Joining a Game Changer - Joining FIWARE Foundation
We’re driving the smart digital future

We accelerate the emergence of innovative marketplaces of smart portable and interoperable solutions, guiding industries, governments, universities, and civil society to develop their smart vision. We are a growing global community with a common effort of achieving a solid headway towards making FIWARE open source technology: the best instrument for companies to reach their full potential and scale their activities to enter new markets and grow their businesses.

FIWARE Foundation

FIWARE Foundation is a non-profit organization that drives the definition and encourages the adoption of open standards (implemented using Open Source technologies) that ease the development of smart solutions across domains such as Smart Cities, Smart Energy, Smart AgriFood and Smart Industry, based on FIWARE technology. Founded in 2016, the foundation has Atos, Engineering, NEC, Red Hat, Telefonica and Trigyn Technologies among its Platinum members.

8,000+
Developers using FIWARE technologies

400+
Members from 45+ countries

180+
Powered by FIWARE solutions in its Marketplace

150+
Open Source projects

100+
Evangelists

19
FIWARE iHubs

35+
Global Strategic and Media Partnerships

10
FIWARE Lab Nodes

30+
Global Leading Events

FIWARE is your first choice for building the smart digital future.
FIWARE Foundation is growing rapidly

400+ global members* within four years

Platinum 6
Gold 50+
Gold SEU 15+
Associates 25+
Individual Members 300+

*as of May 2021

We are global
(and growing at a fast pace)

FIWARE Members

Hub Locations
Amsterdam
Athens [2X]
Austin
Badajoz
Cologne
Funchal
Geneva
Legnica
La Plata/Buenos Aires
Milan
Mexico City
Montevideo
Perugia
Saint-Quentin
Santa Cruz de Tenerife
Seville
Tunis
Wolfsburg

Planned new locations*

Cairo area
Dakar area
Lübeck
New Delhi area
South Africa

*Locations are still subject to change.
FIWARE Foundation is taking the lead in open source collaborative ecosystems setting new standards, on a global scale

We joined FIWARE Foundation because we see the great potential and opportunity that FIWARE can provide us to solve the challenges that we currently have with AgriFood here in Canada.

CHRISTIAN UMBACH
Co-Founder and CEO of Xapix

The province of Utrecht is one of the supporters of FIWARE in the Netherlands. The province does this because it truly believes in the FIWARE values: independent and democratic IoT and its product, democratic smart cities. The province finds it important that these values are respected in its tenders and because of that, the province works regularly with FIWARE components. A top example of one of these projects is the Sniffer Bike: created in conjunction with citizens (and for citizens) to enhance their lives, Sniffer Bike was made possible through FIWARE technology.

JOSE MANUEL CABELLO
Senior International Project Manager of Innovaia (FIMAC-IHub)

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DR. KAREN HAMO
Precision Strategic Solutions, Ontario

FIWARE Foundation is a powerful digital transformation platform for cities and regions. It provides much needed standardization for cities with well proven APIs, used within multitudes of territories to deliver Smart City services. This well seasoned platform enables any city or region to get going quickly and deliver trusted Smart City services. Furthermore, the global reach of the FIWARE ecosystem cross-pollinates experience and partners, bringing international value to cities using FIWARE.

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CHRIS GREER
Senior Executive for Cyber Physical Systems, NIST Engineering Laboratory

MATTHEW BAILEY
President, Powering IoT LLC, Global Smart Cities Leader

We are located on an island and FIWARE is the perfect vehicle to connect our Startups with international markets as they will be able to sell their products at that level.

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By joining FIWARE Foundation you will be part of a collective movement aiming at creating an open, global, sustainable, standards-based, innovation-driven ecosystem for smart solutions in multiple sectors.

The FIWARE Foundation is open: anybody can join contributing to FIWARE activities and rising through the ranks, based on merit.

Our members are leading players in connecting the world to the future. A future in which people can meet, work, live in a more enjoyable, resilient and efficient way. An exciting digital future where new business opportunities can flourish.

The use of FIWARE open source technology and key standards has brought forward multiple awesome solutions and appealing Impact Stories worldwide.

For more Impact Stories, visit: www.fiware.org/impact_stories
Global partnerships, collaborations...

The European Commission has selected the FIWARE Context Broker technology as a building block for the creation of cross-border digital service infrastructures.

The FIWARE Community actively leads the work at the Context Information Management (CIM) ISG, where the NGSI-LD API specifications were defined and are now maintained.

