The Linaro Partner Program

February 2012

Contact: steve.taylor@linaro.org Director of Linaro Marketing

Current Members and Partners

- Members: SiPs, ARM & IBM
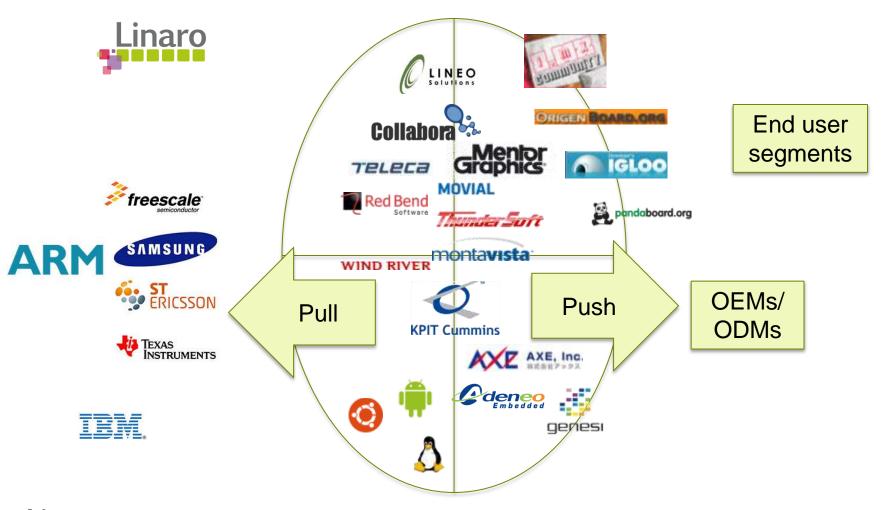- Partners: OS, SW consultancy, HW developer, Tools provider, Android solutions

Partner Program Targets

Pull

Push

End user segments

OEMs/ ODMs

Partner Program Benefits

- Engineering team participation
- Monthly members newsletter
- Online promotion of services around Linaro
- Access to members, TSC and Linux expertise through engineering
- Linaro Connect direct participation
- Linaro partners can use Linaro logo
- Possible availability of images on regular cycle to fuel Partner website

Partner Program Requirements

- Linaro Partners should be primarily working with Linaro member silicon

- Linaro Partners need to contribute engineering, funding and/or services to Linaro

- The Linaro Partner Program is for organizations* who offer value-added services or build solutions around Linux running on member silicon

- No complex legal agreements, just contact us and if we agree, we send an invitation letter

Not chip vendors

Linaro Partner Program FAQ

- **What does the Linaro Partner Program cost?**
  Partner companies are expected to second one or more suitably qualified engineers to work full-time within the Linaro organization. The Partner company is responsible for funding this secondment. There is no cash contribution required, but donations, sponsorships and the provision of relevant services are all possible ways to increase your involvement in Linaro – please contact steve.taylor@linaro.org
- **What makes an engineer "suitably qualified"?**
  Engineers are assigned to the working group that is most relevant to the individual's expertise and the Partner company's activities. The basic requirements are that the nominated engineer is:
  - Assigned full-time
  - Knowledgeable about Linux
  - Self-motivated
  - Accepted by the relevant tech lead
- **How long are the assignments for?**
  Assignments are a minimum of six months, but they can be for as long as a Partner company wishes to remain a Partner.
- **How are Partner engineers assigned to a working group?**
  Discussion between Linaro management and the Partner company will initially determine the most suitable working group. The relevant tech lead will then interview the candidate and, if it works out, the candidate will be placed and formally announced.
- **How much time can an assigned engineer have to work on Partner company projects?**
  Full-time means full-time. Distributed work done part-time means very little work at all and engineers who are asked to contribute to Partner company projects tend to get pulled back in to those projects
- **How much travel will the assigned engineer need to take and how is that funded?**
  The basic expectation is that they will attend each of the quarterly Linaro Connect events. These events are used to get the engineers together and accelerate progress on key parts of the work items – engineers can choose not to go, but this may impact their productivity, engagement and personal development. The travel costs for these events are expected to be paid by the Partner company.

- **What do you provide to the assigned engineers?**
  This depends on what they are doing, but all engineers will be assigned to a working group with expert tech leads and peers to help them. All engineers are given linaro.org emails and they are featured on the Linaro wiki. The email address allows them to access the toolchain git trees. If the working group and work items require it, Linaro will supply the assigned engineer with a relevant board and software tools.
- **What does the Partner company get?**
  In addition to featuring on the Linaro.org website, the Partner company receives the Linaro monthly member's executive newsletter and, most importantly, through the assigned engineer(s) indirect influence over Linaro's direction and output.
- **What are current Partner company engineers doing at Linaro?**
  This is openly available on the engineering team directory on the Linaro website (http://beta.linaro.org/about/meet-the-team). Examples include:
- - Konstantinos (Genesi) is working on porting our images to the hard-float ABI
    - Yongqin Liu (ThunderSoft) is working on Android CI and validation (I think -- I couldn't get a hold of Paul Larson today).
    - Marc Ordinas i Llopis (Collabora) is doing work on graphics benchmarks -- glmark2 and glcompbench -- and once that's through he is going to work on an OpenGLES backend for Webkit.
- **Can a company get involved in Linaro engineering without becoming a Partner?**
  Several companies are doing this. As an open community, it is easy to pick up work items and contribute through the website. All engineers are also welcome to the Linaro Connect events. Contributing in this way is welcome, but recognition is limited
- **Can a company become a Partner without contributing engineering resources?**
  If a company does not have suitably-qualified engineers for Linaro, it is possible to help fund relevant work at Linaro. Please contact stephen.doel@linaro.org to discuss this.
- **How do I become a Partner?**
  Contact steve.taylor@linaro.org to begin the conversation and he will answer any of your questions and begin the simple process of getting you involved.

About Linaro Connect: connect.linaro.org

- The best place to see Linaro in action
- Held 3-4 times each year
- ~250 attendees from ~50 companies
- A full week of discussion and hacking, with select keynote presentations
- Next event: 28 May – 1 June 2012, HKG
  - Gold Coast Hotel

www.linaro.org
wiki.linaro.org