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- Jim Pappas, Director of Technology Initiatives, Intel; and Director, SNIA

SNIA Member Categories

Member
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Member Startup
A Member Startup is an organization with revenue less than $10M/year and in business less than 4 years.

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Contact
Marty Foltyn
Business Development Representative
858.720.9780 • marty.foltyn@snia.org

Erin Weiner
Membership Services Manager
719.694.1382 • erin.weiner@snia.org
SNIA has a unique critical mass of industry experience and vendor membership in storage-related areas, and a strong and contemporary technical agenda, which makes it a great place to bring standards and business development initiatives.”
- David Dale, Director Industry Standards, NetApp; and Chairman, SNIA

What is SNIA?
For more than 20 years, the Storage Networking Industry Association has been the globally recognized and trusted authority for storage leadership, standards, and technology expertise.

SNIA's mission is to lead the storage industry worldwide in developing and promoting vendor neutral architectures, standards, and educational services that facilitate the efficient management, movement, and security of information.

Top Reasons To Join SNIA

**INFLUENCE**
- Influence storage technologies important to the marketplace
- Amplify your vendor storage expertise and reputation
- Participate in the development of international standards

**COLLABORATE**
- Participate in multi-vendor interoperability activities
- Gain insight into disruptive industry trends
- Form strategic alliance partnerships
- Develop relationships throughout the industry

**LEAD THE INDUSTRY**
- Educate on all things storage
- Drive standards development and adoption
- Align strategic business objectives with worldwide standards

Become Involved in SNIA’s Areas of Focus

Over 2,000 active contributing members from 185 industry leading organizations contribute to:

**Standards Development and Adoption**
- Spec development; submissions for International Standard ratification (ISO/IEC)
- Open source software to accelerate adoption

**Interoperability Assurance**
- Plugfests & conformance testing

**Technology Acceleration and Promotion**
- Special Interest Groups to promote technologies
- Vendor collaboration to accelerate adoption

**Global Vendor-Neutral Education**
- Peer-reviewed webcasts and tutorials
- Conferences and presentations
- White papers; articles; blogs
- IT training and certification courses

SNIA membership is important for any company creating, servicing or using Storage Information Technology.” - J Metz, R&D Engineer, Cisco; and Director, SNIA

www.snia.org/member_com
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Become Involved in SNIA’s Areas of Focus

- Technical Work Groups: Engaged in technical activity in SNIA’s Areas of Focus
- Technology Communities: Focused on technology-specific marketing and education activities in SNIA’s Areas of Focus
- Regional Affiliates: Groups outside of the U.S. that develop and deploy local activities in support of SNIA’s Global Mission

Engage via:
- Physical Storage
- Power Efficiency Measurement
- Persistent Memory
- Data Management
- Data Security
- Next Generation Data Center
- Networked Storage
- Cloud Storage Technologies
- Storage Management
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MEMBERSHIP FEES

MEMBER
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<table>
<thead>
<tr>
<th>Category</th>
<th>Yearly Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member annual revenue greater than $600M</td>
<td>$42,000 $18,000</td>
</tr>
<tr>
<td>Member annual revenue $150M - $600M</td>
<td>$25,000 $12,000</td>
</tr>
<tr>
<td>Member annual revenue $20M - $150M</td>
<td>$18,000 $9,000</td>
</tr>
<tr>
<td>Member annual revenue $0 - $20M</td>
<td>$9,000 $4,000</td>
</tr>
<tr>
<td>Startup - annual revenue is less than $10M/</td>
<td>N/A $1,000</td>
</tr>
<tr>
<td>year AND in business less than 4 years</td>
<td></td>
</tr>
</tbody>
</table>

**Note:** Voting Members in this category have additional entitlements including voting rights in SNIA elections, for SNIA Architectures and SNIA Software, as well as being eligible for a seat on the SNIA Board of Directors or Technical Council. For additional rights and benefits visit www.snia.org/join.

END USER
An End User 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 customer company members or as individual members.

<table>
<thead>
<tr>
<th>Category</th>
<th>Yearly Fee - Non-Voting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Company</td>
<td>$1,000</td>
</tr>
<tr>
<td>Individual</td>
<td>$300</td>
</tr>
</tbody>
</table>

EDUCATIONAL INSTITUTION
SNIA grants complimentary access to qualified Educational Institutions. An “Educational Institution” is defined as any accredited higher-learning institution. Please contact membership@snia.org for consideration.

<table>
<thead>
<tr>
<th>Category</th>
<th>Yearly Fee - Non-Voting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Educational Institution</td>
<td>$0</td>
</tr>
</tbody>
</table>

TECHNOLOGY AFFILIATE
A Technology Affiliate (TA) member is a restricted voting membership specific to a technology domain, focused on technical specifications and interoperability. A Technology Affiliate member does not need to be a full member of SNIA.

