



**cloud** | COLLABORATION  
**STACK** | **CONFERENCE**

**18-20 November 2026**

Edinburgh, Scotland

**#CloudStackCollab**



# ABOUT



The CloudStack Collaboration Conference is a **3-day get-together for the global Apache CloudStack community** and those interested in **open-source technology**.

The conference brings together **leading telcos, cloud providers, MSPs, and enterprises** that are looking to build and operate vendor-independent, scalable, and reliable infrastructure.

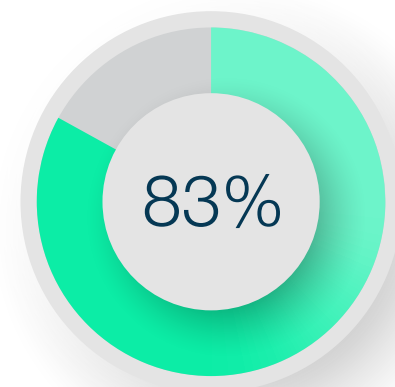
It is aimed at developers, operators, and users who want to discuss and evolve the open-source project, its functionality, and real-world operability. This event introduces attendees to the **Apache CloudStack ecosystem, including community leaders, project members, and contributors**.

All talks and sessions are selected through a Call for Presentations process and **chosen based on technical merit**. A significant portion of the content is delivered by end-user organizations, sharing **real-world experiences and practical insights**.

