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 AgriFood, Smart Cities, Smart Energy, Smart Industry and Smart Water based on FIWARE technology.

Founded in 2016, the foundation has Atos, AWS, Engineering, Madinah City, NEC, Red Hat and Telefónica among its Platinum Members.

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

- 8,000+ Developers using FIWARE technologies
- 600+ Members from 63 countries
- 200+ Powered by FIWARE solutions in its Marketplace
- 150+ Open Source projects
- 100+ Evangelists
- 38 FIWARE iHubs
- 35+ Global Strategic and Media Partnerships
- 2 Federated FIWARE Lab Nodes
- 30+ Global Leading Events p.a.
FIWARE Foundation is growing rapidly

600+ Global Members

7 Platinum Members

60+ Gold Members

20+ Gold SEU Members

40+ Associates Members

460+ Individual Members
We are global and growing at a fast pace.

As of June 2023, we have 38 FIWARE iHubs spread across the world:

**Europe**: 421 iHubs
- Al Madinah
- Amersfoort
- Athens
- Atlanta
- Austin
- Azores
- Badajoz
- Balearic Islands
- Barcelona
- Barretos
- Bogotá
- Brookline
- Casablanca
- Cologne
- Fuerteventura
- Gatineau
- Geneva
- Grasse
- Herne
- Huelva
- La Plata
- La Rioja
- Lund
- Madeira
- Medellín
- México City
- Miami
- Mikkeli
- Montevideo
- Perugia
- Saint-Quentin
- Santa Cruz de Tenerife

**Asia**: 84 iHubs
- Seville
- Sterling
- Tokyo
- Tunis
- Wolfsburg

**Americas**: 67 iHubs

**Africa**: 22 iHubs

Discover our 38 FIWARE iHubs

Joining FIWARE Foundation
Our key domains

Smart AgriFood
- OPAF
- digitanimal
- AGRICOLUS
- MARTEL

Smart Cities
- Telefonica Smart Cities Lab
- YMS
- Siemens

Smart Energy
- CRIEPI
- CleanCarbon
- DYF ENERGY

Smart Industry
- INTERNATIONAL DATA SPACES ASSOCIATION
- stoneHone

Smart Water
- egm
- EURECAT

The companies featured here are some examples and do not represent the overall number of FIWARE Foundation members and strategic partners.
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.

FIWARE Foundation is taking the lead in open source collaborative ecosystems setting new standards, on a global scale.

For all of the small players out there, FIWARE gives them guidance around how to open their data and how to leverage applications because I’m not going to build a personalised application for 15k users just in one city but if the data model is aligned, then it is extremely easy to use this at scale.

CHRISTIAN UMBACH
Co-Founder and CEO of Xapix

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.

JOSE MANUEL CABELLO
FIWARE Foundation Member

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.

DR. KAREN HAND
Precision Strategic Solutions, Ontario
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.

**STEPHEN VAN AKEN**  
Province of Utrecht

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.

**NIST and FIWARE Foundation have had a long-standing and productive partnership, working towards smart city solutions that are scalable, replicable, and standards-based; enabling communities worldwide to be safe, secure, and more livable and workable.**

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

**MATTHEW BAILEY**  
President, Powering IoT LLC, Global Smart Cities Leader
An open and independent organization

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.
What an Impact

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.

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

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, IVI has been working with FIWARE to create and develop IIoT, promoting the digital economy by preventing fragmentation and harmonizing aspects related to IIoT.

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.

