



IoT FORUM

Matching Buyers & Sellers of IoT

WHO

The Internet of Things represents a massive opportunity for a wide range of companies—from existing giants to unheard of startups and across several industries—from consumer products and communications to industrials and artificial intelligence.

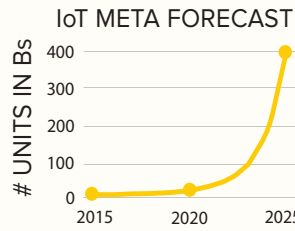


Companies and individuals who are innovating in any part of the IoT value chain are welcome to join our community.

- Delegates and attendees include tech scouts, investors, strategy experts, and dealmakers.
- Speakers include startups, established companies with new technology, IoT users with use cases, and buyers from various verticals.

WHY

The TIME is NOW—the Internet of Things is in its infancy. To capture some of the massive growth ahead, companies need to be diligently scouting for new technologies, new companies, and new services in the innovation ecosystem—and be able to jump on **opportunities to partner**.



Network operators want to understand how to support new services on their networks.

- OEMs need to understand changes in markets, technologies, and customers.
- Startups need introductions and exposure.
- Investors need to understand the market for new technology.

MEMBERSHIP

Members discover innovation, exchange knowledge, build partnerships, and grow their professional networks through in-person meetings, a constant flow of introductions, a research library, and private online networking tools.

IoT Forum members are visionary companies in their respective industries and markets who are committed to supporting growth of the ecosystem globally and working with outside innovation.

- Meetings draw senior attendees and speakers from around the world for off-the-record discussion.
- Quickly build professional relationships across the industry.
- Highly efficient 4-hour meetings introduce over 500 buyers and sellers from many industries and regions annually.
- Members represent the cutting-edge of IoT.

IoT FORUM INNOVATION REVIEW	
AGENDA	
8:30 AM	Breakfast, Introductions
9:00 AM	Startup Pitches
10:00 AM	Startup Demos
10:30 AM	Product Pitches
11:30 AM	Case Study
12:00 PM	Lunch
12:30 PM	Buyer's Panel on TBD
1:30 PM	Private Discussions
2:00 PM	Close

HOW

Through 15 meetings per year focused on innovation, case studies, startups, and technological advancements, the IoT Forum puts buyers and sellers of IoT innovation from across the globe together in one room to make sure the best technologies and ideas are introduced to the companies that need them.

- 80% of our introductions result in followup.
- Monthly IoT Forum meetings are hosted by members in Silicon Valley every 2nd Thursday.



MEMBERSHIP BENEFITS

The IoT Forum connects companies across the growing number of Internet of Things segments with the ideas, technologies, startups, entrepreneurs, investors, and buyers that are shaping these market segments. Membership is by invitation only and open to visionary companies who are committed to supporting growth of the ecosystem globally and working with outside innovation.

- **Monthly Meetings**
Innovation Reviews are only open to members
- **Unlimited Delegates**
Assign membership benefits to any number of employees
- **Online Library**
Download startup pitches, product pitches & analyst research
- **Online Community**
Member Directory connects you with other members
- **Personal Introductions**
Keeping the community connected by starting conversations
- **Startup Directory**
Search, discover, and review filtered IoT startups
- **Research**
Quarterly recap of IoT innovation reviewed at the IoT Forum
- **Speaking Opportunities**
Members are invited to talk about their technology & innovation
- **Marketing**
Promote your technology via our blog, newsletter & social media
- **Access to Telecom Council Events**
Tradeshaw Debriefs, TC3 Summit, DemoPalooza, Predictions...

TERMS OF SERVICE

THESE TERMS OF SERVICE apply to all IoT FORUM memberships.

Telecom Council will provide:

Membership in Telecom Council's IoT Forum and associated membership benefits for 1 legal entity, which include all IoT Forum meetings, introductions, research, startup discovery, networking, marketing, visibility, and speaking when applicable.

- Membership benefits do not cover subsidiaries, affiliated companies, parent company, or guests.
- Membership benefits start upon payment and may renew annually at Member's discretion.
- Full membership benefits listed online at <http://sv-iot.com>

Member will provide:

Member's main responsibility will be to assign delegate representatives to participate in IoT Forum meetings throughout the year and delegate employees who can effectively utilize the networking, marketing, and research benefits of membership.

Confidential Information

No intellectual property rights are exchanged under this Agreement, neither among the Parties, nor among the Members of the IoT Forum. No Confidential Information should be shared among Parties, nor at Telecom Council's events. The Meetings are designed as a forum for non-Confidential Information.

Chatham House Rule

Consistent with the understanding about Confidential Information above, the IoT Forum shall operate under Chatham House Rule (unless a meeting is clearly announced as open to the press). When a meeting, or part thereof, is held under the Chatham House Rule, participants are free to use the information received, but neither the identity nor the affiliation of the speaker(s), nor that of any other participant, may be revealed.

Enthusiastic Anti-Trust Compliance

Member delegates at these meetings agree to respect the letter of, and the spirit of, antitrust laws in all relevant jurisdictions. All Parties agree to do its best to stop, block, and disallow any conversations that risk even just the appearance of interference with fair markets, both on the stage and if witnessed elsewhere at our meetings.

Responsibility

Member is responsible for the actions of their delegates and Telecom Council bears no responsibility for interactions between delegates, speakers, hosts or other members of the community. In no event shall either Party be liable for any loss of profits, goodwill, loss of business, loss of data or any other indirect or consequential loss or damage whatsoever.

Other

Telecom Council may use Member's logo and company name, subject to Member's brand guidelines, online, offline, on lists of participating companies, lists of IoT Forum members and to identify Member as a speaker, sponsor, or host when appropriate.

This Agreement shall be governed by the laws of California and the parties agree to submit disputes arising out of, or in connection with this Agreement, to arbitration under California law, or the courts of California.

I understand and accept the above TERMS OF SERVICE:

Member:

NAME _____

TITLE _____

COMPANY _____

DATE _____

SIGNATURE _____