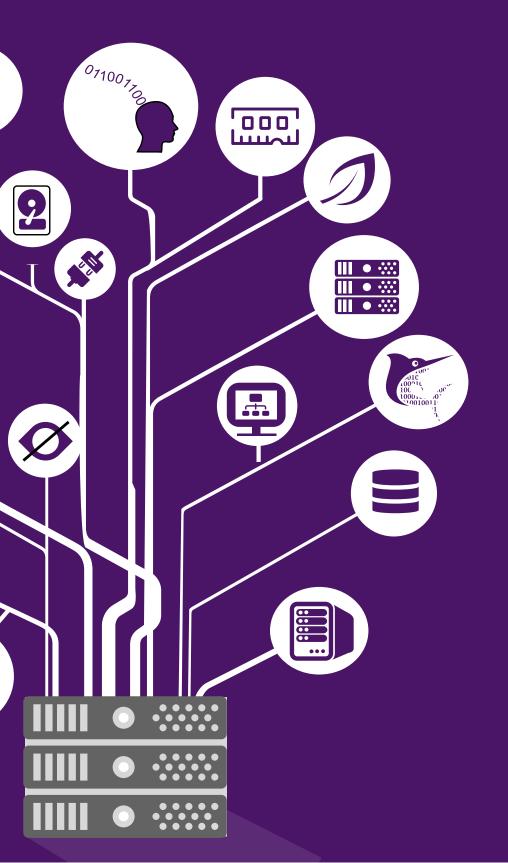
MEMBERSHIP

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.



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.



185 industry leading organizations



2,000 active contributing members



50,000IT 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

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

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

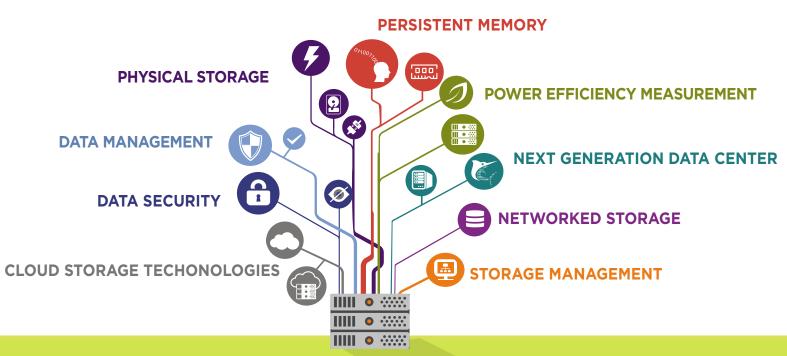
- ✓ Participate in multi-vendor interoperability activities
- ✓ Gain insight into disruptive industry trends
- ✓ Form strategic alliance partnerships
- Develop relationships throughout the industry



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



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 is the single-stop organization to get a sense for all storage, information management, and data related advancements in the Industry. If you seek to influence in any of these areas, you should be involved with SNIA."

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

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 Non-Profit/ 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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Business Development Representative
858.720.9780 • marty.foltyn@snia.org

Erin Weiner Membership Services Manager 719.694.1382 • erin.weiner@snia.org

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	

NON-PROFIT/EDUCATIONAL INSTITUTION

SNIA grants complimentary access to qualified Non-Profit /Educational Institutions. "Non-Profit Institution Member" is defined as an accredited non-profit institution that agrees to comply with the SNIA Membership Agreement. An "Educational Institution" is defined as any accredited higher-learning institution. Please contact membership@snia.org for consideration.

Category	Yearly Fee - Non-Voting	
Non-Profit/Educational Institution		\$ O

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.

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.

Cloud Storage Technologies Initiative (CSTI) Voting Member (>\$5M in revenue) \$1,0,000 Voting Member (>\$5M in revenue) \$5,000 Associate, Non-voting Member \$3,000 Individual, Non-Profit/Educational Institution Member, Non-Voting \$3,000 Individual, Non-Profit/Educational Institution Member, Non-Voting \$3,000 Networking Storage Forum (NSF) Member, Voting \$5,000 Member, Non-voting \$1,000 Startup Member, Non-Voting \$3,000 Individual Member, Voting \$3,000 Individual Member, Voting \$3,000 Individual Member, Voting \$3,000 Individual Member, Non-voting \$3,000 Strategic Associate Member, Non-voting \$1,000 Strategic Associate Member, Non-voting \$6,000 Individual and Non-Profit/Educational Institution Member, Non-voting \$3,000 Strategic Associate Member, Non-voting \$3,000 Strategic Member, Non-voting \$3,000 Strategic Member, Non-voting \$3,000 Associate Member, Non-voting \$3,000 Stratup Member, Non-voting \$3,000 Startup Member, Non-voting \$3,000 Storage Management Initiative (SMI) Member, Voting \$5,000 Vendor Startup Member, Voting \$1,000 Storage Provider (Large company - >\$5,00M) \$1,000 Storage Provider (Medium Company - \$10-50M) \$15,000 Storage Provider (Medium Company - \$10-50M) \$15,000 Storage Client (Any size company) \$1,000 Storage Client (Any size company) \$4,000 Conformance Test Program - SMI CTP Subscription for "First-time" CTP Participants \$35,000	SNIA Technology Communities	Annual Fee
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Subscription for SNIA Members \$30,000 Subscription for "First-time" CTP Participants \$15,000	Storage Startup (Vendor Startup company)	\$4,000
Subscription for "First-time" CTP Participants \$15,000	Conformance Test Program - SMI CTP	
Subscription for "First-time" CTP Participants \$15,000		\$30,000
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	Subscription for Non-SNIA Members	\$35,000

Contact Us: membership@snia.org