Digital Arabia Network (DAN) is a network of the digital community in the MENA Region, connecting over 1600 digital actors. With a focus on Smart Cities it aims to create synergies between all actors. Together, DAN and FIWARE Foundation will promote smart sustainable cities and digital solutions in the MENA Region.
<table>
<thead>
<tr>
<th>GSMA</th>
<th>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.</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROS</td>
<td>The Fast RTPS technology, integrated as a Generic Enabler of FIWARE has been adopted as the default communication middleware in ROS2.</td>
</tr>
<tr>
<td>FIWARE</td>
<td>FIWARE brings relevant base-lines for the Minimal Interoperability Mechanism (MIMs) defined by OASC, in order to support a Digital Single Market for Smart Cities.</td>
</tr>
<tr>
<td>The Authority in Digital Twin, the organisation coalesces industry, government, and academia to drive consistency in vocabulary, architecture, security, and interoperability of digital twin technology. It advances the use of digital twin technology in many industries, from aerospace to natural resources. FIWARE joined the consortium in 2020.</td>
<td></td>
</tr>
<tr>
<td>NIST</td>
<td>The National Institute of Standards and Technology and FIWARE Foundation have partnered up in the definition of “Pivotal Points of Interoperability”, aiming at creating smart city solutions that are scalable, replicable, and standards-based.</td>
</tr>
<tr>
<td>WeGo</td>
<td>WeGo is an international organization comprised of city and local governments, smart tech solution providers, national, and regional institutions, wanting to transform cities into smart sustainable cities. Committed to the development, standardization, and promotion of FIWARE technologies in East Asia, it pushes for open standards and an open service platform.</td>
</tr>
</tbody>
</table>

After a scan of dozen digital platforms, FIWARE technologies were selected to work with the World Bank team for a knowledge project to support Govt. of India’s 100 Smart Cities Mission.
FIWARE Accelerator Programme

FIWARE Accelerator Program supports Incubators, Accelerators, Venture Capital organizations and Digital Innovation Hubs with training, coaching and services, boosting the chance of success in international markets thanks to networking with the global FIWARE Community.

Do you want to benefit from FIWARE’s local and global network and join the FIWARE Accelerator Program and its huge community? Coming on board, you will gain professional visibility, business opportunities and technical assistance for your ambitious and marketable solutions “Powered by FIWARE”.

Become part of the service portfolio like our 10+ Accelerator Partners

SERVICES

- Consultancy Services
- Business Coaching
- Training and Mentoring
- Investors Matching
- Funding Opportunities
- Community Space and Networking

Agorize
Agorize provides corporate challenges to startups and growth opportunities:
- regular updates about startup challenges organised by large companies
- free info-sessions on Agorize startup competitions
- collaboration on ideas with customers, partners and stakeholders

- www.agorize.com
- Hanaé Taxis
  hanae.taxis@agorize.com

Bwcon
bwcon supports the business development and advocates innovation processes of companies through:
- train-the-trainer and continuous education programs
- support of startups in the development of business plans
- access to investment

- www.bwcon.de
- Sandra Evans
  evans@bwcon.de
Joining FIWARE Foundation

Driving Innovation at unparalleled Skills

**FundingBox**

FundingBox provides access to funding, community building, and training services:
- equity-free funding opportunities
- visibility and discounted sponsored content services
- build your own open call/community on FundingBox-owned platforms
- training on access to funding

www.fundingbox.com  
David Seoane Vilariño  
david.seoane@fundingbox.com

**Gateway49**

Gateway49 provides, especially to German companies, the following services:
- mentoring and coaching for initial idea and prototype
- business coaching to launch your product into the market
- investor matching for mature products

www.gateway49.com  
Stefan Stengel  
stefan.stengel@gateway49.com

**Innoloft**

Innoloft offers a wide range of services from consultancy to investor matches, specifically:
- LoftOS and community platforms.
- No user fees for FIWARE members within the first 6-months trial phase
- SMEs can choose 3 free services
- coaching on how to customize the platform according to your needs

www.innoloft.com  
Sven Pietsch  
s.pietsch@innoloft.com

**ISDI Accelerator**

ISDI offers education services in areas such as:
- reskilling/upskilling, soft skills, and leadership skills, as well as acceleration and innovation services
- 10% off courses in ISDI for FIWARE Members
- event with the ISDI Investors Club for startups/SMEs looking for funding

www.accelerator.isdi.education  
Alex Carrasco  
acarrasco@isdi.education

**Polo Tecnologico**

Polo Tecnologico di Novacchio has been offering:
- physical and virtual incubation for startups and companies
- consultancy services for funding opportunities
- research development activities

