



Eclipse Training Series Marketing Program Package

The Eclipse Foundation is organizing a marketing program to help promote a series of Eclipse training classes around the world. The intention of the training classes is to provide high-quality, instructor-led classroom training for developers that are interested in building Eclipse applications. The overall goals of the program are to help drive adoption of Eclipse and to promote Eclipse member companies.

The training classes will occur over a period of time from April 6 – May 29, 2009, and will consist of instructor-led training and hands-on tutorials. The classes will be organized by the participating member companies in selected cities. The Eclipse Foundation will help promote the training series and coordinate the registration of attendees.

Obligations of Participating Companies

Companies that would like to participate in this marketing program will be expected to perform the following:

- Organize the logistics for each class, including selection of classroom, any food and beverage requirements for participants and staffing of instructor(s).
- Promote the training classes locally.
- Provide course material for each class that follows an existing standard course outline.

Obligations of the Eclipse Foundation

The Eclipse Foundation will provide the following services for this marketing program:

- Promote the training series through the Eclipse Foundation web sites and the Eclipse Foundation membership.
- Promote the training series through a press release from the Eclipse Foundation.
- Establish a central registration system that handles registration for all attendees in each city.
- Pay to each participating company the revenue generated for each training class that the company organized, less registration processing fees.

Additional Details

- Participating companies are responsible for all costs associated with the local organization of the training classes, including instructor fee, classroom rental and any food and beverage required.
- Participating companies will be able to select a city to hold a training class based on a first come first serve basis.
- The Eclipse Foundation will issue a cheque within 60 days of completion of the classes to each participating company for the revenue generated for each training class that the company organized. The total amount will be less registration processing fees, which typically amount to 5-6% (\$4.50 per registration, plus 5% fee for Visa and MasterCard or 6% fee for American Express).
- Participating companies will be required to set the price per attendee. In addition, they will set the minimum and maximum number of students per class.
- Participating companies can cancel the class up to 2 weeks before the scheduled dates.
- The Eclipse Foundation is not responsible for any of the costs associated with the local organization of the training class, including any costs associated with cancellation of any class.



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COMPANY INFORMATION

Company name: _____

Street address: _____

City: _____ State: _____ Zip code: _____

Phone number: _____ Fax: _____

Primary contact: _____ Title: _____

Email: _____ Fax: _____

Signature: _____

**Fax completed agreement and purchase order to: +1 613-224-5172
Attn: Lynn Gayowski**

If you have any questions, please contact: Lynn Gayowski
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