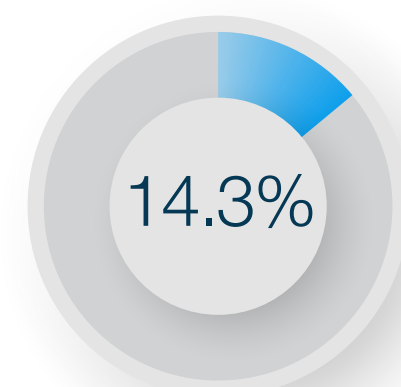


# FACTS & FIGURES

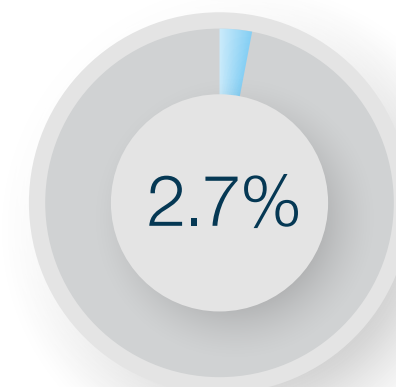
## Attendee Satisfaction



Excellent



Very Good



Good

## Attendees Demographics

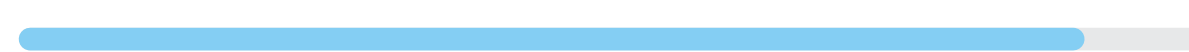
Attendees from  
**40+ countries**



**150+**  
In-person Attendees

## Average Number of Leads per Sponsor

**Diamond**



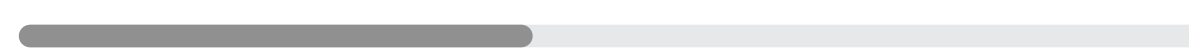
10-15  
**Leads**

**Gold**



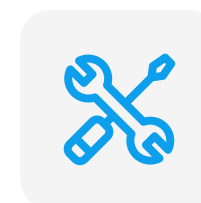
8-10  
**Leads**

**Silver**

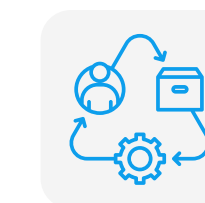


3-5  
**Leads**

## 40+ Technical Sessions



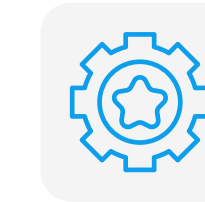
**Workshops**



**CloudStack  
Use Cases**



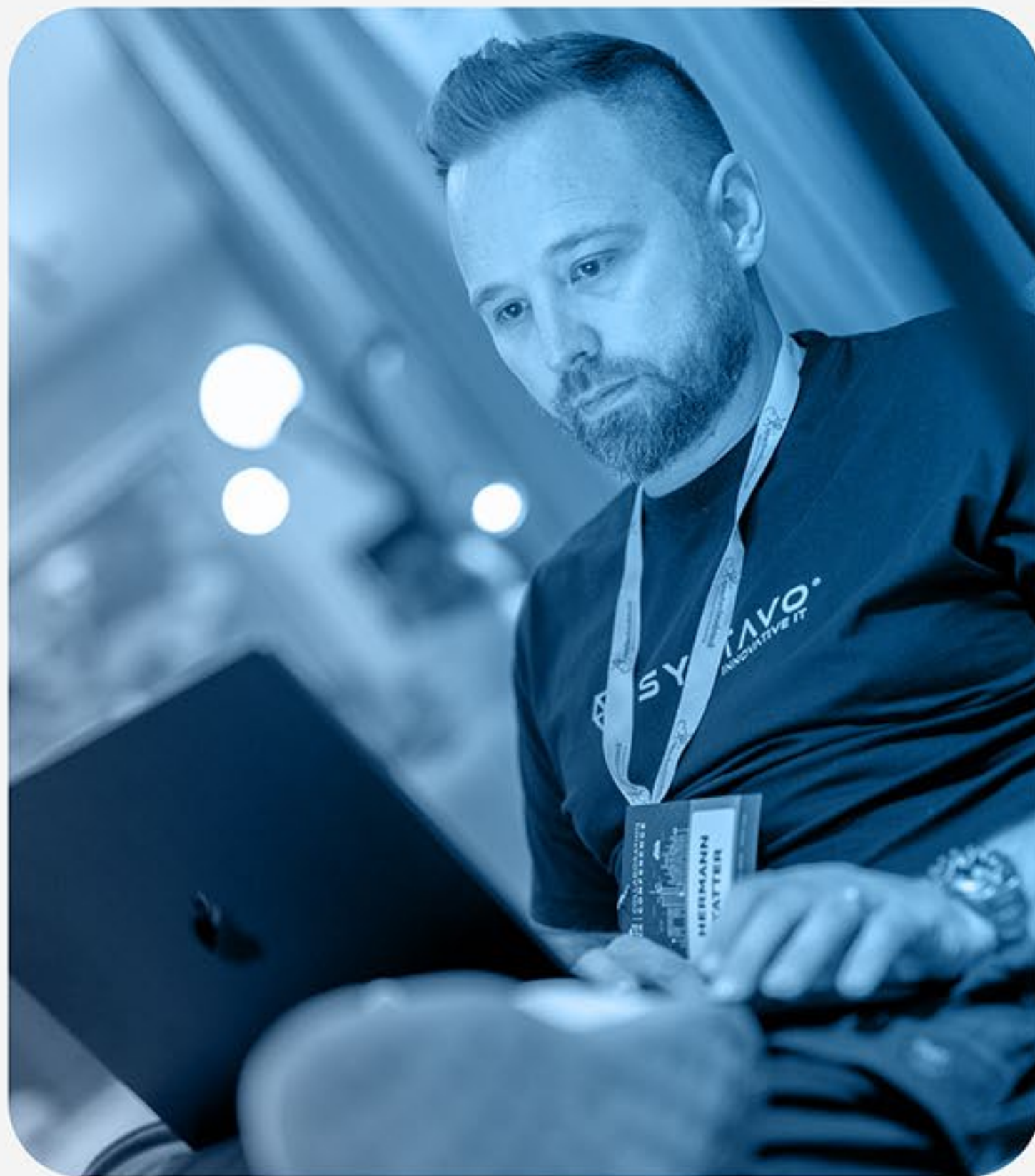
**Proprietary technology to  
open-source migration  
strategies**



**New Features  
& Functionality**

# ATTENDEES

The CloudStack Collaboration Conference welcomes attendees from **all over the globe**. Our core audience is **enterprises, cloud service providers, telcos** and **MSPs**. Every region sends its best and brightest to **share insights and knowledge** on open-source technology, orchestrating public and private clouds and building IaaS.



