

# SNIA Membership Benefits 2013

## SNIA Technology Communities Membership

### Cloud Storage Initiative (CSI)

Strategic, Voting	\$15,000
Voting Member (>\$5M in revenue)	\$10,000
Voting Member (<\$5M in revenue)	\$5,000
Channel Member, Voting (>\$5M in revenue)	\$6,000
Channel Member, Voting (<\$5M in revenue)	\$3,000
Channel Member, Non-voting	\$2,000
Associate, Non-voting	\$2,500
End User/Individual/Non Profit	\$300

### Ethernet Storage Forum (ESF)

Vendor Member, Voting	\$5,000*
Vendor Member, Non-voting	\$3,000*
Channel Member, Voting	\$1,000*
Channel Member, Non-voting	\$300*
Individual Member, Voting	\$300
Individual Member, Non-voting	\$100

\* Fee per year per Special Interest Group (SIG)

### Green Storage Initiative (GSI)

Strategic Member, Voting	\$9,000
Strategic Associate Member, Non-voting	\$4,500
Individual and Non-profit Institutional Members, Non-voting	\$300
SNIA Emerald Program Fees	Email <a href="mailto:emerald@snia.org">emerald@snia.org</a>

### Solid State Storage Initiative (SSSI)

Strategic Member, Voting	\$5,000
Associate Member, Non-voting	\$2,500
Individual, Non-voting	\$300
Non-profit Member	\$300

### Storage Management Initiative (SMI)

SMI Membership (Select One)	
Non-voting	\$5,000
Voting	\$17,000
SMI-Lab (Select One)	
Client Vendor	\$10,000
Single Provider Vendor	\$13,500
Multiple Provider Vendor	\$28,000
Conformance Test Program	
All Members	\$30,000

### Storage Security Industry Forum (SSIF)

Member, Voting	\$5,000
Member, Voting (<\$50M in revenue)	\$2,500

## Annual Fee

# MEMBERSHIP



## SNIA Membership Benefits 2013

[www.snia.org/membership](http://www.snia.org/membership)



# SNIA Membership Benefits 2013

## Join the SNIA:

Advance your organization and our global industry through challenging technical work and initiatives.

The SNIA is committed to delivering technology standards, professional education, and related services that continue to propel storage networking and information management solutions into the marketplace. As a member of the SNIA, you will be part of our exciting and extensive set of activities and programs. SNIA is the industry focal point for collaboration between vendors, service providers, resellers, and consumers of data storage networking and Information management products and services, making membership directly relevant to success in the storage industry. Our member categories include:

### Vendors

A Vendor member is an organization that develops Information Technology products, optionally coupled with professional consulting, integration, and implementation services. Vendors may deliver their offering(s) under their brand, or may OEM them for other vendors or channel enterprises.

### Service Providers

A Service Provider member is an organization that provides managed IT and or communication services to other businesses typically on a periodic subscription business model. This includes infrastructure as a service, storage and data management as a service, platform as a service, network as a service, data insurance as a service and software as a service.

### Channel

A Channel member is an organization that offers solutions and professional services for vendors' and service providers' products. Channel members are typically identified as a distributor, value-added reseller (VAR), reseller, system integrator or consultancy.

### End Users

An End User member is an organization that is the ultimate final consumer of a product or service, and is typically represented by the IT department of an organization. End users may join as dues-paying corporate or individual members.

## Benefits of SNIA membership for all in the Association include the following:

- Lead or contribute to key storage industry developments in a vendor neutral setting
- Expand your organization's technical engineering advantage and influence by participating in Technical Work Groups worldwide
- Advance your organization's education and marketing advantage by participating in Forums/Initiatives
- Participate in peer networking opportunities at SNIA-sponsored or endorsed events and meetings
- Establish and maintain cross-industry alliances and standardization activities
- Expand existing or launch new Forums and Initiatives
- Access proprietary research, publications, presentations, tutorials, and technical papers
- Receive visibility for your company with storage industry market experts, end users, media, and analysts
- Obtain Members-only discounts for conferences, training, and special events
- Leverage the SNIA Technology center for educational programs, technology interoperability labs and plugfests, and or proof of concept solution staging.
- Use SNIA meeting rooms in San Francisco Headquarters or Colorado Springs Technology Center.
- Collaborate with industry peers world wide via SNIA Regional Affiliates.
- Influence industry strategic direction by setting content for industry events

As a member of the SNIA, you will have the ability to leverage activities that position you and your company for success. Joining the SNIA offers you higher visibility, unsurpassed technical opportunities, valuable networking, vendor-neutral education, and a host of SNIA resources across the industry and around the globe.

## SNIA Membership

## Annual Fee

### Vendor Voting

Large	Vendor revenue greater than \$500M/year	\$40,000
Medium	Vendor revenue between \$10M and \$500M/year	\$14,500
Small	Vendor revenue is less than \$10M/year	\$8,500

### Non-voting Associate

Large	Vendor revenue greater than \$500M/year	\$11,500
Medium	Vendor revenue between \$10M and \$500M/year	\$8,500
Small	Vendor revenue is less than \$10M/year	\$3,500

### Service Provider Voting

Large	Channel revenue greater than \$500M/year	\$23,000
Medium	Channel revenue between \$10M and \$500M/year	\$12,500
Small	Channel revenue is less than \$10M/year	\$7,000

### Service Provider Non-voting Associate

Large	Channel revenue greater than \$500M/year	\$9,500
Medium	Channel revenue between \$10M and \$500M/year	\$7,000
Small	Channel revenue is less than \$10M/year	\$3,000

### Channel Voting

Large	Channel revenue greater than \$500M/year	\$11,500
Medium	Channel revenue between \$10M and \$500M/year	\$8,500
Small	Channel revenue is less than \$10M/year	\$3,500

### Channel Non-voting Associate

Large	Channel revenue greater than \$500M/year	\$7,000
Medium	Channel revenue between \$10M and \$500M/year	\$3,500
Small	Channel revenue is less than \$10M/year	\$2,000

### End User Company & End User Individual

End User Customer	Non-voting Associate	\$950
End User Individual	Non-voting Associate	\$300

### Non-profit Institutions

The SNIA grants complimentary access to the SNIA Member Community to organizations that qualify.

Generally this applies to professors and/or students engaged in research/learning around storage and to non-profits with annual revenue/funding of under \$50M.

## JOIN TODAY!

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