

CompTIA Vendor and Distributor Memberships

CompTIA is the global nonprofit information technology (IT) trade association advancing the interests of IT professionals, vendors, and distributors. The association educates the IT channel, certifies the IT workforce, advocates on behalf of the industry, and gives back through philanthropy. By joining CompTIA, you receive full support from a powerful IT trade organization whose main objective is to help advance the IT industry. The association strives to provide members with valuable tools and benefits that help your IT channel partners' businesses run more effectively and efficiently. CompTIA membership is corporate-wide, allowing your entire organization to take advantage of all the benefits.

CompTIA Member Benefits

EDUCATION

CHANNEL EDUCATION

- Unlimited access to the CompTIA portfolio of printed and downloadable education resources
- FREE registration to CompTIA live Channel Training Workshops
- FREE registration to CompTIA live Quick Start Sessions
- FREE delivery of CompTIA live Channel Training Workshops (valued at \$6,500)
- FREE delivery of CompTIA live Quick Start Sessions
- ChannelKIT-full access to CompTIA educational resources for your partner base

EVENTS

- FREE booth at CompTIA Breakaway (\$5,000 value)
- Unlimited CompTIA Breakaway registration passes for your staff
- Unlimited VIP CompTIA Breakaway invitations for your channel partners
- Participation at the CompTIA Annual Member Meeting
- FREE registrations for the CompTIA webinar series

RESEARCH

- Unlimited access to the CompTIA ReSEARCH Engine and a minimum of 20 new research studies annually
- Ability to reference research in business plans, reports, presentations, and collateral
- Research topics include: Business and Economics, Channel Intelligence, Cloud Computing, Emerging Technologies, Green IT, Healthcare IT, IT Security, IT Workforce, Managed IT Services, and SMB Market Research

CERTIFICATIONS AND BUSINESS CREDENTIALS

CERTIFICATIONS

- 15% discount on certification voucher purchases

BUSINESS CREDENTIALS

- Provide your partners with a CompTIA Trustmark-the industry business credential that will help them win more business!
- Discounts on CompTIA MSP Trustmark, CompTIA Security Trustmark, and CompTIA Authorized Service Center business credential vouchers

ADVOCACY

- Participation in CompTIA Advocacy initiatives. Ongoing issues include cybersecurity, green IT, healthcare IT, and economic issues.
- Learn how Capitol Hill is affecting your business. Sign up for TechVoice Alerts-www.techvoice.org

PHILANTHROPY

- Involvement in CompTIA Creating IT Futures Foundation at www.creatingITfutures.org

COMMUNITIES

- Participate as a thought leader in CompTIA Communities which include: Advancing Women in IT, Cloud/SaaS, Healthcare IT, IT Business Growth Professionals, IT Security, IT Services and Support, Managed Print Services, MSP Partners, Small Business Owners, UK Channel, and Unified Communications
- Access the CompTIA Online Community Network and connect with like-minded people

MEMBER RESOURCES

- Unlimited access to the CompTIA Member Resource Center at www.comptia.org/members
- Unlimited advertisements in the CompTIA Connect5 newsletter- over 35k subscribers; Listing in the CompTIA Member Directory
- Dedicated Member Services Team & live CompTIA Welcome Webinar
- News to Use- A monthly eNewsletter for IT Vendors & Distributors on how to help their Solution Provider partners
- Discounts on business products and professional services including insurance, office supplies, automation, travel, and more
- Logo listed on CompTIA Member web page- **Coming in 2012**

U.S. AND INTERNATIONAL MEMBERSHIP PRICING

Annual Revenue	Annual Fees
\$10M-\$50M	\$2,500 USD/\$2,595 CAD
Over \$50M	\$5,000 USD/\$5,195 CAD
PRICING FOR EMERGING VENDORS	
Under \$10M (first year)	\$625 USD/\$650 CAD
Under \$10M (second year)	\$1,250 USD/\$1,300 CAD
Under \$10M (third year)	\$2,500 USD/\$2,595 CAD

JOIN TODAY
FREE BOOTH AT
CompTIA BREAKAWAY
 (\$5,000 VALUE)

www.comptia.org/membership

ChannelKIT

Vendor & Distributor ChannelKIT

The CompTIA Vendor and Distributor ChannelKIT is a set of educational resources to help you manage your 'un-managed channel'. These resources will reduce your training costs and increase your active partner base by providing intense hot topic IT training courses, free 'Quick Start' educational downloads, and discounts on membership and credential bundles! To utilize the ChannelKIT—you must be a CompTIA member. **Join Today!**

Members: Download the Vendor & Distributor ChannelKIT Today
<http://comptia.org/members/channelkit>

Not a Member? Join Today for as little as \$625 a year
<http://comptia.org/membership>



1. CompTIA Channel Training Courses

Deliver intense IT Channel Training Courses, Quick Start Sessions, and Webinar Content at **NO COST!** Book sessions for your partner conferences, roadshows, and live webinars. Your training courses will be promoted on the **CompTIA Course Locator**, and CompTIA provides promotional copy for use on your event registration pages. **FREE TO MEMBERS** \$6,500 Value (Instructor fees and T&E are included).

2. CompTIA Education Landing Pages

CompTIA Education Co-Branded Landing Pages are another way to educate your existing and prospect partner base. Sign up for a co-branded landing page with downloadable education 'how-to' resources in hot topics, including: Cloud, Healthcare IT, IT Security, Managed Services, Managed Print Services, and Unified Communications. Each landing page comes with a lead capture form and set of promotional materials including an HTML email, word copy for your newsletters, and social media tips for immediate implementation. Leads are delivered 1x per month!



3. CompTIA Membership Discount Pages

CompTIA provides a \$100 discount on membership and on CompTIA Trustmark bundles for your channel partners. Incorporate this into your Channel Program benefits or as a promotion to your partner base. CompTIA provides you with a co-branded registration page, HTML email, word copy collateral, and social media tips for immediate implementation on social sites. Leads are delivered 1 x per month!

4. CompTIA Vendor Trustmark Toolkit

Provide your partners with the industry business credential that will help them win more business! The CompTIA Security Trustmark™ and MSP Partners Trustmark™ credentials identify qualified and competent Solution Providers in the areas of IT Security and Managed Services. Include this best practice 'seal of approval' as part of your partner program benefits. CompTIA provides a promotional toolkit for you to spread the word to your partners! Download the toolkit today!

