



April 9, 2010

Jeff McKenna  
VP Conferences  
Open Source Geo Spatial Foundation  
P.O. Box 446  
Lunenburg, NS, CAN B0J2C0

Dear Mr. McKenna,

If you're like most busy conference professionals, you're always looking for ways to save on two of your most precious commodities: time and money. I'm writing with the good news that my company can help you with both - in conjunction with your 6<sup>th</sup> Annual OSGeo Conference.

ConferenceDirect was founded and is staffed by some of the most experienced professionals in our industry. Our sole focus is on helping you and your organization to streamline the increasingly complex and costly details involved in a successful meeting or convention, including:

- Site Selection and Contract Negotiation
- Conference Management
- Housing
- Registration

Our clients include associations and not-for-profit organizations in virtually every industry, from the School Nutrition Association to the California Bar Association and from the College of American Pathologists to the National Cable & Telecommunications Association. These and other organizations on our growing list of more than 1,100 clients rely on our industry know-how to ensure that all details of their meeting or convention are handled smoothly, efficiently, and within budget. Currently, we represent more than 1.7 million group room nights in buying power and negotiate more than 4,970 contracts each year. We have pre-negotiated agreements with almost every major North American hotel, resort and convention center venue to provide you with the very best value you will find.

Perhaps the best news of all is that our most requested service—site selection and contract negotiations—is provided at absolutely no cost to you. The hotels and service partners that we represent pay us a commission for bringing you to them. Our other services are provided at extremely competitive rates—and will save you time and money.

I would be happy to send ConferenceDirect's service brochures along with a more detailed proposal in "Stage 2" of your Conference Management selection process. For a company overview, please see [www.conferencedirect.com](http://www.conferencedirect.com). Thank you for your consideration. I look forward to the opportunity to continue with the 2011 OSGeo Conference proposal process.

*Our promise is to save you time and money.*

Sincerely,

*Kevin*

Kevin G. Bell  
Global Account Executive  
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