



OPEN
Compute Project

January 23, 2018

Dear OCP Members,

As 2018 is now upon us, OCP is excited to announce some changes to our Contribution and Membership requirements. Membership dues for OCP's Tiered Corporate Members (Silver/Gold/Platinum) have remain unchanged for 2018. There is no change to the Solution Provider Program or associated fees for 2018. Community Membership fees have been affected.

AMENDED POLICIES AND PROCEDURES EFFECTIVE MARCH 1, 2018

To implement these changes, OCP has amended its Tiered Membership Requirements and Benefits Policy ("OCP Tiered Membership Policy") and its Governance wiki ("Governance Wiki"), effective as of March 1, 2018 for all existing and new Members.

PLEASE NOTE: This letter is not a legal document and is not the amended OCP Tiered Membership Policy or the amended Governance Wiki. Under Section 2(a) of the Membership Agreement, Members are responsible for reviewing the amended documents and are bound by such amended policies unless they resign or withdraw from membership prior to the March 1, 2018 effective date.

From now through March 1, 2018, both the prior and the amended documents, as well as redlined comparisons can be found on our website at <http://www.opencompute.org/participate/legal-documents/>.

APPLICABILITY OF AMENDED POLICIES AND NEW REQUIREMENTS TO EXISTING MEMBERS

Under the terms of the OCP Tiered Membership Policy as amended, any changes to membership requirements involving increased annual membership dues or other added/increased membership requirements (discussed more below) will not be effective for existing Members (Members prior to March 1, 2018) until after your next annual payment. However, all other revised terms are effective March 1, 2018. Please make a note of these changes for your records.

NEW CONTRIBUTION STRUCTURE

OCP will be accepting all types of contributions in 2018. We realize that our Members are utilizing OCP solutions in many different ways and we would like to hear more about their experiences and their expertise. Here are the various different types of contributions and associated credit allocation.

Contribution Credit Structure:

Type	Description	Contribution Credit
Specification or Design Package	One specification or one Design Package	1 Credit
OCP Accepted™ Product	5 OCP Accepted™ Product SKUs. Each SKU must be readily available and must carry the OCP Accepted™ logo.	5 SKUs = 1 Credit
OCP Inspired™ Product	5 OCP Inspired™ Product SKUs. Each SKU must be readily available and must carry the OCP Inspired™ logo.	5 SKUs = 1 Credit
Reference Architectures	<p>A documented and tested solution comprising:</p> <ul style="list-style-type: none"> - Two or more unique tested configurations (see below) - Two or more unique OCP Accepted™ Product SKUs. - > 50% content use of Orderable SKUs. <p>- Contributor must provide product test documentation, certification info, and configuration details about the reference architecture and warrants that the reference architecture works as documented.</p> <p>- OCP may promote the Contribution of reference architectures via the OCP Marketplace.</p>	Case Dependent (0.5-1 Credit per item)
Tested Configurations	<p>A documented and tested configuration using an OCP Inspired™ or OCP Accepted™ Product and configured with additional hardware and operating system software and application software (specific use)</p> <ul style="list-style-type: none"> - Testing plan/results, configuration details must be provided. - Contributor warrants tested configuration will work in the defined use case and can provide support service. - Contributor responsible for accuracy of info. - OCP may promote the Contribution of tested configurations via the OCP Marketplace. 	10 tested configurations = 1 Credit

<p>White Papers & Case Studies</p>	<p>A white paper or case study explaining details of your use of OCP Accepted™ or OCP Inspired™ Products within your infrastructure. The white paper or case study must demonstrate 2 or more OCP Tenets and be accepted by the Foundation and IC Committee along with the appropriate agreements. OCP shall be allowed to promote this on the OCP website or promotional materials.</p>	<p>Case Dependent (0.25-1 Credit per item)</p>
<p>Educational Videos or Quotable References or OCP-centric Technology Seminars</p> <p>Organized Plugfests</p> <p>Engineering Workshops</p>	<p>OCP may approve the following items with proper authorization and technical validation. The below items must utilize of at least 2 OCP Tenets.</p> <ul style="list-style-type: none"> - Educational Videos for use of OCP Products or Reference Architectures - Testimonials and quotable customer references for relevant OCP Products, Test Configurations and Reference Architecture - Technology Seminars, when promoting the use of OCP Products, Test Configurations and Reference Architecture - OCP shall be allowed to promote this on the OCP website or promotional materials. 	<p>Case Dependent (0.5-1 Credit per item)</p>

All above submissions will follow the same process:

1. Presentation of preliminary submission to the Project Community (at monthly meetings, engineering workshops, OCP Summit, etc.)
2. Feedback and collaboration on relevance and impact from/by the Community
3. Checklist completion to insure contracts and submissions meet the requirement.
4. Submission of final documents and OCP Tenet review with Project Leads and Incubation Committee
5. Vote for induction into the OCP Ecosystem - either for Contribution, the OCP Product Recognition Program or the OCP Informational Documents Repository. Voting will be for acceptance of submissions and for credit allocation.

CHANGES TO TIERED CORPORATE MEMBERS (Silver/Gold/Platinum)

Membership fees for OCP's Tiered Corporate Members have remain unchanged. There is also no change to the Solution Provider Program and associated fees. OCP has made some changes to the participatory membership requirements – replacing time requirements with other participatory requirements to encourage our Members to get involved and participate. We are looking forward to seeing you at more events and hearing about your OCP experiences.