## The typical visitors are:

### Job Positions

C-level Executives

Cloud Architects

Product Managers

Developers

Marketing and Sales

### Companies

Public Cloud and IaaS Providers

Telecommunications

Information Technology

Computer Software

IT Service Providers

Enterprise Private Clouds

# WHY APACHE CLOUDSTACK?



Apache CloudStack is an **open-source project** of the Apache Software Foundation (ASF), developed under the Apache umbrella. It is **designed to deploy and manage large networks of virtual machines**, providing a highly available and highly scalable Infrastructure as a Service (IaaS) cloud computing platform.



- ✓ **True open-source freedom without vendor lock-in**
- ✓ **Major cost savings compared to proprietary virtualization**
- ✓ **Built for service providers and multi-tenant clouds**
- ✓ **Proven in large-scale production deployments**
- ✓ **No disruptive “rip and replace” migration required**
- ✓ **Multi-hypervisor support and flexibility**
- ✓ **Strong ecosystem and commercial support available**
- ✓ **Enterprise-grade capabilities**
- ✓ **Unified Control plane across every environment**
- ✓ **Provides long-term reliability and sustainability**
- ✓ **Key VMware alternative**

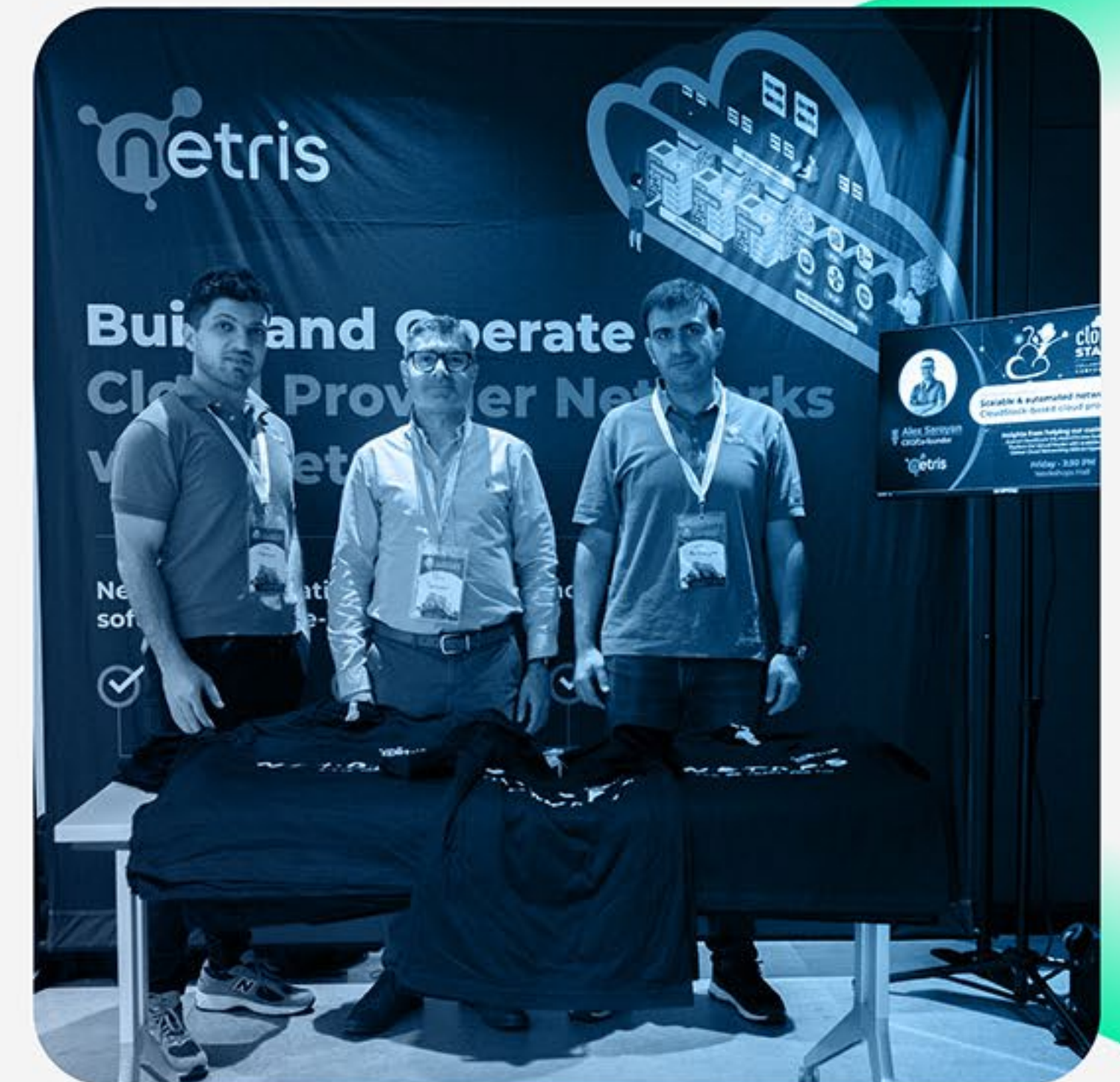
# SPONSORSHIP

Apache CloudStack events have consistently partnered with some of the top companies to bring our events to life!



By partnering with the CloudStack Collaboration Conference, you get brand visibility into one of the most **dynamic and vibrant open-source communities globally**.

Apache CloudStack is used by some of the world's **largest telecoms, enterprises and Fortune 100 companies**. Join the event as a sponsor and get the chance to meet and network with senior staff and C-level executives from these companies.



# WHY SPONSOR?

Sponsoring the CloudStack Collaboration Conference is more than brand visibility - it's a strategic positioning within a highly technical, decision-making community.



