



Proposed Membership Changes

Please contact membership at [eclipse dot org](http://eclipse.org) with any questions.

June 24, 2008



If you are a Committer Member or a Member Company Representative, you should have received an email with voting instructions. Please take a moment and vote now!

If you did not receive your vote link, please email membership@eclipse.org.

A Brief History of Eclipse Foundation Membership



- Eclipse Foundation Launched January, 2004 with 50 Founding Members
- Membership Tiers:
 - Strategic Members
 - Add-In Provider Members
 - Associate Members
 - Committer Members

A Brief History – Organizations



- **Strategic Members**
 - Board Influence over Eclipse Foundation
 - Signal to up and downstream supply chain

- **Add-In Provider Members**
 - Marketing, Networking, Ecosystem Influence, Information Feeds, Event Discounts, etc

- **Associate Members**
 - Signal support, Information and Networking

What Has Changed?



- Demand from *non-ISV* Enterprise Users to become members of the Eclipse Foundation
- Unable to do so under current membership format:
 - Strategic and Add-In Provider membership requires having an eclipse based “commercial offering”
 - Do not want board responsibilities
 - Not eligible for Associate Membership

Essentially, there exists a number of non-ISV Enterprise Organizations who wish to participate more in the Eclipse Ecosystem but are unable to do so under the current membership model.

What is an “Enterprise User”?

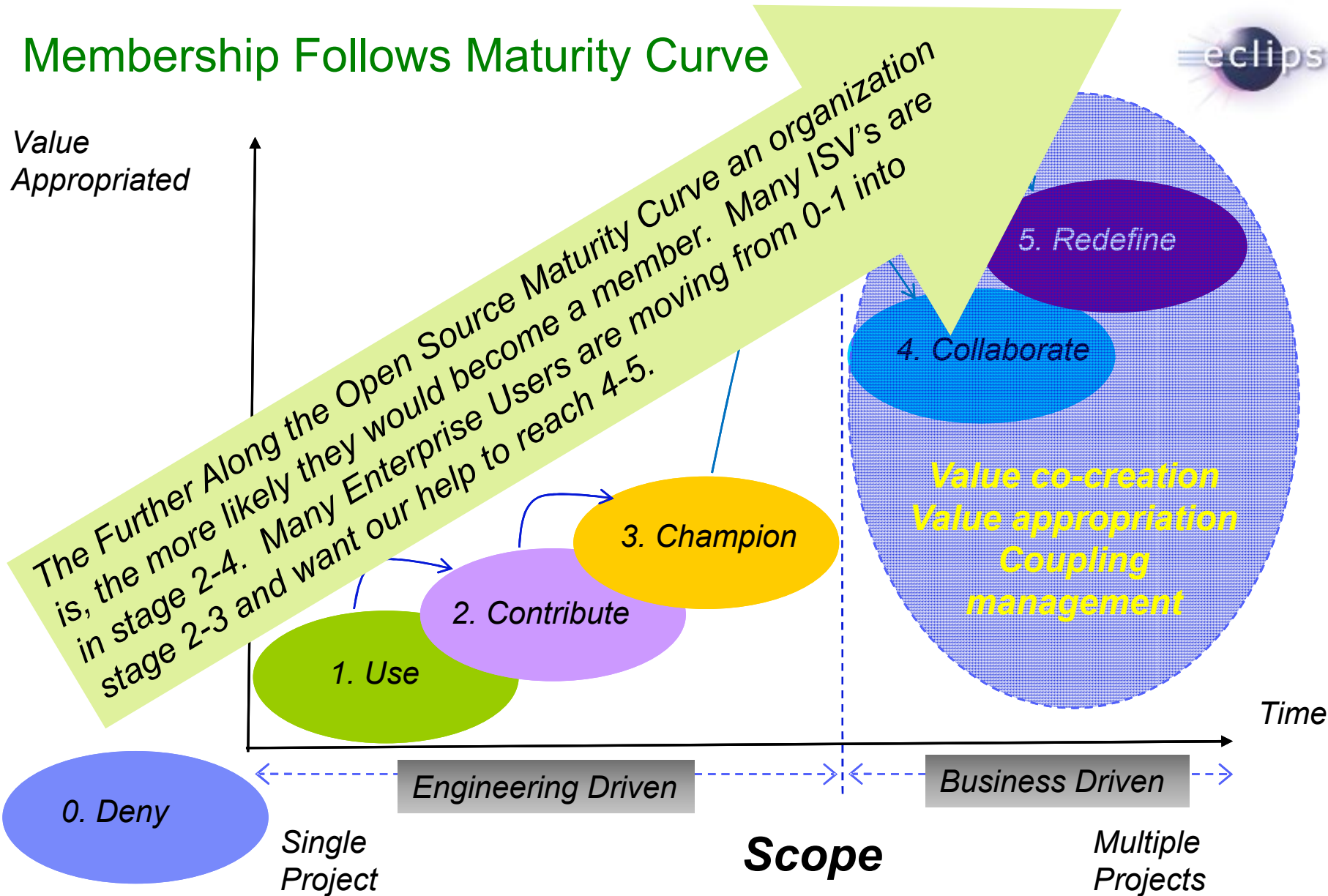


- Aerospace
- Automotive
- Finance
- Healthcare
- Shipping and Logistics
- Telecommunications
- Etc...



