

IoT Steering Committee Calls

Agenda & Minutes

2026-March-23

Agenda Topics	Moderator	Minutes
Adopt the minutes of the February 26, 2026, call	Ignacio	5
Follow-up on the adopters process	Ignacio	5
Attracting new members: ecosystem pipeline, prospect list	Ignacio	15
Restructuring Community meetings: webinars, comm channels, student-led meetups	All	15
Embedded World recap: leads, analyst	Thea	10
OCX promotion: presentations, demos, BoF	Thea	5
Any other business	All	5

Attendees:

Steering Committee delegates:

- Robert Andres (main representative, Eurotech)
- Matteo Maiero (alternate representative, Eurotech)
- Phani Gangula (main representative, ZettaScale)
- Angelo Corsaro (alternate representative, ZettaScale)
- TBD (main representative, Bosch)
- Jeffrey Osier-Mixon (Participant members representative, Red Hat)

Eclipse Foundation team:

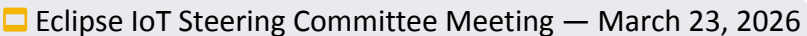
- Ignacio Ahedo (Program Manager)
- Thea Aldrich (Marketing Manager)
- Frédéric Desbiens (Senior Manager, Embedded and IoT)

Sharon Corbett (Program Director, Industry Collaborations)

Guests: N/A

Quorum:

Quorum achieved (requires at least 2 members out of 4)

Slides: 

Minutes:

1. Minutes Adoption

The committee reviewed the minutes from the previous session held on February 26, 2026, and formally adopted them as an accurate record of the discussions.

2. Adopters Process Follow-up

Ignacio provided an update on the initiative to increase commercial adoption, which aims to bring in at least nine new adopters per Steering Committee member. To streamline this, he has developed a new, simplified website form linked directly to the HubSpot CRM. Robert Andres confirmed that Eurotech has successfully added three new adopters to the list. Additionally, Ignacio is working with Ege Korkan from Siemens to help Fraunhofer IIS navigate the legal paperwork required for them to be formally listed.

3. Attracting New Members and Pipeline Management

The Committee discussed new tools for tracking prospective members and increasing revenue, specifically focusing on a goal of recruiting at least five new members this year. Ignacio introduced a GitLab-based lead tracking board to manage the onboarding process from initial identification to final conversion. Robert noted that while the tool is useful, the primary focus should remain on increasing the working group's attractiveness to ensure a steady feed of leads. The group also learned about the foundation's adoption of ZoomInfo, which, when integrated with HubSpot, will allow the ecosystem development team to identify and research thousands of potential contacts within target organisations.

A significant membership change was noted: Dr. Guru Prasad has left Bosch to join LTTS. While this necessitates finding a new replacement for Bosch on the Steering Committee, it presents an opportunity for LTTS to formally join the Eclipse IoT WG.

4. Restructuring Community Meetings and Engagement

A major portion of the meeting was dedicated to refining community outreach via webinars and communication channels.



- **Webinars:** Plans are underway for a May webinar with Alois and Michael (Eclipse 4diac). Alongside their plans on an upcoming session on Eclipse Kura and Eclipse Kapua, Robert argued that topics like SBOM and the CRA should take priority over project-specific webinars due to high industry interest and current regulatory discussions. Thea and Ignacio will assist Robert and his team with the setup of this webinar. This session will offer a broader perspective, but we may consider linking to our IoT series as well. Phani suggested leveraging the Zenoh community, which has over 1,000 Discord members, to showcase user-developed tools in upcoming sessions.
- **Channels and Meetups:** The Committee would like to consider a move from Matrix to more widely used platforms like Slack or Discord to meet the community where they already reside. They also discussed launching a series of informal, student-led meetups at universities, with the foundation providing funding of up to \$1,000 to cover basic expenses like food and drinks.

5. Embedded World Recap and Analyst Engagement

Thea and Robert recapped the successful presence of Eclipse IoT at Embedded World, noting high booth traffic and significant brand recognition. Notably, the Working Group received positive mentions in the press, including an editorial in Forbes. Thea and Ignacio will curate the lead list with Ignacio for further follow-up on those specific to the WG. A wrap-up video of the event is expected to be posted shortly.

6. OCX Promotion and Strategic Planning

The Committee discussed upcoming promotions for OCX, including the announcement of the PAC report which positions Eclipse IoT as a key ecosystem driver. Drafts for social media promotions for the BoF session are already prepared.



Thea highlighted the need for a comprehensive refresh of the membership prospectus and formal outreach materials this summer, suggesting that new messaging should emphasise "code sovereignty" alongside technical benefits.