

ONF Membership Benefits 2020: Vendors



	PARTNERS	MEMBERS	BENEFITS FOR VENDORS
Licensing			
Shared R&D	✓	✓	Leverage ONF's extensive code base of over 20 integrated projects that together create leading edge solutions for operators. Benefit from over \$450M of shared investment, and help guide ongoing work to best suit your company's needs.
Open Source Code Base	✓	✓	Access to and assistance navigating ONF's extensive code base with over 3M man hours of development behind it. This code has been developed using the latest techniques and has been optimized to work on a wide variety of highly efficient white box hardware, offering the best price/performance ratio available in the industry.
Member-Only Software Licensing	✓	✓	Projects start in a member-only "Incubation Period" (typically a 12-18 months) before they are released as open source. Membership provides access to source code and project teams before incubated projects are made generally available. This offers early ability to collaborate and help steer the project and a time-to-market advantage. Past projects that started as Incubation Projects: ONOS, CORD, Stratum and OMEC; currently Aether, SD-RAN and SD-BNG are in an Incubation phase.
Exclusive Commercial Licensing Rights	✓		Partners have exclusive rights to build commercial offerings leveraging pre-public projects in the "Incubation" phase.
Intellectual Property Rights Cross Licensing (IPR)	✓	✓	ONF members are protected when using intellectual property referenced in any ONF RD specification with RAND-Z cross licensing.
Operator Engagement			
Reference Design (RD) Working Groups	✓		Collaborate directly with operators authoring RDs that are guiding operators' future procurement decisions.
Reference Design Review	✓	✓	Early access to draft RDs help accelerate your strategic planning. During member-only review period, review RDs with operators. ONF's operator partners are commitment to procuring based on RDs. With early RD access, supply chain members have detailed visibility into operators' deployment plans, accelerating ability to meet operator requirements.
Work Directly with World's Leading Operators	✓	✓	Interface directly with global industry leaders to jointly create essential open source solutions, giving you an opportunity to commercialize offerings that will give you a competitive advantage in this open source era.
Leadership			
Board Seat	✓*		Collaborate with ONF and leading operators to help build a commercial portfolio that will meet emerging operator requirements.
Driving ONF Mission & Direction	✓		Peer with operators to ensure you internal investments are aligned with operator's emerging requirements.
Steer Open Source Projects	✓	✓	Collaborate with ONF and industry peers to guide specific projects that you are leveraging as part of your broader commercial portfolio.
Marketing			
Supplier Marketplace	✓	✓	Opportunity to have your products certified by ONF for inclusion in design BOM's which will be used by operators for purchase decisions.
Associate with Open Source Movement	✓	✓	Increased market visibility: ONF website; Exhibitor opportunities in collaboration with ONF; Press releases; Social media; Member feature (ONF newsletter and blog).
Logo Licensing	✓	✓	Right to use ONF logos to indicate affiliation.
Continuous Certification Program	✓	✓	Certification of your products against ONF software platforms provides assurance to operators that you are a viable vendor to be considered for upcoming projects.
Lead Generation	✓	✓	Engage with operators and the broader ecosystem through ONF events, webinars and by certifying products with ONF platforms.
Support & Assistance			
On-Boarding Workshop	✓		Benefit from customized onboarding workshop geared to fully integrate new partners into ONF activity.
Engineering Mentoring	✓		A mentor from the ONF engineering team is assigned to assure the membership experience is positive and to provide direct access to ONF technical experts.
Onboarding Assistance	✓	✓	Introduction to the ONF community, including guidance and introductions to technical resources and developers to help accelerate member engagement.
Developer Assistance	✓	✓	Provides a backstop of support for times when the open source community is unable to provide necessary assistance.
Exclusive Content & Education			
Member-Only Software Repos	✓	✓	Receive early access to Incubation projects which will help you achieve better time-to-market and earlier trials with operators or downstream suppliers.
Reference Designs	✓	✓	Early access to RD drafts before they are made available to the public.
Private Executive Briefings	Quarterly	Annual	Access to ONF executives for industry insights and updates on ONF strategy and projects.
Exclusive Webinars	✓	✓	Invitation to join member-only webinars featuring operators and industry experts.
Member-Only Wiki	✓	✓	Priority access to industry and technical information and exclusive member-only content.
Member-Only Email Newsletter	✓	✓	Keeping your team abreast of ONF and Industry updates.

* Supplier partners sit on Executive and Technical Supplier Advisory Boards (E-SAB and T-SAB)