Membership Follows Maturity Curve

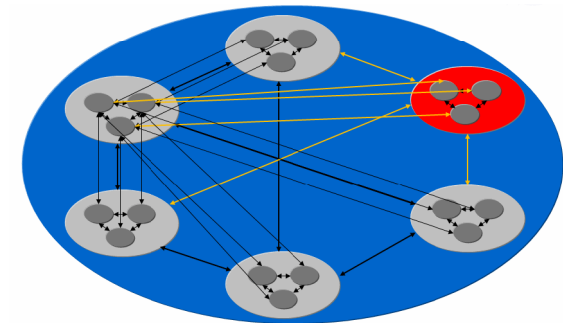
Value Appropriated



Benefits to Diversity In Membership



- More opportunities for members and projects
 - Connections into new markets grows overall market
 - More strategic use of projects makes them stronger
- Allows Eclipse Foundation to continue growing services and support
 - More Members = More & Better Services
- Protects health of ecosystem
 - More connections to more markets insulates from some market conditions

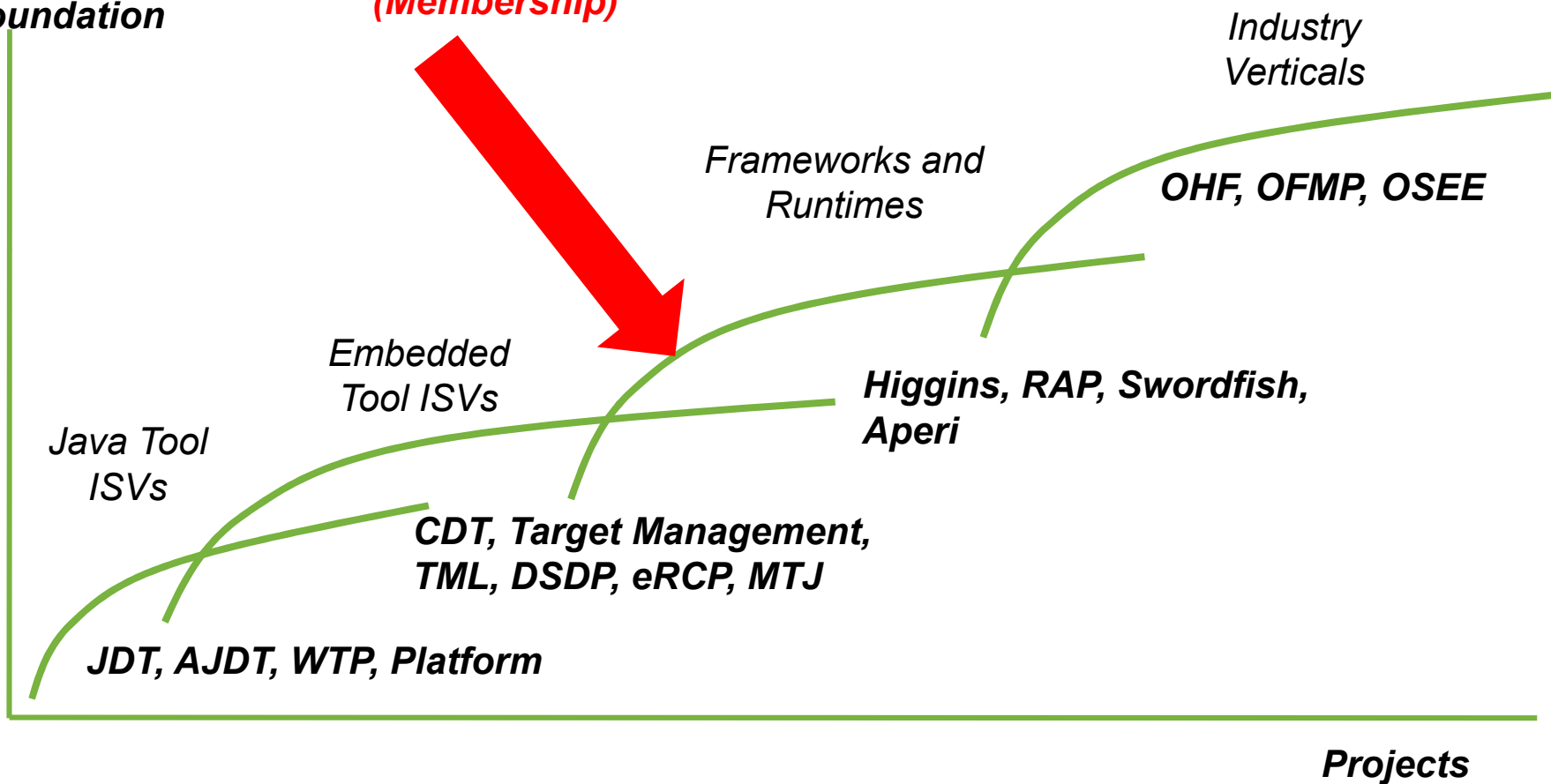




Will this work? An Evolution for Eclipse – Membership Generally Follows Projects

Membership in Eclipse Foundation

WE ARE HERE (Membership)



