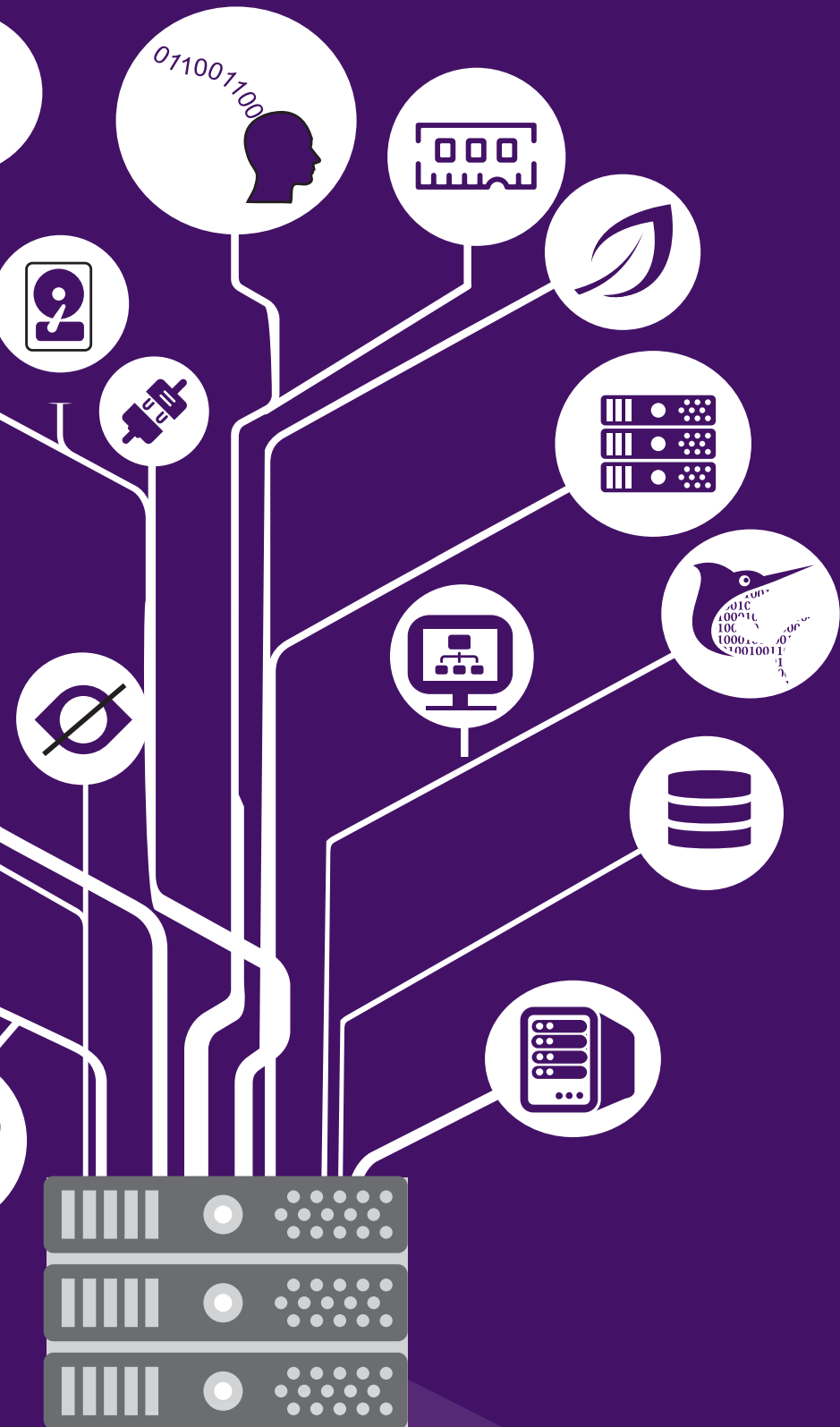# MEMBERSHIP

Learn how you can get involved with SNIA

SNIA, the Storage Networking Industry Association, is a non-profit global organization dedicated to developing standards and education programs to advance storage and information technology.

www.snia.org/member_com

SNIA

Advancing storage & information technology

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.