www.polotecnologico.it  
Silvia Marchini  
marchini@polotecnologico.it

**Scientifica**

Scientifica supporting ideas disseminating a scientific culture, Scientifica offers:
- matching investors to startups in the early stage with innovative ideas
- mentoring for startups oriented towards Manufacturing, Advanced Materials and AI
- continuous support for applications directed to Venture Capitalists

www.scientifica.vc  
Carmen Cabrera  
c.cabrera@2610.it

**Zabala**

Zabala provides services for technical expertise and business opportunities:
- discounted price for EIC Accelerator proposal preparation services
- early updates on open calls and SME/startup funding opportunities
- contact point for consultation on funding opportunities

www.zabala.eu  
Margherita Volpe  
mvolpe@zabala.eu

**WOBCOM**

Being part of Stadtwerke Wolfsburg AG, Wobcom provides:
- information on best practices on TLCs and infrastructure services
- free coaching programs for young B2B startups
- through Astrid iHub: support of info sessions, mentoring and coaching activities

www.astridhub.com  
Giovanni Coppa  
giovanni.coppa@wobcom.de

---
FIWARE University Roadshow

FIWARE Foundation is actively integrating universities into the Open Source ecosystem. If you are a university, join this program to empower the next generation of Developers. Plan a free course at your university with FIWARE Foundation.

Equip students with the tools they need to succeed

We offer a special formula for universities: 60 minutes of (remote) training with our best experts on the latest FIWARE technology trends, including:

- Core Context Management and IoT Agents
- Sandbox Environment to learn and test your first Smart Solutions
- Data Models
- Identity Management and access control
- Data Persistence
- Big Data and Machine Learning
- FIWARE Architecture applied to the domains of Smart Cities, Smart AgriFood, Smart Industry, Smart Energy, and Smart Water.

Benefit from a collaborative environment

We offer a real collaborative environment, where international connections, research, and inventiveness come together thanks to the wide range of opportunities, such as:

- Collaboration in projects with universities worldwide.
- Meeting with 550+ members of our global FIWARE Community.
- Promotion by leveraging the global reach of FIWARE digital channels.
- Publication of your Impact Stories to give visibility to your achievements.
- Sharing of insights as a speaker at FIWARE events and trade shows.
- Playing a role at the next FIWARE Global Summit.
- Becoming a FIWARE member to integrate your University into the Open Source ecosystem. Associate Members are eligible to apply to the prestigious Scientific Advisory Board.
FIWARE Marketplace

Are you looking to build and launch products and services to support your customers’ digital transformation journeys? Submit your offering and fast-track your way through the application process. As a FIWARE member, you enjoy the highest level of visibility, helping you to scale your business and get in touch with new potential partners and customers.

In recent years, FIWARE Marketplace, with its 200+ offerings, has grown into a unique place to connect, grow revenue, and identify customer needs and replicable solutions leveraging FIWARE technologies. FIWARE Marketplace offers FIWARE members an exclusive opportunity to also present their offerings at selected events and trade shows, together with FIWARE. You are the first to get promoted via both classical and digital marketing channels, and gain full access to the entire partner ecosystem. It is our goal to make sure your brand is positioned at the forefront with full product visibility to achieve maximum impact.

PRODUCT CATEGORIES

- Powered by FIWARE
- FIWARE-Ready
- Support Services
- Cities4Cities
**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, the FIWARE Context Broker was selected as the new Connecting Europe Facility (CEF) Building Block, under the umbrella of Horizon2020, to help build 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**).
What’s in it for you?

Join our Community
Enjoy your journey...

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

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.

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.

Join our Projects
Enhance your experience by sharing knowledge and participating in projects, including the development of showcases. Foster the adoption of the FIWARE reference architecture and data models.

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.

Join the FIWARE Marketplace
Maximise your business potential. Certify your products and offer your services.
Joining FIWARE Foundation

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.

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

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

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

Our digital innovation iHubs (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.

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.