How Enterprises will Participate in Eclipse



- Consume - Made strategic investment in using Eclipse
 - Need More pluggable software – Signal Consumers and Suppliers
 - Closer Alignment with Community
 - Intellectual Property *Data*

- Collaborate – Use Open Source to drive efficiencies
 - Open Development Process
 - Architecture of Participation
 - Open Governance
 - IP *Policy*

Summary of Proposed Membership Changes



- Create New Membership Class – “Enterprise Member”
- Rename “Add-In Provider” Membership to “Solutions Member”
- Fix errors and inconsistencies in current Bylaws

*Establish the membership model to serve
Eclipse for the next Five + years!*



FIXES TO ERRORS IN BYLAWS

Fixes to Errors in Bylaws



- Fixed error in current Bylaws referring to deadline of “Action Without Meeting”.
 - Reason: The deadline for voting on an “Action Without Meeting” is defined to be “2 weeks from the date of the meeting”. This will be redefined as “2 weeks from the date of distribution of such balloting materials.”
- Made “quorum” requirements consistent for changes to membership agreement or bylaws to fifty-percent plus one.
 - Reason: The current wording has different quorum requirements depending on if an in-person meeting is held. The requirement for a two-thirds plus one affirmation is still maintained.
- Fixed error in current Bylaws referring to “simple majority” method of collapsing of the ballots cast by committers who work for the same member company.
 - Reason: The Board representatives are elected by “Single Transferrable Vote” process and therefore the collapsing of ballots must also be done by “Single Transferrable Vote”.
- The number of available elected Board seats will be determined as of Feb. 1 of each year and elected directors will have a fixed term of April 1 to March 31, rather than being based on the date of the “Annual General Meeting” (AGM).
 - Reason: AGM is not a fixed date and moves based on EclipseCon conference dates.



UPDATE ADD-IN PROVIDER MEMBERSHIP

Better Define Add-In Provider Membership



- Rename “Add-In Provider Member” to “Solutions Member”
- Solutions Membership still intended for organizations with Commercial Offerings on/with Eclipse Technology



NEW MEMBERSHIP CLASS: ENTERPRISE MEMBERSHIP

Enterprise Member



- Mid-tier Membership between AIP and Strategic.
 - No requirement for committers
 - No requirement for commercial offering
 - Flat fee of \$125,000.

Enterprise Membership In Eclipse Foundation



- Benefits:
 - Intellectual Property Transparency
 - Model for Enterprises to Participate In Open Source
 - Investment protection
 - Supporting the IP and IT infrastructure
 - Brand association with enterprise developers
 - Signaling in the market
 - To both suppliers and customers
 - Influence and participation
 - At the board level – vote for representation
 - At the project level
 - Your IT Suppliers



If you are interested in learning more about becoming an Enterprise Member, please contact membership at [eclipse dot org](http://eclipse.org)!



SUMMARY OF MEMBERSHIP MODEL

Eclipse Foundation Organizational Membership

July, 2008



Strategic
Members

Strategic
Developers

Strategic
Consumers

Sustaining
Members

Enterprise
Members

Solutions
Members

Supporting
Members

Associate
Members

Committer
Members



OTHER RECENT CHANGES

Other Recent Changes



- The board of directors has recently made the following changes to "Exhibit C" of the Membership Agreement. These changes are made by the board of directors and are **not** part of the voting process:
 - Any organization may become an Associate member with dues of \$5,000 per year.
 - Strategic Developer Minimum Dues have been raised by \$25,000.
 - Add-In Provider Annual Dues for memberships (both new and renewals) on or after July 1, 2008 will be tiered based on Corporate Revenue (all values USD):
 - Annual Corporate Revenue Less Than \$10 million - Fee: 5,000
 - Annual Corporate Revenue Less Than \$50 million - Fee: 7,500
 - Annual Corporate Revenue Less Than \$100 million - Fee: 10,000
 - Annual Corporate Revenue Less Than \$250 million - Fee: 15,000
 - Annual Corporate Greater Than \$250 million - Fee: 20,000



Thank you!

Questions?
email: [membership at eclipse dot org!](mailto:membership@eclipse.org)

June 24, 2008