185
industry leading
organizations

2,000
active contributing
members

50,000
IT end users & storage
pros worldwide

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

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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
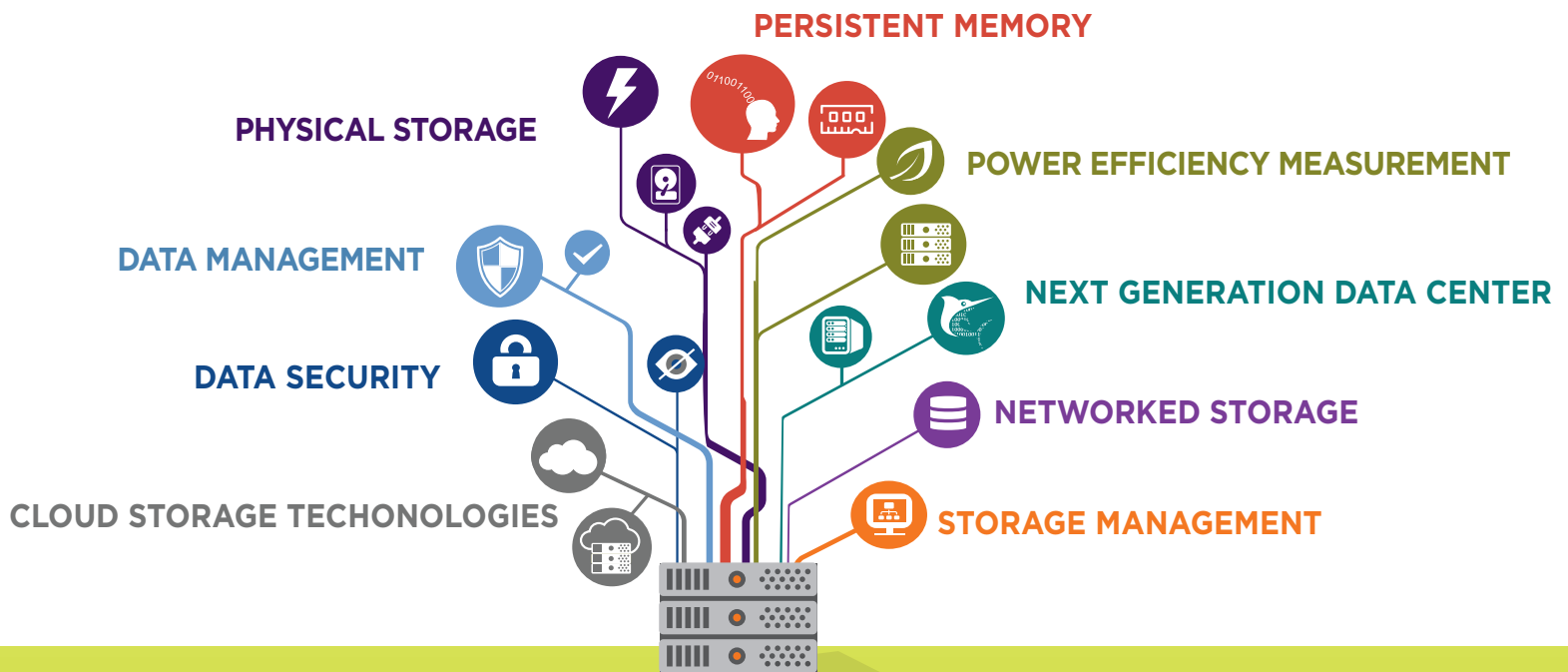
COLLABORATE

- ✔ 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

PERSISTENT MEMORY

PHYSICAL STORAGE

POWER EFFICIENCY MEASUREMENT

DATA MANAGEMENT

NEXT GENERATION DATA CENTER

DATA SECURITY

NETWORKED STORAGE

CLOUD STORAGE TECHONOLOGIES

STORAGE MANAGEMENT

Engage via:
- **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

SNIA Member Categories

Member
A Member is in the business of manufacturing, licensing, servicing, consulting, designing, researching/publishing, using or selling software, specifications, architecture, hardware or services related to storage or storage networking systems or technologies.

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

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.

Educational Institution
SNIA grants complimentary access to qualified Educational Institutions, such as accredited higher-learning institutions.

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

Contact
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Membership Services Manager
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MEMBERSHIP FEES

MEMBER
A Member is in the business of manufacturing, licensing, servicing, consulting, designing, researching/publishing, using or selling software, specifications, architecture, hardware or services related to storage or storage networking systems or technologies.

Category	Yearly Fee	
	Voting	Non-Voting
Member annual revenue greater than $600M	$42,000	$18,000
Member annual revenue >$150M - $600M	$25,000	$12,000
Member annual revenue >$20M - $150M	$18,000	$9,000
Member annual revenue $0 - $20M	$9,000	$4,000
Startup - annual revenue is less than $10M/year AND in business less than 4 years	N/A	$1,000

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.

Category	Yearly Fee - Non-Voting
Customer Company	$1,000
Individual	$300

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.

Category	Yearly Fee - Non-Voting
Educational Institution	$0

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.

Category	Yearly Fee - Voting*
SFF TA TWG (Technical Work Group)	$1,800

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

www.snia.org/membership

MEMBERSHIP FEES

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

Contact Us: membership@snia.org