...across the open (source) waters
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></th>
<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>
<td>-</td>
</tr>
<tr>
<td>Active shaping of the FIWARE Strategy Roadmap</td>
<td>☑</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>
<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>
<td>-</td>
</tr>
<tr>
<td>Private free seminars on FIWARE</td>
<td>in-house</td>
<td>webinar</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Dedicated technical hotline</td>
<td>☑</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>
<td>-</td>
</tr>
<tr>
<td>Discounts from our business partners</td>
<td>☑</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>
<td>-</td>
</tr>
<tr>
<td>Invitation to publicly funded projects</td>
<td>☑</td>
<td>☑</td>
<td>☑</td>
<td>☑</td>
<td>-</td>
</tr>
</tbody>
</table>
Community leadership

<table>
<thead>
<tr>
<th></th>
<th>PLATINUM</th>
<th>GOLD</th>
<th>ASSOCIATE</th>
<th>STARTUPS</th>
<th>INDIVIDUALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opportunity to speak at events as a &quot;FIWARE representative&quot;</td>
<td>✔</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>
<td>✔</td>
</tr>
<tr>
<td>Opportunity to become a FIWARE Evangelist</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>✔</td>
</tr>
</tbody>
</table>

Technical leadership

<table>
<thead>
<tr>
<th></th>
<th>PLATINUM</th>
<th>GOLD</th>
<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>
<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>
<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>
<td>✔</td>
</tr>
<tr>
<td>Contribution to the development of existing and new FIWARE components</td>
<td>✔</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>
<td>✔</td>
</tr>
<tr>
<td>The opportunity to become a FIWARE Technical Expert</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>✔</td>
</tr>
</tbody>
</table>
# Marketing benefits

<table>
<thead>
<tr>
<th></th>
<th>PLATINUM</th>
<th>GOLD</th>
<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>
</table>

* Content provided by members.
<table>
<thead>
<tr>
<th>Benefits</th>
<th>Platinum</th>
<th>Gold</th>
<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>3</td>
<td>1</td>
<td>–</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>
<td>–</td>
<td>–</td>
</tr>
</tbody>
</table>

* Submissions must follow the process and deadlines of the FIWARE Call for Contribution.
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, Martel Innovate

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.

AGUSTÍN CÁRDENAS FERNÁNDEZ
Director of Business Transformation, 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.”

ORAZIO 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.”

Dr. BHASKAR SANYAL
Executive Director, Trigyn Technologies Schweiz GmbH

“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.”

YASUNORI MOCHIZUKI
NEC Fellow, NEC Corporation
Ready to join?
Hop on and leave a mark in the digital future

<table>
<thead>
<tr>
<th>Membership Level</th>
<th>Fee</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>PLATINUM</td>
<td>100K€ p.a.*</td>
<td>Suitable for companies strategically committed to FIWARE that want to take a lead in the further development of the foundation.</td>
</tr>
<tr>
<td>PLATINUM</td>
<td>100K€ p.a.*</td>
<td>Dedicated to those organisations that are actually users of ICT, but not ICT organisations as such.</td>
</tr>
<tr>
<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>
</tr>
<tr>
<td>PLATINUM</td>
<td>2.5K€ to 50K€ p.a.*</td>
<td>Suitable for companies strategically committed to FIWARE and willing to have an active role in pursuing the FIWARE mission.</td>
</tr>
<tr>
<td>GOLD Startups</td>
<td>0€ TO 1.25€ TO 25K€ p.a.*</td>
<td>Ideal for companies that are less than four years old, offering IT-related services and/or products.</td>
</tr>
<tr>
<td>GOLD Strategic End User</td>
<td>0€ TO 1.25€ TO 25K€ p.a.*</td>
<td>Dedicated to those organisations that are actually users of ICT, but not ICT organisations as such (1.25€ to 25K€).</td>
</tr>
<tr>
<td>GOLD Strategic End User</td>
<td>0€ TO 1.25€ TO 25K€ p.a.*</td>
<td>Fee Waiver – Good for all public administrations becoming Gold Strategic End Users adopting FIWARE technologies and making this public (Gold Member fee can be fully waived).</td>
</tr>
<tr>
<td>GOLD Startups</td>
<td>1K€ p.a.**</td>
<td>Suitable for companies that are less than four years old, offering IT-related services and/or products.</td>
</tr>
</tbody>
</table>

* 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).
Be part of the smarter future

membership@fiware.org

Press Office
press.office@fiware.org

FIWARE News

FIWARE Blog

Marketing Toolbox