1. Sponsorship of OCP Events will replace Time Tracking Requirement for Gold/Platinum Members

OCP will no longer be tracking hours for Gold and Platinum Members. As participation from our Corporate Members extends globally across multiple divisions and our membership grows, this is becoming increasingly more difficult to track. Instead, OCP is asking for Silver, Gold and Platinum Members to sponsor collaboration events that we host throughout the year. OCP Summit and corresponding events are not included. Events include engineering workshops, plug-fests, seminars, technology days, etc. that OCP conducts independently or in conjunction with a conference or partner. The value of the sponsorship is estimated to be \$5,000 USD per event. Tiered Members can provide support for these events, including:

- Venue
- Services such as food, beverage or audio/video
- Promotional giveaways
- Hardware donations for OCP Inspired™ or OCP Accepted™ Products if applicable.

New Annual Non-Summit Event Sponsorship Requirement:

Silver - Required to sponsor a minimum of 1 non-Summit event
Gold - Required to sponsor a minimum of 2 non-Summit events
Platinum - Required to sponsor a minimum of 3 non-Summit events

Non-compliance of the requirements may result in the lowering of your Tiered Membership to the next lower tier, until the requirements are met. Once the requirement is met, the tier will be reinstated. Consistent non-compliance will result in renewal at only the Silver level. Members can only achieve upgrades to higher tiers upon meeting the appropriate requirements and no refunds will be given for fees already paid.

Opt-Out for Sponsorship: Although OCP would prefer our Tiered Members sponsor these events in some way, we do understand that not all our Members will be able to meet some or all of these requirements every year. In lieu of sponsoring an event, an Opt-Out fee of \$5,000 USD can be made per event, and will satisfy the event sponsorship requirement.

2. Panel Participation Opportunities for Silver/Gold/Platinum Members

OCP is frequently asked to participate in industry events. Often, we are asked to make presentations or sit on panels at conferences and workshops and discuss the OCP mission, the Community and our Project activity, as well as success stories. We are looking for our Tiered Members to help us evangelize OCP, bring their own unique perspectives, discuss their challenges and share their subject matter expertise with the audience. OCP strongly believes that our Members are the best advocates and are inviting and encouraging our Tiered Members to speak on behalf of OCP.

New Annual Participation:

Silver - May participate in 1 Speaking Engagement as an OCP delegate
Gold - May participate in 2 Speaking Engagements as an OCP delegate
Platinum - May participate in 3 Speaking Engagements as an OCP delegate

This is not a requirement but a benefit of being a Silver/Gold/Platinum Member. Opportunities for participation are forfeited at the end of the membership term. Carryovers are not allowed from term to term to allow all Members to participate.

3. Contribution Requirements for Gold/Platinum Members

The Tiered Membership Policy, the Governance Wiki, and the Contributions document posted on the OCP website (<http://www.opencompute.org/participate/how-to-contribute/>) provide detail for the requirements for Contribution. With many different ways to get credit for your contributions, it should be much easier to participate and make submissions. Contributions will be tracked on a regular basis with check-ins at 3-month intervals. This will allow plenty of touchpoint reminders and assistance to insure your Contribution requirements are going to be met.

Non-compliance of the requirements will result in the lowering of your Tiered Membership to the next lower tier. If Contribution requirements are not met by a Gold or Platinum Level Members within a year of the annual membership payment, it will not be allowed to remain at the Gold or Platinum level until the Opt-Out fee(s) are paid. Once the opt—out fee is made, the tier will be reinstated. Consistent non-compliance will result in renewal at only the Silver level. Members can only achieve upgrades to higher tiers upon meeting the appropriate Contribution requirements and no refunds will be given for fees already paid.

New Annual Requirement:

Gold - 1 Contribution required per year (no change from current)
Platinum - 2 Contributions required per year (up from 1)

4. Contribution Annual Opt-Out Option for Gold/Platinum

Although the Community and OCP would really benefit from the plethora of Contributions detailed in the new Contribution Structure, we do understand that not all our Members will be able to meet their Contribution requirements every year. Effective March 1, 2018, both Gold and Platinum Members can opt-out of their annual Contribution requirement(s) for a non-refundable financial donation. The Contribution Opt-Out fee is \$30,000 USD per Contribution.

Contribution Opt-Out Fees:

Gold - \$30,000 USD per Contribution (Reduced from \$50,000)
Platinum - \$30,000 USD per Contribution (New option added)

CHANGE TO COMMUNITY MEMBERS

Effective March 1, 2018, the Community Membership annual fee will be \$2,500 USD. The Community Membership requirements remain unchanged.

New Annual Requirement:

Community Membership Fee - \$2,500

This new fee will be in effect for all new Members as of March 1, 2018. Existing Members are not subject to this fee increase until their next annual payment.

All these changes will be reflected on our website on February 1, 2018, and effective March 1, 2018

Membership: <http://www.opencompute.org/membership/>

Contributions: <http://www.opencompute.org/participate/how-to-contribute/>

Legal Documents: <http://www.opencompute.org/participate/legal-documents/>

Please feel free to contact me if you should have any questions.

Regards,
Archna

Archna Haylock
Community Director
Open Compute Project
<http://www.opencompute.org>
Cell: [408-921-9050](tel:408-921-9050)