

“Storage is no longer simply a place to hold data. To understand storage is to understand the lifeblood of how we consume, process and protect data, and SNIA is at the core of the entire IT ecosystem, helping the world grasp the standards, technology, and concepts of all things storage.”

- J Metz, Field CTO, Rockport Networks; 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



2,500

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

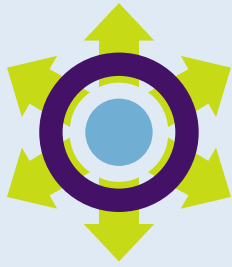
Global Vendor-Neutral Education

- Peer-reviewed webcasts and tutorials
- Conferences and presentations
- White papers; articles; blogs
- IT training and certification courses

“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

Top Reasons To Join SNIA



INFLUENCE

- ✓ Influence technologies important to the marketplace
- ✓ Showcase storage expertise
- ✓ Amplify your company's reputation
- ✓ Gain insight into emerging technologies

COLLABORATE

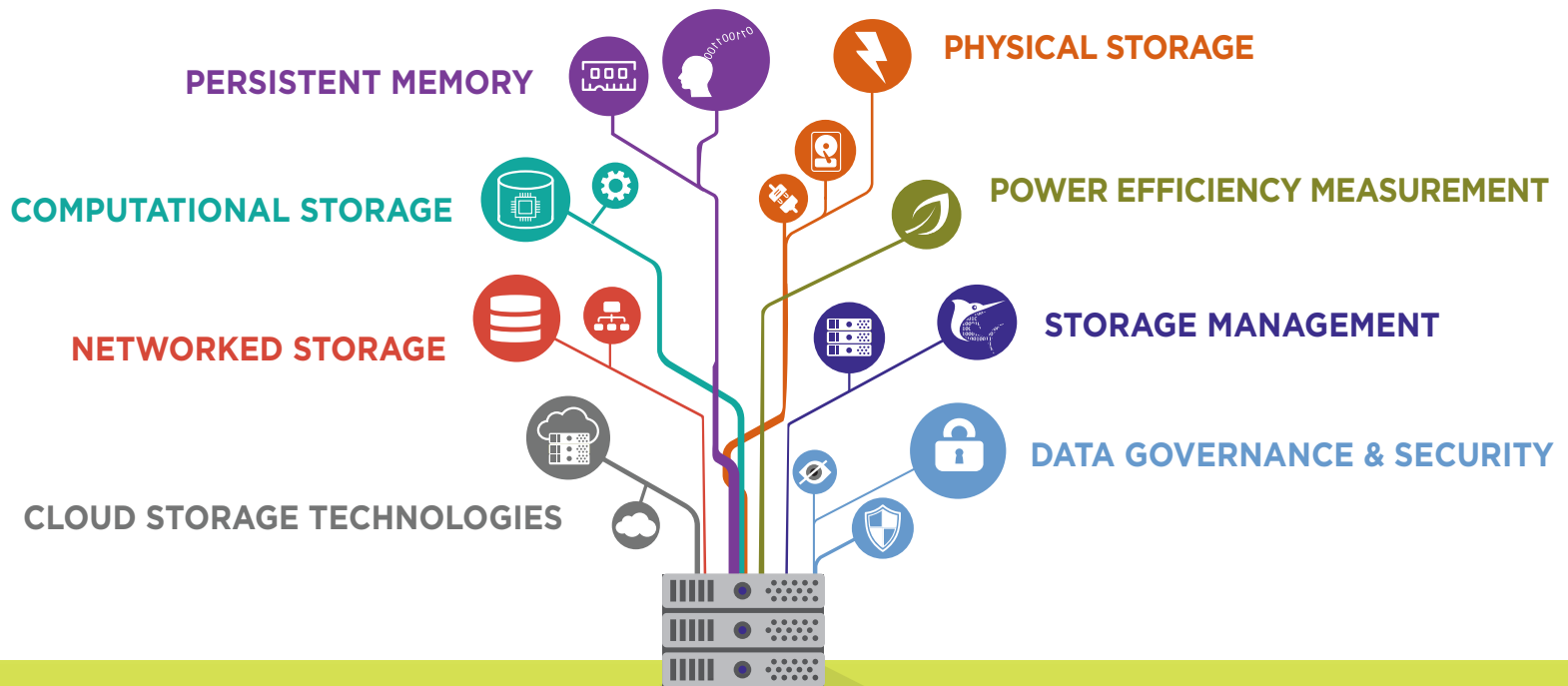
- ✓ Develop relationships with key industry experts
- ✓ Participate in multi-vendor interoperability activities
- ✓ Engage in open standards development



