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
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Educational Institution
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Technology Affiliate Member
A Technology Affiliate (TA) member is a restricted voting membership specific to a technology domain, focused on technical specifications and interoperability. A TA membership will give company access to only the respective group (no access to other groups without corresponding SNIA membership). It is not required for a TA member to be a full member of SNIA.

Contact membership@snia.org for more information.
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.

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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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

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

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:

www.snia.org/member_com
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.

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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></td>
<td>Voting</td>
</tr>
<tr>
<td>Member annual revenue greater than $600M</td>
<td>$42,000</td>
</tr>
<tr>
<td>Member annual revenue &gt;$150M - $600M</td>
<td>$25,000</td>
</tr>
<tr>
<td>Member annual revenue &gt;$20M - $150M</td>
<td>$18,000</td>
</tr>
<tr>
<td>Member annual revenue $0 - $20M</td>
<td>$9,000</td>
</tr>
<tr>
<td>Startup - annual revenue is less than $10M/year AND in business less than 4 years</td>
<td>N/A</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.

ASSOCIATE
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<table>
<thead>
<tr>
<th>Category</th>
<th>Yearly Fee - Non-Voting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate</td>
<td>$1,000</td>
</tr>
<tr>
<td>Individual</td>
<td>$300</td>
</tr>
<tr>
<td>Educational Institution</td>
<td>$0</td>
</tr>
</tbody>
</table>

TECHNOLOGY AFFILIATE
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<table>
<thead>
<tr>
<th>Category</th>
<th>Yearly Fee - Voting*</th>
</tr>
</thead>
<tbody>
<tr>
<td>SFF TA TWG (Technical Work Group)</td>
<td>$1,500</td>
</tr>
</tbody>
</table>

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

**Cloud Storage Technologies Initiative (CSTI)**
- Member, Voting: $5,000
- Member, Non-Voting: $3,000
- Startup Member, Non-Voting: $1,000
- 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 or Educational Institution Member, Non-Voting: $300

**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

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**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.