A non-profit organization delivering the world’s first scalable, fee-less and decentralized distributed ledger technology. Under the agreement, IOTA’s Tangle technology will serve as an immutable, trusted audit trail for relevant context data transactions in “Powered by FIWARE” architectures.

A forum to design a new society by combining manufacturing and information technologies, FV has been working with FIWARE to create and develop list for promoting the digital economy by preventing fragmentation and harmonizing aspects related to IoT.

TM Forum and FIWARE Foundation launched the “Front-runner Smart Cities Program” aimed at defining a Common Reference Architecture and Data Models for Smart Cities, with the active involvement of cities worldwide. TM Forum’s Smart City Component suite uses FIWARE technologies.

The Fast RTPS technology, integrated as a Generic Enabler of FIWARE, has been adopted as the default communication middleware in ROS2.

Korea’s Agency National Strategic Smart City Programme, KAIA-NSSC is responsible for the implementation of new smart city solutions to improve citizens’ welfare, Korea’s municipalities management system and promote sustainable growth. Both organizations will share knowledge of open sustainable ecosystems based on smart city platform technologies and explore opportunities in relation to data.

FIWARE brings relevant base-lines for the Minimal Interoperability Mechanism (MIM) defined by OASC, in order to support a Digital Single Market for Smart Cities.

FIWARE Foundation participates in the GSMA IoT Big Data Ecosystem project, working on the harmonization of APIs and data models for fueling IoT and Big Data ecosystems.

The FIWARE Community is bringing contributions to the IDS-RAM definition regarding how data sovereignty or data brokering and monetization can be effectively materialized.

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Standardization: some highlights from our work with our partners

- In 2016, the European Commission published the Rolling Plan for ICT Standardisation in which ETSI was requested to create an ISG (Industry Specification Group), aimed at the definition of a standard Context Information Management (CIM) API with FIWARE NGSI as a candidate. In the beginning of 2017, ETSI created the CIM ISG which was successfully brought to market with the so called ETSI NGSI-LD API specifications in January 2019.

- Together with its members, FIWARE Foundation is actively participating in standardization activities within ETSI (NGSI-LD API specifications), W3C (Web of Things), GSMA IoT Big Data Ecosystem project and TM Forum (Front-runner Smart Cities program).

- In 2018, FIWARE Context Broker was selected as the new Connecting Europe Facility (CEF) Building Block, help building the next generation of European digital public services.

- FIWARE Foundation and its members are actively contributing to the development of the International Data Spaces Association Reference Architecture Model (IDS-RAM 3.0).
Enjoy your journey...

1. Meet FIWARE
   Explore our website and organization. Contribute and leverage your business by joining our committees and programmes.

2. Learn
   Our FIWARE online webinars and training programmes will get you up to speed. From single components to how to deploy them best in solutions.

3. Start the Developer’s Journey
   Get started with your Developer’s journey to get an active role and voice in the evolution of the FIWARE framework.

4. Join our Projects
   Enhance your experience by sharing knowledge and participating in projects. Including the development of new components and the adoption of the FIWARE reference architecture and data models.

5. Enjoy discounts and perks from our partners
   Discover the benefits and special discounts that you get by being a member. We have a growing number of exclusive offerings for you.

6. Join the FIWARE Marketplace
   Maximize your business potential. Certify your products and offer your services.

7. Enjoy your journey... across the open (source) waters
   Enjoy discounts and perks from our partners.

8. Get engaged in driving FIWARE
   Become a member of our Mission Support Committees and Boards, where you can bring your experience and knowledge to steer the direction of FIWARE.

9. Network and Contribute
   FIWARE Global Summits annually gather the FIWARE community and technology users of open source under one roof. Contribute with your expertise.

10. Become a FIWARE Evangelist
    Help foster the FIWARE adoption and pave the way for the future’s data-driven economy.

11. Become a FIWARE Technical Expert
    Demonstrate your knowledge and offer your services.

12. Our digital innovation Hubs (FIWARE iHubs)
    Our digital iHubs can help you build a network of tech-enabling communities and encourage the formation of internet-based businesses, also at a local level.

13. Check our Impact Stories
    Learn about the successful work done by others. Discover best practices and best implementations.

FIWARE Lab Nodes
Businesses and individuals can test FIWARE technologies as well as their applications within the FIWARE Lab Nodes, to exploit published open data.

FIWARE Marketplace
Maximize your business potential. Certify your products and offer your services.

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Check our Impact Stories
Learn about the successful work done by others. Discover best practices and best implementations.
As a member, you benefit greatly from the extensive experience and network of our ecosystem made up of small, medium and large global enterprises, startups, innovation clusters, incubators, end-users, universities, ICT infrastructure providers, associations.

