FOSS United Industry Partnership Opportunities
Empowering FOSS in India
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Introduction

FOSS United Foundation: Empowering FOSS in India

Established in 2020 as a non-profit organisation

Aim to build quality FOSS for public good

Grassroots support to the FOSS Community and Projects

9+ Industry Partners and welcoming more

Promotes Tinkering and Hacking Culture on College Campuses

fossunited.org
Our Philosophy

FOSS Principles

- Freedom to use, study, and modify
- Open source code accessible to all
- Developed by a diverse community
- Built for sustainability and future generations

FOSS’s Impact

- Freedom
- Transparency
- Collaboration
- Sustainability
Programs at FOSS United
Empowering Through Diversity of Programs

- FOSS Grants
- Community Days and Events
- Mon School & FOSS Clubs
- OASIS Network
- Job Board
- Public Policy Initiatives
FOSS Grants Program

FOSS United offers grants to empower and advance FOSS projects in India. We provide financial support, mentorship, and resources to projects aligned with our mission.

Goals
Fostering innovation, enhancing FOSS project sustainability, and strengthening the FOSS ecosystem.

Project Grants: 17
Grant Amount: ₹2.32 Cr.
Event Grants: 20
Community Days and Events

FOSS United organise and sponsors community days, meetups, and events that bring together FOSS enthusiasts and experts. These gatherings provide opportunities for networking, learning, and collaboration.

- **Cities**: 13
- **Sessions Delivered**: 450+
- **Participation**: 9500+
- **Actively Engaged Members**: 4500+
- **Sponsors**: 30+
- **Community Partners**: 50+

**Goals**

Building a stronger FOSS community, promoting knowledge sharing, and fostering collaboration.

*Data as of 31st October 2023*
Capturing FOSS in Action
IndiaFOSS Conference, FOSS Meetups, and FOSS Hackathon

fossunited.org
Mon School is FOSS United's flagship education initiative, promoting FOSS awareness and skills among students. FOSS Clubs at educational institutions encourage hands-on learning and collaboration.

**Goals**
Nurturing the next generation of FOSS contributors, advocates, and innovators.

- **6** Published Courses
- **11,022** Total Signups
- **7,489** Active Learners

*Data as of 1st October 2023*
OASIS Network

FOSS United is a founding partner of the OASIS, which is a network of organizations united by the vision that Free and Open-Source Software (FOSS) can empower citizen sector organizations and communities to create positive impact at scale.

oasishq.org
FOSS for NPO’s

FOSS United have been helping non-profit organisations (NPO) get access to a large number of business tools that help them manage their day to day affairs easily, everything from HR, payroll, and accounting to customer relations and communications.

Goals

Leveraging FOSS for social good and making a meaningful impact on communities.

16 NPOs Supported

fossunited.org/grants
Job Board
FOSS United's job board connects FOSS professionals with career opportunities in partner organisations.

Goals
Bridging the talent gap, empowering FOSS professionals, and strengthening the FOSS job market.

Access to the FOSS United Job Portal

Exclusive access to our job portal, connecting partners with talented FOSS professionals in India.

Streamline your hiring process by tapping into a pool of skilled individuals who share a passion for FOSS.

Access to the best software developer talent in the country across the 4000+ actively engaged community.

fossunited.org/jobs
Public Policy Initiatives

FOSS United engages in public policy advocacy to promote FOSS adoption and open standards. We collaborate with policymakers and organisations to create a more FOSS-friendly environment.

Goals

Shaping policies that facilitate FOSS growth and adoption in India, ensuring a level playing field for FOSS projects and communities.

forum.fossunited.org/c/policy/27
<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Change</th>
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<tr>
<td>Days</td>
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<td>Location</td>
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<tr>
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<td>50</td>
<td>↑2</td>
<td>48</td>
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<tr>
<td>Participation</td>
<td>1250+</td>
<td>↑600</td>
<td>600</td>
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<tr>
<td>Hands-on Workshops</td>
<td>5</td>
<td>↑3</td>
<td>2</td>
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<td>Hardware Stalls &amp; Community Spaces</td>
<td>22</td>
<td>↑17</td>
<td>5</td>
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<tr>
<td>Sponsors</td>
<td>15</td>
<td>↑7</td>
<td>8</td>
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<tr>
<td>Community Partners</td>
<td>26</td>
<td>↑2</td>
<td>24</td>
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</table>

Showing increase in numbers from IndiaFOSS 2022
Noteworthy Participants

Richard Stallman
Founder, Free Software Foundation

Kannan Moudgalya
Professor, IT Bombay

Tarunima Prabakar
Research Lead and CoFounder, Tattle

Harsh Nisar
Data Scientist, Ministry of Rural Dev.

