



SNIA Forum & Initiative Membership

Annual Fee

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 emerald@snia.org

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 Strategic Voting Memberships:	
• Large company	\$22,500
• Medium company	\$17,500
• Small company	\$12,500

SMI Strategic Non-voting Memberships:	
• Any size company	\$5,000

SMI-Lab Participation (for Strategic Members only) \$12,500

Other Membership Opportunities Email sminit-chair@snia.org

Storage Security Industry Forum (SSIF)

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

JOIN TODAY!

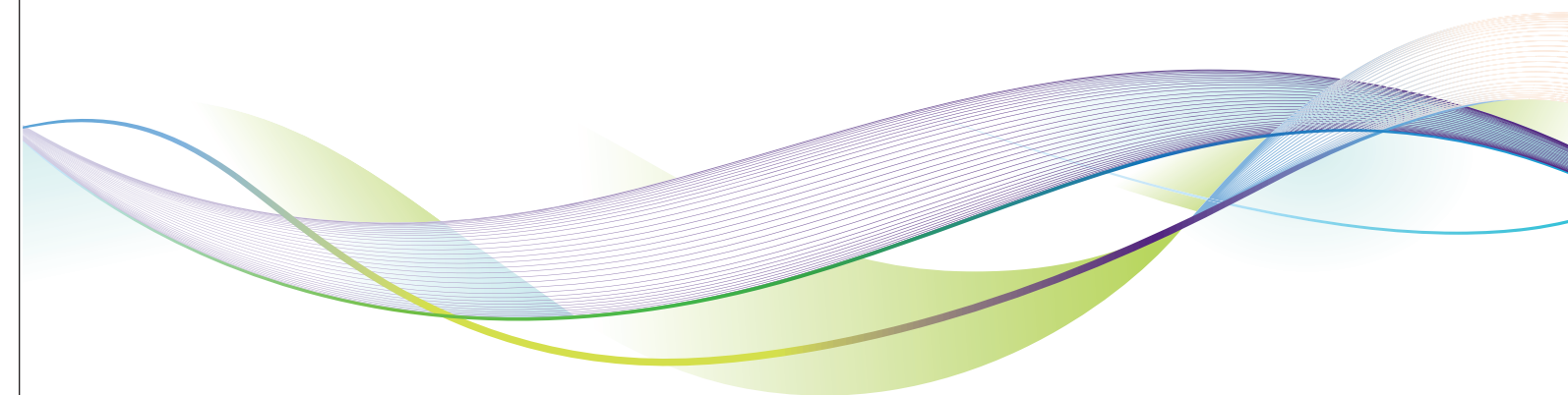
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MEMBERSHIP



www.snia.org/member

Benefits of Membership



Join the SNIA and develop your career while advancing your profession.

SNIA is committed to delivering standards, education, and services that will continue to propel storage networking solutions into the broader information technology market. As a member of the SNIA, you will be part of this exciting and far-reaching set of activities and initiatives. SNIA is the point of cohesion for vendors, resellers, and consumers of data storage networking products and services, making membership a key to success in the storage industry.

Membership in the SNIA offers unique opportunities for vendors, the channel, and end users to connect and collaborate. In addition, each category of SNIA member will find unique benefits relevant to their needs and requirements.

Vendors

The SNIA brings together technology innovators in a neutral setting to advance and influence the storage and information management industry. We provide a voice for over 400 vendor members worldwide by creating an opportunity to initiate and drive technological innovation through leadership or collaboration in standards activities; by participating in thought leadership activities; and by joining our Forums or Initiatives—which focus on bringing key SNIA solutions and technologies to market.

Channel

SNIA channel members (distributors, value-added resellers, system integrators, managed service providers), have the opportunity to closely network with and learn from SNIA's vendor and end user members—in an environment that is collaborative and based on the trust inherent in being part of the same Association. The information sharing that can therefore occur enhances business and educational opportunities for all involved. SNIA gives channel members a voice in the Association, and fosters their ability to develop and maintain strong business alliances.

End Users

As part of the SNIA ecosystem, end users have the opportunity to interact directly with SNIA's network of storage and information vendors and engineering experts. The collaborative nature of the Association allows end users and vendors to work jointly in exploring the needs and requirements of the end user community. End users may join as dues-paying corporate or individual members to enjoy the full benefits of SNIA membership.

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

- Lead or contribute to key storage industry developments
- Expand your organization's influence by participating in Technical Work Groups
- Participate in networking opportunities at SNIA-sponsored or endorsed events
- 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

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.

2011 Membership Options



SNIA Membership

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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

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.

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Cloud Storage Initiative (CSI)

Strategic, Voting	\$35,000
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