What we offer

2,000+ professionals
1,000+ startups
### Strategic and business benefits

<table>
<thead>
<tr>
<th>PLATINUM</th>
<th>GOLD</th>
<th>ASSOCIATE</th>
<th>STARTUPS</th>
<th>INDIVIDUALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Participation in regular Strategy and BoD meetings</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Active shaping of the FIWARE Strategy Roadmap</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>First call for FIWARE project opportunities</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Business &amp; Technical support at customer meetings on request</td>
<td>5 days</td>
<td>2 days</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Private free seminars on FIWARE</td>
<td>In-house seminar</td>
<td>Webinar</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Dedicated technical hotline</td>
<td>✓</td>
<td>✓</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Invitation to selected (exclusive) business events with peers</td>
<td>2+</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Discounts from our business partners</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>-</td>
</tr>
<tr>
<td>Opportunity to provide paid services to FIWARE Foundation for the benefit of all members and the ecosystem</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>-</td>
</tr>
<tr>
<td>Invitation to publicly funded projects</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

### Community leadership

<table>
<thead>
<tr>
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<th>STARTUPS</th>
<th>INDIVIDUALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opportunity to speak at events as a “FIWARE representative”</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Participation at specific Startup Community events</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Opportunity to become a FIWARE Evangelist</td>
<td>-</td>
<td>-</td>
<td>-</td>
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</tbody>
</table>

### Technical leadership

<table>
<thead>
<tr>
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<th>ASSOCIATE</th>
<th>STARTUPS</th>
<th>INDIVIDUALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Permanent seat at FIWARE TSC</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Active shaping of the FIWARE Technical Roadmap (e.g. through technical workgroups)</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Active shaping of relevant tasks at cross-domain and domain-specific levels</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Contribution to the development of existing and new FIWARE components</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>The opportunity to lead FIWARE Foundation initiatives</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>The opportunity to become a FIWARE Technical Expert</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>
## Marketing benefits

<table>
<thead>
<tr>
<th></th>
<th>PLATINUM</th>
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<th>ASSOCIATE</th>
<th>STARTUPS</th>
<th>INDIVIDUALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invitation to regular Marketing direction calls</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>-</td>
</tr>
<tr>
<td>Dedicated press release announcing membership</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Company profile and contacts published on fiware.org*</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Social media posts (e.g. LinkedIn, Twitter)*</td>
<td>4 x p.m.</td>
<td>2 x p.m.</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Featured post on our blog*</td>
<td>4 x p.a.</td>
<td>2 x p.a.</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Branded white papers published on fiware.org*</td>
<td>2 x p.a.</td>
<td>1 x p.a.</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Joint impact stories or use cases*</td>
<td>2 x p.a.</td>
<td>1 x p.a.</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Discounts for exhibition space on FIWARE booths / fairs</td>
<td>20%</td>
<td>10%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Free passes at sponsored fairs (wherever available)</td>
<td>✓</td>
<td>✓</td>
<td>-</td>
<td>✓</td>
<td>-</td>
</tr>
<tr>
<td>Complimentary tickets for FIWARE Global Summits</td>
<td>5</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
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<th>ASSOCIATE</th>
<th>STARTUPS</th>
<th>INDIVIDUALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Best-price guarantee for FIWARE Global Summits</td>
<td>unlimited</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Guaranteed speakers/panel slots at FIWARE Global Summits</td>
<td>-</td>
<td>3</td>
<td>1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>First call for booth space reservation at FIWARE organized events</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Highlighted logo placements in Marketing material</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Logo placements in selected Marketing material (whenever possible)</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Contribution and/or brand awareness in publications*</td>
<td>✓</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Invitation to press conferences</td>
<td>✓</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Ready-to-use Marketing material to promote FIWARE and extend the community</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Marketing Roundup Newsletter</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Comprehensive exposure of solutions in the FIWARE Marketplace</td>
<td>✓</td>
<td>-</td>
<td>-</td>
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</tbody>
</table>

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Tell me more:
Check out what our members say about us

“FIWARE Foundation has been doing outstanding work by providing shared resources and putting huge efforts into setting standards like NGSI-2. This allows Atos, as a system integrator and service provider, to offer a standard data platform to cities and create more applications that are easily exchanged with other cities, thus supporting the Single Digital Market in Europe. Moreover, extending the data models is very important, as this allows us to create more cases, using special sensor technologies for cities. By joining the Foundation, you will join a growing group of movers and shakers that are paving the way for new solutions and services, driving innovation at an unmatched speed and scale.”