Rahul Kulkarni
Chief Technologist, Samaqra

Shakthi Kannan
Free Software Developer

Abhishek Singh
CEO KarmaYogi Bharat, Govt of India

Vindhya Shanmugham
Director Engineering, Myntra

Kovid Goyal
Creator, Calibre eBook Reader

Apar Gupta
Executive Director, Internet Freedom Foundation

Priyanka Nahata
Architect at Flipkart

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What’s in store for 2024

15+ City Chapters

200+ Events

800+ Talks/Sessions

11000+ Participation

20+ College Clubs

150+ Projects During FOSS Hack

50+ Community Partnerships

fossunited.org
Our Partnership Philosophy

**Commitment to Mutual Growth**
We believe in fostering partnerships that benefit both parties.

**Community-Centric Approach**
Our partnerships prioritise the FOSS community’s interests.

**Long-Term Commitment**
We seek partners who share our vision for sustainable FOSS growth.

**Collaborative Innovation**
We encourage collaborative projects that advance FOSS in India.

**Transparency and Accountability**
We maintain open communication and accountability in partnerships.
Where does our Community Spend Time

- Meetup & Conference: 9500+ Participants
- Telegram: 4800+ Members
- Web-Forum: 1100+ Members
- Talks & Podcast: 87,000+ Views
- Newsletter & Blog: 600+ Subscribers
- Social Media Channels: 12000+ Followers
Maximize Your Impact: 80G and CSR Benefits

**Tax Savings**
Utilize Section 80G of the Indian Income Tax Act to claim deductions on your charitable donations, reducing your taxable income and enhancing the efficiency of your contributions.

**Boost Brand Image**
Align your brand with social good, elevating your corporate image, and building a reputation as a socially responsible entity.

**Employee Morale**
Foster a culture of giving and purpose within your organization, boosting employee morale and attracting talent who value social responsibility.

**Community Engagement**
Directly contribute to the betterment of society. Your CSR initiatives support crucial projects and communities, making a tangible difference.
Community Benefits

Access to India's Thriving FOSS Ecosystem

Access to 9,500+ & growing FOSS developer community throughout the year.

Demonstrated Commitment to FOSS and Open Source Principles.

Contribution to a Democratic and Equitable Digital Landscape.


Income Tax Benefit for Donors - 80G and CSR Certificate.

Opportunities for Joint Initiatives and Projects.

Increased Visibility and Networking.

fossunited.org
Industry + FOSS

Almost all tech companies use FOSS in some way or the other.

Barely anyone acknowledges the use of FOSS technologies.

Even lesser organisations support or contribute back to the community that builds these technologies.
<table>
<thead>
<tr>
<th>Partnership Tiers &amp; Contribution Levels</th>
<th>Bronze</th>
<th>Silver</th>
<th>Gold</th>
<th>Platinum</th>
<th>Patron</th>
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</tr>
<tr>
<td><strong>B E N E F I T S</strong></td>
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</tr>
<tr>
<td>Annual Contribution</td>
<td>5 Lakh INR</td>
<td>10 Lakh INR</td>
<td>25 Lakh INR</td>
<td>50 Lakh INR</td>
<td>1 Crore INR</td>
</tr>
<tr>
<td>Silver</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Contribution</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Gold</td>
<td></td>
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<tr>
<td>Annual Contribution</td>
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<tr>
<td>Platinum</td>
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<tr>
<td>Annual Contribution</td>
<td></td>
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<tr>
<td>Patron</td>
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<td>Annual Contribution</td>
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### Branding Visibility

