



**TRUST**  
Over **IP**  
FOUNDATION

# Steering Committee Special Topic Meeting

24 February 2021

12:00-13:00 PT / 20:00-21:00 UTC

 **THE LINUX** FOUNDATION

## Antitrust Policy & Member Participation

- › Attendees are reminded to adhere to the meeting agenda and not participate in activities prohibited under antitrust and competition laws.\*
- › Only members of Trust over IP who have signed the necessary agreements and charters are permitted to participate in this activity beyond an observer role.

\* Examples of types of actions that are prohibited at Linux Foundation meetings and in connection with Linux Foundation activities are described in the Linux Foundation Antitrust Policy available at <http://www.linuxfoundation.org/antitrust-policy>.

# Agenda

- › Introductory Remarks (5 mins)
- › Need - uses for added revenue (15 mins)
- › Options - open discussion (30 mins)
- › Conclusions and Next Steps (10 mins)

## Introductory Remarks

- › Trust over IP has a stable and viable operating budget.
  - › Projected Jan-Dec budget - \$129k (+ ETS, Certizen and RANDA fees)
- › Membership renewal will start in May '21: 17 of 23 paid members
  - › Renewals - May-Dec '21 as part of transition to calendar-based fiscal year
  - › Mar-Apr '21 - opportunity to make changes tied to membership
- › Other revenue options exist beyond member fees - next slides

**NOTE:** Linux Foundation and JDF need to be engaged early to understand how Trust over IP intends to generate and use added funds

## Need - uses for added revenue

- › Starting point - why do we want additional revenue?
  - › Accelerate progress - e.g. Open Source Data Wallet, Interop testing for new TIPs, Design Challenge
  - › Hire strategic resources - e.g. In-Residence Diversity advisor (HXWG),
  - › Issue value-added contracts - e.g. Media production (modular content), Enhanced graphics (building on P Stoyko work), GitHub support
- › Linux Foundation and JDF will seek a clear understanding of how added funds would be used in order to ensure Trust over IP benefits from the range of services and resources available to a Linux project

## Options - Open Discussion

- › Premium tier - top-level fee integrated into Steering membership
  - › Pro - immediate, optional mechanism open to current and incoming members
  - › Con - not clear what additional benefit can be offered at highest tier
- › Membership drive - increase number of paid levels
  - › Pro - new funds and added expertise for community
  - › Con - possible need to add/restructure Steering committee seats
- › Accelerator Fund - crowdsourcing for targeted activities
  - › Pro - direct new funds toward high-value products with market visibility
  - › Con - reputational risk if funding targets are missed
- › Certification - fee-for-service
  - › Pro - adds revenue and increases market awareness for ToIP brand
  - › Con - reputational and possible liability risk in cases of external service failure

## Conclusions and Next Steps

- › What direction does ToIP want to take?
- › Each potential avenue comes with a range of necessary activities:
  - › Linux and JDF - must be engaged on need for new revenue and possible changes to membership structure/fees
  - › WG leads - engaged on activities to accelerate and/or strategic hires to support their progress
  - › Communications Committee - coordinate roll out of membership drive

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