ALBERT SEUBERS
Director Global Strategy IT in Cities, Atos

“Telefónica Empresas wants to be a key partner in the digital transformation and FIWARE can help us achieve that goal. FIWARE Foundation stands out as the major driving force in creating an innovation ecosystem that, through an open-source platform, can solve real problems, using data gathered from different sources.”

ACUSTIN CÁRDENAS FERNÁNDEZ
Director of Business Development and Innovation, Telefónica Empresas

“FIWARE Foundation is an instrument to create trust in the evolution of new markets. The more members we are able to attract (in the open-source community and at the industry level), the more this credibility can be seen as an added value to our customers when selling products based on FIWARE.”

OBAZO VIELE
DG of Research & Innovation Engineering

“We have been seeing the growing trend, not only in India, but globally towards the adoption of open source and universally interoperable solutions, based on open and widely accepted standards. FIWARE Foundation has done excellent work in this area. We are looking forward to a long-lasting collaboration to offer versatile, universally interoperable solutions.”

ORAZIO VIELE
Director of Business Transformation, Telefónica Empresas

“FIWARE Foundation stands out as the major driving force in creating an innovation ecosystem that, through an open-source platform, can solve real problems, using data gathered from different sources.”

YASUNORI MOCHIZUKI
NEC Fellow, NEC Corporation

“NEC will provide advanced social solutions and contribute to the realisation of a super smart society (Society 5.0), for which FIWARE unique capabilities, including cross-industrial use of data and service collaborations, will play a crucial role.”

Dr. BHASKAR SANYAL
Executive Director, Trigyn Technologies Schweiz GmbH

“FIWARE Foundation has been doing outstanding work by providing shared resources and putting huge efforts into setting standards like NGSI-2. This allows Atos, as a system integrator and service provider, to offer a standard data platform to cities and create more applications that are easily exchanged with other cities, thus supporting the Single Digital Market in Europe. Moreover, extending the data models is very important, as this allows us to create more cases, using special sensor technologies for cities. By joining the Foundation, you will join a growing group of movers and shakers that are paving the way for new solutions and services, driving innovation at an unmatched speed and scale.”

ORAZIO VIELE
Director Global Strategy IT in Cities, Atos

“Telefónica Empresas wants to be a key partner in the digital transformation and FIWARE can help us achieve that goal. FIWARE Foundation stands out as the major driving force in creating an innovation ecosystem that, through an open-source platform, can solve real problems, using data gathered from different sources.”

ACUSTIN CÁRDENAS FERNÁNDEZ
Director of Business Development and Innovation, Telefónica Empresas

“FIWARE Foundation is an instrument to create trust in the evolution of new markets. The more members we are able to attract (in the open-source community and at the industry level), the more this credibility can be seen as an added value to our customers when selling products based on FIWARE.”

OBAZO VIELE
DG of Research & Innovation Engineering

“We have been seeing the growing trend, not only in India, but globally towards the adoption of open source and universally interoperable solutions, based on open and widely accepted standards. FIWARE Foundation has done excellent work in this area. We are looking forward to a long-lasting collaboration to offer versatile, universally interoperable solutions.”

ORAZIO VIELE
Director of Business Transformation, Telefónica Empresas

“FIWARE Foundation stands out as the major driving force in creating an innovation ecosystem that, through an open-source platform, can solve real problems, using data gathered from different sources.”

YASUNORI MOCHIZUKI
NEC Fellow, NEC Corporation

“NEC will provide advanced social solutions and contribute to the realisation of a super smart society (Society 5.0), for which FIWARE unique capabilities, including cross-industrial use of data and service collaborations, will play a crucial role.”

Dr. BHASKAR SANYAL
Executive Director, Trigyn Technologies Schweiz GmbH
Joining FIWARE Foundation

Be part of the smarter future

* annual fee varies depending on the size of the company.
**This special fee is converted into a regular GOLD membership fee after three years (for companies with a yearly turnover of less than €2 million) and after one year (for companies with +€2 million turnover).

<table>
<thead>
<tr>
<th>Membership Level</th>
<th>Fee</th>
<th>Description</th>
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<tbody>
<tr>
<td>PLATINUM strategic end user</td>
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<td>ASSOCIATE</td>
<td>1K€ p.a.</td>
<td>Ideal for non-profit legal entities, universities, technology centres, associations and similar organisations that do not fall under any other category.</td>
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<td>GOLD strategic end user</td>
<td>2.5 to 50K€ p.a.*</td>
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