<table>
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<th>Description</th>
<th>Bronze</th>
<th>Silver</th>
<th>Gold</th>
<th>Platinum</th>
<th>Patron</th>
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</thead>
<tbody>
<tr>
<td>Logo mentions at all community events throughout the year</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Logo on website partnership page</td>
<td>Small</td>
<td>Small</td>
<td>Medium</td>
<td>Large</td>
<td>Large</td>
</tr>
<tr>
<td>Logo on platform home page</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Logo on FOSS United newsletter</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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</table>

### FOSS United Platform

<table>
<thead>
<tr>
<th>Description</th>
<th>Bronze</th>
<th>Silver</th>
<th>Gold</th>
<th>Platinum</th>
<th>Patron</th>
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<tbody>
<tr>
<td>Feature blogpost FOSS at the organisation (Optional)</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Feature job offerings at Job Board in &quot;From Partners' Section&quot; (Optional)</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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</table>
## Partnership Tiers & Contribution Levels

<table>
<thead>
<tr>
<th>BENEFITS</th>
<th>Bronze</th>
<th>Silver</th>
<th>Gold</th>
<th>Platinum</th>
<th>Patron</th>
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<tbody>
<tr>
<td>Annual Contribution</td>
<td>5 Lakh INR</td>
<td>10 Lakh INR</td>
<td>25 Lakh INR</td>
<td>50 Lakh INR</td>
<td>1 Crore INR</td>
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</table>

### Community Events

- Announcement of avenues like job openings etc at community events in city of choice.

<table>
<thead>
<tr>
<th>CityFOSS sponsorship discount</th>
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<th>25%</th>
<th>50%</th>
<th>90%</th>
<th>90%</th>
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<tbody>
<tr>
<td>Guaranteed FOSS Event Hosting at Office Space (Optional)</td>
<td>—</td>
<td>2 Events/Year</td>
<td>4 Events/Year</td>
<td>4 Events/Year</td>
<td>4 Events/Year</td>
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<tr>
<td>Logo on FOSS United newsletter</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Logo mentions in CityFOSS Conference promotional collateral (Any 1 city of choice) (Optional)</td>
<td>—</td>
<td>Small</td>
<td>Medium</td>
<td>Large</td>
<td>Large</td>
</tr>
</tbody>
</table>

### Flagship Events

- Logo Mentions in signage for IndiaFOSS and FOSS Hack editions

<p>| — | — | Medium | Large | Large |
| — | — | — | — | — |
| Sponsors' desk at IndiaFOSS | — | — | ✓ | ✓ | ✓ |</p>
<table>
<thead>
<tr>
<th>Partnership Tiers &amp; Contribution Levels</th>
<th>Bronze</th>
<th>Silver</th>
<th>Gold</th>
<th>Platinum</th>
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<tbody>
<tr>
<td>Benefits</td>
<td>Annual Contribution</td>
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<tr>
<td></td>
<td>5 Lakh INR</td>
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<td>25 Lakh INR</td>
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<td>1 Crore INR</td>
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**Others**

<table>
<thead>
<tr>
<th>Benefit</th>
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<th>Silver</th>
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<tbody>
<tr>
<td>Join monthly members' call</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Receive half yearly reports</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Invitee at United by FOSS Podcast (around 60 min) (Optional)</td>
<td>—</td>
<td>—</td>
<td>1 Episode</td>
<td>1 Episode</td>
<td>2 Episodes</td>
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<tr>
<td>Join the quarterly leadership call</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✔</td>
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</table>
Our Current Partners

**Patron**
- ZERODHA
- Frappe

**Gold**
- SENSIBULL
- elasticrun
- GitHub
- Obvious

**Silver**
- LAMBDATEST
- Streak™
- JuliaHub

**Bronze**
- Pipal Academy
Why Partner With FOSS United?

- Commitment to FOSS Growth in India 🇮🇳
- Access to a Network of Innovators
- Influence the Future of FOSS Development
- Contributing to a More Democratic and Equitable Digital World
- Gain Exposure in the FOSS Community

fossunited.org/partners
Past Industry Partners/Sponsors

- **Contributing to FOSS Growth**: These partnerships have played a pivotal role in advancing the FOSS ecosystem in India and beyond.
- **Building a Stronger Future**: While they may be past partners, the impact of their support continues to shape our journey towards a brighter digital future.

fossunited.org/partners
Get in touch with us

fossunited.org
foundation@fossunited.org