## Reach the Right Audience

Connect directly with cloud architects, infrastructure leaders, service providers, and enterprise decision-makers actively working with Apache CloudStack.

## Build Meaningful Relationships

Engage face-to-face with a focused, high-value audience in an environment designed for real conversations - not just quick exchanges.

## Strengthen Brand Authority

Position your company as a trusted industry leader supporting open-source innovation and cloud infrastructure excellence.



## Gain International Exposure

Showcase your brand to a diverse European and global audience of cloud professionals and technology partners.

## Generate Qualified Leads

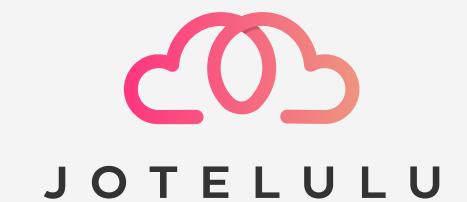
Meet attendees who are already invested in cloud technologies and actively seeking solutions, partnerships, and services.

## Extend Your Visibility Beyond the Event

Leverage post-event media exposure, social coverage, and exclusive sponsor assets to maximize ROI long after the conference ends.



# SOME OF OUR SPONSORS



# SPONSORSHIP PACKAGES



## Exhibiting

- Access to Attendees Details after the Event
- Booth Space
- Free Tickets
- Welcome bag insert or swag

## Speaking Opportunities

- Sponsored workshop
- Sponsored talk - 30 minutes

## Visibility and Branding

- 10-minute sponsor interview on place
- Branding of all recordings from the event
- Logo on event T-shirts
- Promo interview prior to event
- Sponsor-branded Post-event Newsletter
- Inclusion with logo & link in newsletter to attendees
- Sponsored Blog Post
- Logo displayed on breaks screens
- Sponsored post on CloudStack's social media channels
- Branded QR graphic throughout the conference space
- Logo & link on conference website
- Logo displayed on conference opening
- Logo displayed on banners in all event spaces
- Company Focused Sponsor Aftermovie