LEAD THE INDUSTRY

- ✓ Drive standards development and adoption
- ✓ Align strategic business objectives with industry trends
- ✓ Demonstrate thought leadership through education

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.

Associate

An Associate is an enterprise (e.g. End-User company that otherwise could not be categorized as a Member, as defined above) that is the ultimate final consumer of a product or service, and is typically represented by the IT department of an organization.

Individual

Individual interested in storage and storage networking systems or technologies. Individual must not be employed by a SNIA member company, or company developing, manufacturing, or otherwise involved in the business of computer storage-related hardware or software products or services. Individual may not be an employee of a SNIA member company that falls into other SNIA membership categories, except Associate membership category.

Educational Institution

The SNIA grants complimentary access to qualified Educational Institutions. An “Educational Institution” is defined as any accredited higher-learning institution. Candidate for an Educational Institution participant may not be an employee of a SNIA member company or a company that falls into other SNIA membership categories, without disclosing corresponding relationship/status to SNIA Membership and following strict guidelines pertaining to disclosure of representation at beginning of all SNIA technical meetings.

Technology Affiliate Member TECHNOLOGY AFFILIATE

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 membership@snia.org for more information.

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.

ASSOCIATE

An Associate is an enterprise (e.g. End-User company that otherwise could not be categorized as a Member, as defined above) that is the ultimate final consumer of a product or service, and is typically represented by the IT department of an organization.

INDIVIDUAL

Individual interested in storage and storage networking systems or technologies. Individual must not be employed by a SNIA member company, or company developing, manufacturing, or otherwise involved in the business of computer storage-related hardware or software products or services. Individual may not be an employee of a SNIA member company that falls into other SNIA membership categories, except Associate membership category.

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Category	Yearly Fee - Non-Voting
Associate	\$1,000
Individual	\$300
Educational Institution	\$0

TECHNOLOGY AFFILIATE

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.

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.

SNIA Technology Communities

Annual Fee

Cloud Storage Technologies Initiative (CSTI)

Member, Voting	\$5,000
Member, Non-Voting	\$3,000
Individual or Educational Institution Member, Non-Voting	\$300

Compute, Memory, and Storage Initiative (CMSI)

Member, Voting	\$5,000
Member, Non-Voting	\$3,000
Startup Member, Non-Voting	\$1,000
Individual or 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)

Member, Voting	\$12,000
Member, Non-Voting	\$6,000
Individual or Educational Institution Member, Non-Voting	\$300
SNIA Emerald Program Fees	

For information, email emerald@snia.org

Storage Management Initiative (SMI)

Member, Voting	\$5,000
Startup Member, Voting	\$1,000

Storage Management-Lab Participation - SM-Lab (Requires SMI Membership)

Lab Provider/Service Developer Participant (Revenue greater than \$600M+)	\$25,000
Lab Provider/Service Developer Participant (Revenue greater \$150M to \$600M)	\$20,000
Lab Provider/Service Developer Participant (Revenue greater \$20M to \$150M)	\$15,000
Lab Provider/Service Developer Participant (Revenue greater \$0M to \$20M)	\$11,000
Infrastructure Developer Participant (Any revenue range)	\$15,000
Storage Client Fee (Any revenue range)	\$10,000
Storage Startup (Vendor Startup company)	\$4,000

Conformance Testing Program Subscription Fee (SMI CTP)

SMI-S CTP Subscriber	\$15,000
SMI-S CTP Maintenance Subscriber	\$7,500
SMI-S CTP Subscriber (non-SNIA member)	\$25,000
Swordfish CTP Subscriber	\$5,000
Swordfish CTP Subscriber (non-SNIA member)	\$10,000

Contact Us: membership@snia.org