

3 OW2 SIMPLIFIED BUDGET ALL DATA IN €000 ALL HYPOTHESIS TO BE DISCUSSED, CHALLENGED

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5 **FINANCIAL RESOURCES HYPOTHESIS**

Members Segments	FEES (€000)		FEES (%)		NUMBER OF MEMBERS		Remarks
	2007	2008	2007	2008	2007	2008	
STRATEGIC	216,00	210,92	76,43%	68,10%	12	12	Based on expected payments
CORP LORG	12,00	24,00	4,25%	7,75%	2	4	2 new LORG (we should be able to recruit more)
CORP SMORG-ACAD	33,00	57,00	11,68%	18,40%	11	19	6 new SMORG and ACADEMIA
CORP MICRO-LAB-ETC	11,61	17,79	4,11%	5,75%	15	23	6 new MICRO, Laboratories, plus others under PPP factor.
OTHER INCOME	10,00		3,54%	0,00%			Linagora
<b>TOTAL</b>	<b>282,61</b>	<b>309,72</b>	100,00%	100,00%	40	58	All Members renew membership, or Members non-renewal are balanced by new membership. No new Strategic Member.

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17 **EXPENSES HYPOTHESIS (€000) (€000)**

Technology	2007	2008	Remarks
Hosting, ISP (Xsalto)	28,40	48,00	8 month in '07, 12 months in '08. Also includes limited service extension.
Web site support (Xpermet)	-	3,50	Should be one-off cost in '07
Migration support (Xsalto)	11,35	-	One-off cost in '07
LDAP support (Linagora)	-	10,00	One-off cost in '07
Sysadmin charge (Bull)	4,31	10,52	Not definitive. Arrangement being negotiated. See below, note (B)
Videoprojector	-	0,50	
<b>Technology Expenses</b>	44,05	72,52	
<b>Technology Personnel</b>	-	-	
<b>Subtotal Technology</b>	44,05	72,52	

Ecosystem Development	2007	2008	Remarks
Collaterals	4,41	12,00	Printing, totems, banners, freebies
PR	0,50	12,00	One Press Release per month paid for by OW2.
Graphic Design	1,90	4,00	Development of brochures, ads, web site graphics
JavaOne	-	18,00	Turnkey booth at \$20K = €14K + 4K expenses. See below, note (C)
Quarterly Meetings	0,48	2,00	Meeting rooms rent. Coffee breaks. Will have to be kept to a minimum.
Annual Conference	-	10,00	€10K is security cash for Conf which has to be heavily sponsored (has to be confirmed – no proposal yet) See below note (D)
China LC Dev	-	31,60	As per latest China LC budget proposal, and before Board discussion. See below, note (E).
<b>Ecosyst. Devt Expenses</b>	7,29	89,60	
<b>Ecosyst. Devt Personnel</b>	-	21,94	
<b>Subtotal Ecosyst. Devt</b>	7,29	111,54	

General	2007	2008	Remarks
Personal IT	1,80	-	One-off cost in '07
Book Keeping	6,29	9,99	9 month in '07, 12 months in '08. Also includes limited service extension.
Belgium Address	2,00	2,00	Should be more or less stable
Bank Fees	0,40	-	Should be more or less stable
ADSL, telephone and fax	-	2,40	Was provided by CT
Office supplies, Fedex, etc.	-	0,70	
Licencing and IPR fees	-	-	Should be one-off cost in '07 (Consortium registration)
Travel CEO	3,83	18,00	Europe= 10; Asia = 2; Other = 2 (US, Brazil)
Board Expenses	0,35	1,50	Individual Members Representative
<b>General Expenses</b>	14,66	34,59	
<b>General Personnel</b>	113,94	151,92	
<b>Subtotal General</b>	128,61	186,51	

TOTAL	2007	2008
Total Expenses	66,00	196,71
Total Salaries & Benefits	113,94	173,87
<b>Total</b>	<b>179,94</b>	<b>370,58</b>

RESULT	2007	2008	Remarks
<b>Positive Result</b>	<u>102,66</u>		Based on payment expectations which are inferior to invoicing
<b>Negative Result</b>		<u>-60,86</u>	
<b>Result carried forward</b>		<u>102,66</u>	
<b>Financial Result</b>		<u>41,80</u>	Positive result here to be earmarked as available cash for Q1 2009 as well as provision for Income and Expenses uncertainties. However some available cash can be used to adjust savings on (C), (D) and (E).

77 **DECISIONS MADE TO BALANCE THE BUDGET**

Positive cash adjustments	2008	Remarks (Use of cash and Expenses reduction to be discussed and decided by Board Members)
<b>Result carried forward</b>	(A) 102,66	(A) Cash available end of 2007
<b>Expense reductions</b>		
Sysadmin charge (Bull)	(B) 70,00	(B) Saving = €70K by negotiating Strategic Member to support Sysadmin as part of its Strategic Member FTE contribution
JavaOne	(C) 30,00	(C) Saving = €30K by taking the exhibitor option instead of the Silver Sponsor (\$65K = €45K)
Annual Conference	(D) 25,00	(D) Saving = €25K if conf. Sponsored by INRIA (Scoreware budget) and other Members (has to be confirmed – no proposal yet)
China LC Dev	(E) 35,00	(E) Saving = €35K out of €66.6K full budget by installing start-up infrastructure in 2008 instead of full-fledge infrastructure
<b>TOTAL cash adjustments</b>	<b>262,66</b>	