Proposed Membership Changes

Please contact membership at eclipse dot org with any questions.

A Brief History

- Eclipse Foundation Launched November, 2003 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, etc

- **Associate Members**
  - Signal support, Information and Networking
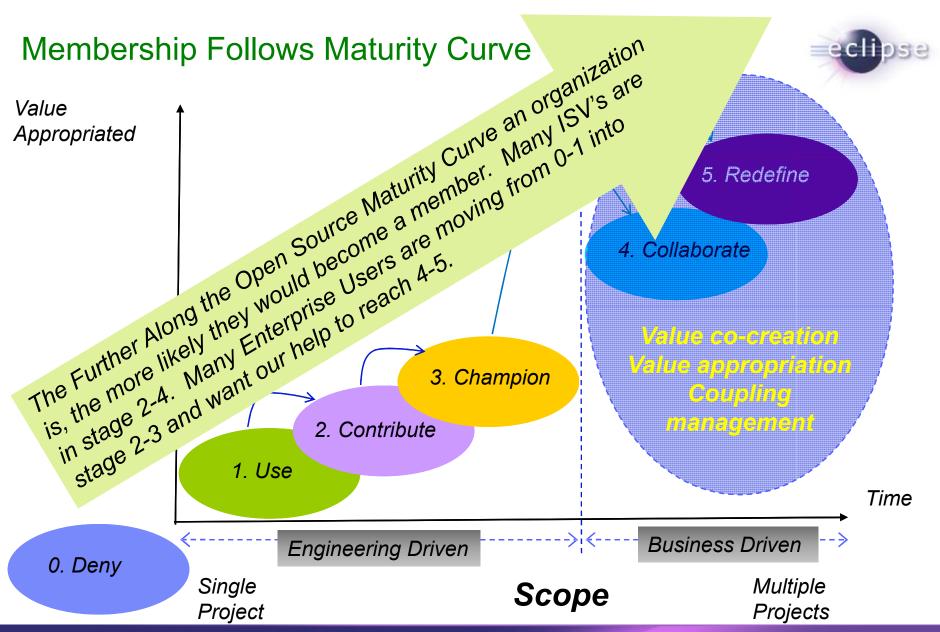
What Has Changed?

- 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
  - No 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.
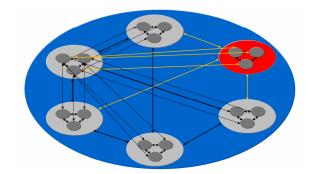
What is an "Enterprise User"?

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

Membership Follows Maturity Curve

eclipse

Value Appropriated

The Further Along the Open Source Maturity Curve an organization is, the more likely they would become a member. Many ISV's are in stage 2-4. Many Enterprise Users are moving from 0-1 into stage 2-3 and want our help to reach 4-5.

5. Redefine

4. Collaborate

Value co-creation Value appropriation Coupling management

3. Champion

2. Contribute

1. Use

0. Deny

Time

Engineering Driven

Business Driven

Single Project

Scope

Multiple Projects

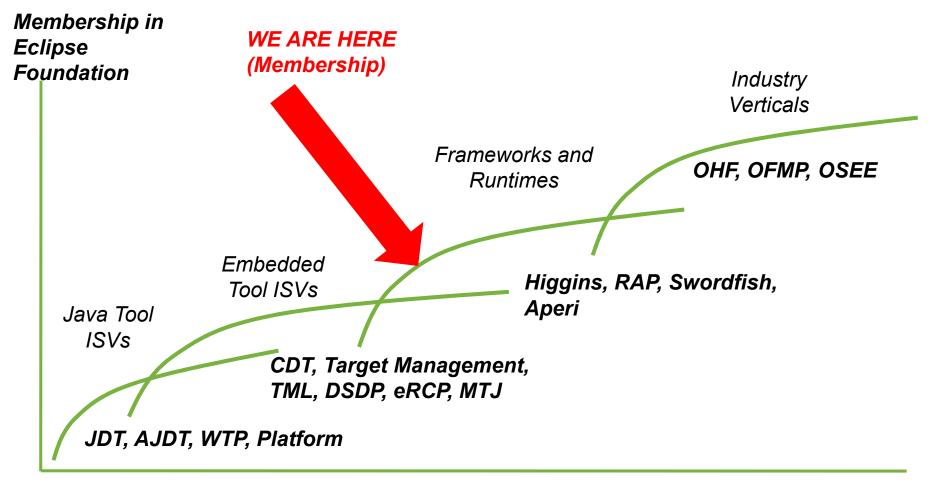# Benefits to Diversity In Membership

- **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)

Industry Verticals

Frameworks and Runtimes

OHF, OFMP, OSEE

Embedded Tool ISVs

Higgins, RAP, Swordfish, Aperi

Java Tool ISVs

CDT, Target Management, TML, DSDP, eRCP, MTJ

JDT, AJDT, WTP, Platform

Projects

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 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."
- 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 control
        - At the board level
        - At the project level
        - Your IT Suppliers

If you are interested in leaning more about becoming an Enterprise Member, please contact membership at eclipse dot 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

Thank you!

Questions?
email: membership at eclipse dot org!

May 30, 2008