	Silver	Gold	Diamond
Access to Attendees Details after the Event	✗	✗	✓
Booth Space	✗	✓	✓
Free Tickets	5	8	10
Welcome bag insert or swag	✗	✓	✓
Sponsored workshop	✗	✗	✓
Sponsored talk - 30 minutes	✗	✓	✓
10-minute sponsor interview on place	✗	✗	✓
Branding of all recordings from the event	✗	✗	✓
Logo on event T-shirts	✗	✗	✓
Promo interview prior to event	✗	✓	✓
Sponsor-branded Post-event Newsletter	✗	✓	✓
Inclusion with logo & link in newsletter to attendees	✗	✓	✓
Sponsored Blog Post	✓	✓	✓
Logo displayed on breaks screens	✓	✓	✓
Sponsored post on CloudStack's social media channels	✓	✓	✓
Branded QR graphic throughout the conference space	✗	✓	✓
Logo & link on conference website	✓	✓	✓
Logo displayed on conference opening	✓	✓	✓
Logo displayed on banners in all event spaces	✓	✓	✓
Company Focused Sponsor Aftermovie	✗	✓	✓
	€ 2750	€ 3950	€ 5150

# CUSTOM-BUILT EXHIBITION STAND

NEW

For the first time at the CloudStack Collaboration Conference 2025, we are introducing an exclusive Custom-Built Exhibition Stand option for sponsors who want a strong presence at the event without the logistical complexity of traditional exhibition setups. What you need to do is to send us a design with certain requirements.

## Key benefits:

- **Exclusive and personalised** – *Your stand is customised with your brand while maintaining the conference's consistent design style.*
- **No shipping required** – *Avoid transporting heavy exhibition materials across countries.*
- **No on-site construction** – *Stands are pre-built and ready when you arrive.*
- **No dismantling required** – *No need to deconstruct your booth at the end of the event.*
- **Time and cost efficient** – *Reduce logistical complexity, shipping costs, and staff effort.*
- **Focus on networking** – *Spend your time connecting with attendees rather than managing booth logistics.*

This new option is designed to make sponsoring simpler, more efficient, and visually consistent, while still giving your organisation a strong and memorable presence at the conference.



€ 810

Optional for **Diamond** and **Gold** sponsors

# LIMITED SPONSORSHIP PACKAGES

Gain valuable exposure with our exclusive sponsorship opportunities.

## Hackathon Day Sponsor

€ 1450

- ✓ Branding in Hackathon room (*sponsors must provide rollups and similar*)
- ✓ Logo on official Hackathon photos
- ✓ 5-minute speaking slot during the Hackathon
- ✓ Social media + blog post
- ✓ Logo & link on conference website
- ✓ Logo in opening ceremony
- ✓ Insert or swag in welcome bag

## Drinks Sponsor | 2 slots available

€ 2200

- ✓ Exclusive branding at the cocktail venue
- ✓ Mention during cocktail welcome speech
- ✓ Social media + blog post
- ✓ Logo & link on conference website
- ✓ Option to provide branded swags
- ✓ Photo Backdrop/Selfie Spot or Frame (*must be provided by the sponsor*)



## Lanyard Sponsor

€ 1500

- ✓ Exclusive branding of event lanyards
- ✓ Social media photos and mentioning
- ✓ Logo and link on conference website
- ✓ Logo and mentioning in the opening ceremony
- ✓ Insert or swag in welcome bag

## Photo Booth Sponsor | 2 slots available

€ 1200

- ✓ 3h custom photo booth with unlimited photo copies and your company's branding
- ✓ High visibility among attendees during a popular networking activity
- ✓ Increased social media exposure as participants share their photos online



# KEY MARKETING OPPORTUNITIES



## Booth Space

Opportunity to have your own branded booth where you present your company and meet potential customers.