<table>
<thead>
<tr>
<th>Category</th>
<th>Yearly Fee - Voting*</th>
</tr>
</thead>
<tbody>
<tr>
<td>SFF TA TWG (Technical Work Group)</td>
<td>$1,800</td>
</tr>
</tbody>
</table>

**Note:** Voting rights apply only to respective Technology Affiliate group/membership, and not to SNIA Corporate voting.

www.snia.org/membership
Note: In order to participate in a SNIA Technology Community, companies/organizations must first be a member of SNIA. There is an exception to this rule for membership in the SFF TA TWG. Technology Community Startup Memberships follow the same qualifications as Vendor Startup Non-Voting Membership.

## SNIA Technology Communities

<table>
<thead>
<tr>
<th>Community</th>
<th>Annual Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cloud Storage Technologies Initiative (CSTI)</strong></td>
<td></td>
</tr>
<tr>
<td>Voting Member (&gt; $5M in revenue)</td>
<td>$10,000</td>
</tr>
<tr>
<td>Voting Member (&lt; $5M in revenue)</td>
<td>$5,000</td>
</tr>
<tr>
<td>Associate, Non-voting Member</td>
<td>$3,000</td>
</tr>
<tr>
<td>Individual, Educational Institution Member, Non-Voting</td>
<td>$300</td>
</tr>
<tr>
<td><strong>Networking Storage Forum (NSF)</strong></td>
<td></td>
</tr>
<tr>
<td>Member, Voting</td>
<td>$5,000</td>
</tr>
<tr>
<td>Member, Non-voting</td>
<td>$3,000</td>
</tr>
<tr>
<td>Startup Member, Non-Voting</td>
<td>$1,000</td>
</tr>
<tr>
<td>Individual Member, Voting</td>
<td>$300</td>
</tr>
<tr>
<td>Individual Member, Non-voting</td>
<td>$100</td>
</tr>
<tr>
<td><strong>Green Storage Initiative (GSI)</strong></td>
<td></td>
</tr>
<tr>
<td>Strategic Member, Voting</td>
<td>$12,000</td>
</tr>
<tr>
<td>Strategic Associate Member, Non-voting</td>
<td>$6,000</td>
</tr>
<tr>
<td>Individual and Educational Institution Member, Non-voting</td>
<td>$300</td>
</tr>
<tr>
<td>SNIA Emerald Program Fees</td>
<td>For information, email <a href="mailto:emerald@snia.org">emerald@snia.org</a></td>
</tr>
<tr>
<td><strong>Solid State Storage Initiative (SSSI)</strong></td>
<td></td>
</tr>
<tr>
<td>Strategic Member, Voting</td>
<td>$5,000</td>
</tr>
<tr>
<td>Associate Member, Non-voting</td>
<td>$3,000</td>
</tr>
<tr>
<td>Startup Member, Non-Voting</td>
<td>$1,000</td>
</tr>
<tr>
<td>Individual, Non-voting</td>
<td>$300</td>
</tr>
<tr>
<td>Educational Institution Member, Non-voting</td>
<td>$300</td>
</tr>
<tr>
<td><strong>Storage Management Initiative (SMI)</strong></td>
<td></td>
</tr>
<tr>
<td>Member, Voting</td>
<td>$5,000</td>
</tr>
<tr>
<td>Vendor Startup Member, Voting</td>
<td>$1,000</td>
</tr>
<tr>
<td><strong>Storage Management-Lab Participation - SM-Lab (Requires SMI Membership)</strong></td>
<td></td>
</tr>
<tr>
<td>Storage Provider (Large company - &gt; $500M)</td>
<td>$25,000</td>
</tr>
<tr>
<td>Storage Provider (Medium Company - $10-500M)</td>
<td>$15,000</td>
</tr>
<tr>
<td>Storage Provider (Small company)</td>
<td>$11,000</td>
</tr>
<tr>
<td>Storage Client (Any size company)</td>
<td>$10,000</td>
</tr>
<tr>
<td>Storage Startup (Vendor Startup company)</td>
<td>$4,000</td>
</tr>
<tr>
<td><strong>Conformance Test Program - SMI CTP</strong></td>
<td></td>
</tr>
<tr>
<td>Subscription for SNIA Members</td>
<td>$30,000</td>
</tr>
<tr>
<td>Subscription for “First-time” CTP Participants</td>
<td>$15,000</td>
</tr>
<tr>
<td>Subscription for Non-SNIA Members</td>
<td>$35,000</td>
</tr>
</tbody>
</table>

Contact Us: membership@snia.org