closed captioning

DRUPALCON TRANSLATION
A team of translators will be on-site at registration, fluent in several languages, who will translate in sessions and prior to the event for event communication translation. DrupalCon’s mission is to truly enable international engagement in open source and the open web.

- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Company logo on all event materials and signage
- Ability to offer branded t-shirts highlighting translators at event
STANDALONE SPONSORSHIP OPPORTUNITIES

Core Sponsorship NOT Required

HEALTH & SAFETY

It is core to our values to ensure that we are an equitable and accessible organization that seeks to reduce harm. Support DrupalCon by providing free testing and PPE during the event

- Branded health & safety tables near registration for mask pickup (every day of the conference)
- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Company logo on all event materials and signage

WOMEN IN DRUPAL

Dedicated to fostering diversity and inclusivity within the Drupal ecosystem by supporting and celebrating the achievements of women in the Drupal community. This event provides a platform for women in tech to connect, learn, and inspire each other.

- Logo on DrupalCon sponsor page, keynote slide, related digital marketing, event materials, and signage
- Recognition as a sponsor at the event

*In our efforts to encourage open collaboration among peers in a safe environment, we ask that sponsors do not solicit at this event.

MEMBERSHIP BREAKFAST

Let’s celebrate the Drupal Association’s individual members! This breakfast is exclusively for Drupal Association Members to thank them for their support.

- Logo on DrupalCon sponsor page, keynote slide, signage, and related digital marketing
- Ability to offer branded material to attendees (swag like t-shirts, stickers, etc.)
- Optional branded napkins for breakfast services (sponsor to cover costs)

*In our efforts to encourage open collaboration among peers in a safe environment, we ask that sponsors do not solicit at this event.

$15,000

$6,000

$5,000
STANDALONE SPONSORSHIP OPPORTUNITIES

Core Sponsorship NOT Required

**BIRDS-OF-A-FEATHER**

Align your brand with community discussions. Attendees propose a variety of topics like CRM + Drupal or Drupal in Government, then have 1-hour open discussions in the BoF space.

- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Logo on BoF signage
- Logo on BoF board sign-up

**WIFI**

Provide a way for attendees to stay connected while gaining brand recognition at the same time.

- Recognition as the WiFi sponsor on signage in the convention center
- Recognition as the WiFi sponsor including company description, logo, link, and contact information in the expo hall
- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing

**PHOTO BOOTH**

Located in the expo hall, the photo booth provides a unique branding opportunity while helping attendees capture DrupalCon memories.

- Signage in front of the photo booth
- Attribution on social media
- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Ability to select from available backdrops or create a custom backdrop

*Design will be required to include the DrupalCon logo — final design to be approved by the Drupal Association prior to print.*
STANDALONE SPONSORSHIP OPPORTUNITIES

Core Sponsorship NOT Required

**CO-WORKING SPACE**

Brand new opportunity to provide a designated place for attendees to co-work outside the expo hall.

- Branded co-working area
- Sponsor is responsible for rentals, decoration, signage
- Includes electricity
- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Includes a charging station

*Sponsor is not permitted to staff the co-working space or exhibit products/services.

**SESSION LOUNGE**

Branded lounge to provide a comfy gathering place for attendees in high-traffic areas.

- Sponsor is responsible for rentals, decoration, and signage. Some areas may be furnished without the option to rearrange existing furniture pieces.
- Includes electricity
- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing

*Sponsor is not permitted to staff the lounge space or exhibit products/services.

**SNACK BREAK**

- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Recognition on tables where snacks will be served
- Optional branded napkins for lunch services (sponsor to cover any additional costs)

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$5,000

$7,500

$5,000
STANDALONE SPONSORSHIP OPPORTUNITIES

Core Sponsorship NOT Required

WELLNESS ROOM

Support attendee wellness with this dedicated place for self-care during the busy DrupalCon week. Sponsor will plan health & wellness activities throughout the day that will take place in the Wellness Room.

- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing
- Company logo on all event materials and signage
- Sponsor is responsible for any additional costs for the activities (e.g. yoga props, jump ropes, mats, comfy pillows, etc.)

$3,500

CHARGING STATION

Branded power stations will be located around the convention hall so attendees can stay charged and stay connected.

- 1 Branded power station
- Logo on DrupalCon sponsor page, keynote slide, and related digital marketing

$5,000

TRIVIA NIGHT

Fund this popular annual community event where many Drupalistas gather to socialize and compete for first place.

- Kick off the event with a 3 min intro
- Logo on DrupalCon sponsor page, keynote slide, related digital marketing, signage, and slideshow
- Recognition as Trivia Night title sponsor in the daily DrupalCon schedule emails
- Opportunity to provide custom table tents, printed napkins, swag

*Sponsor will be responsible for planning and running the event.

$10,000
SECUING YOUR SPONSORSHIP

WHAT ARE THE NEXT STEPS?

I'M READY TO SIGN UP FOR A DRUPALCON SPONSORSHIP
Secure your sponsorship by completing this reservation form or contact us at sponsor@association.drupal.org. Contracts will be sent via DocuSign within 2 business days. Sponsor signature is required within 2 business days of receipt to hold your sponsorship.

WHEN IS PAYMENT DUE?
Invoices are due upon receipt.

If your organization is not already a Drupal Association Supporting Partner, become one today to get a 10% discount on your DrupalCon sponsorship.

HAVE A QUESTION OR NEED MORE INFORMATION?
CONTACT:

KELLY DELANEY
Director, Partner Development
kelly@association.drupal.org

JITKA PILAR
Fundraising + Membership Manager
jitka@association.drupal.org