## Swag Items

Send promo codes, discounts, vouchers & virtual swags to our event attendees. Provide bags inserts for each attendee.

## Promo Interview

Online recorded interview of the company's Use Case with CloudStack posted on ACS YouTube prior to the event

NEW

## Company Focused Aftermovie

Extended post-event visibility to amplify your reach beyond the conference days. High-quality marketing asset you can repurpose across social media, website, and campaigns.

## Logo On Break Screens

Your logo will be displayed on the transition screens during the event breaks.

## Interview

Sit-down interview with a member of your team, recorded at the event, posted on ACS YouTube Channel.

## Sponsored Talk

30 minute talk as part of the main agenda for your product and company.

## Sponsored Workshops

Opportunity to organise a workshop and present your technology and how people can start using it.

## Newsletter

Your *log* + *link* + *info* sent as a part of a newsletter to previous attendees at the event.

## Dedicated Newsletter

Your *logo* + *link* + *info* sent as a dedicated post-event email to attendees.

## Access to Attendees Details

Receive post-event access to attendee contact details to support your follow-up and lead generation efforts.

## @CloudStack Posts

Sponsored post on social media channels from official @CloudStack handle. Subject to pre-approval from event team.

# SPEAKING OPPORTUNITIES



The talks and sessions at the CloudStack Collaboration Conference are selected via a CFP process and selected for their technical merit. Many of the talks are given by user organisations. This year we also plan a limited number of sponsored sessions to allow eco-system companies to share their products and services.

## 30-minutes Sponsored Talk

*\*Available to Gold and  
Diamond Sponsors*

30 minutes Live Talk Intensive session, followed by a short Q&A.

## Sponsored Interview

*\*Available to Diamond Sponsors*

Available to Diamond Sponsors a sit-down sponsor interview, recorded at the event, posted on ACS YouTube Channel.

## High-Impact Panel Discussions

Opportunity to be a part of the most highly attended sessions. Speakers for these panels will be selected by the organisers to ensure diverse perspectives and meaningful sessions.

# DEADLINES



Deadline		Silver	Gold	Diamond
On contract	Vector logo	✓	✓	✓
20 <sup>th</sup> September	Sponsored sessions ( <i>session &amp; workshop</i> )	✗	✓	✓
17 <sup>th</sup> October	Having virtual interview with Ivet	✗	✗	✓
22 <sup>nd</sup> October	Design for the exhibition stand	✗	✓	✓
24 <sup>th</sup> October	Link for QR code ( <i>triangular prism graphic which is printed at event</i> ). Some companies have dedicated landing page instead of linking to home page	✗	✓	✓
25 <sup>th</sup> October	Sponsored blog	✓	✓	✓
5 <sup>th</sup> November	Sponsored social media post	✓	✓	✓
10 <sup>th</sup> November	Arranging sit down interview with Ivet ( <i>to be held at CCC</i> )	✗	✗	✓
12 <sup>th</sup> November	Letting Ivet know what Swags they will be bringing	✗	✓	✓
18 <sup>th</sup> November	Latest date to deliver bag inserts to event space	✗	✓	✓
20 <sup>th</sup> November	Paragraph to be added to post event newsletter to attendees ( <i>from CCC event email</i> )	✗	✓	✓

\*The organizers reserve the right to withdraw certain sponsorship privileges if agreed deadlines are not met. Once you become a sponsor, you will receive access to a personal portal on the [www.cloudstackcollab.org](http://www.cloudstackcollab.org), where **you will be responsible for uploading all related assets**.


# SPONSORSHIP INQUIRIES

If you have any questions about sponsorship, your partnership benefits or concerning the event in general, we will be happy to assist you. Take advantage and

become a part of the  
**CloudStack Community!**

## Ivet Petrova

Event Manager

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 [www.linkedin.com/in/ivpetrova](http://www.linkedin.com/in/ivpetrova)



Become One of Our  
**EVENT PARTNERS**

  
**cloud**  
**STACK** | **COLLABORATION**  
**CONFERENCE**