



CompTIA
UK Channel
COMMUNITY

ABOUT CompTIA

CompTIA is the trade association representing the IT channel. After the recent acquisition of TCA, CompTIA has over 500 members in the UK and over 2,500 members globally. The Association focuses its efforts on four key pillars of activity:

- Educating the IT channel
- Certifying the IT workforce
- Advocating on behalf of the industry
- Giving back through philanthropy

By joining CompTIA, members receive full support from a vendor-neutral global trade organisation whose main objective is to help advance the IT industry.

The CompTIA UK Channel Community was formed in early 2011 following the acquisition of Technology Channels Association (TCA). The community was formed in an effort to provide a platform for resellers, distributors, and vendors to focus on developing best practices, business education and resources for companies engaged in the delivery of IT services in the UK.

The UK Channel Community meets face-to-face four times a year, and monthly conference calls keep the members up-to-date in between meetings. The group also communicates with each other through the LinkedIn forum. Non-members are also welcome to participate in the online forum, access a selection of free CompTIA education and attend events without having the right to vote. CompTIA members have full access to everything including our online forums, education, certifications/credentials and events in which they have full voting rights.

What are the CompTIA Communities?

CompTIA communities are the building blocks of the Association's industry-focused activities. Each group engages a group of like-minded thought leaders in a particular technology, market or business segment. Community members discuss and develop initiatives from hot topics, trends, and industry requirements that are then managed with the resources and backing of CompTIA, to ultimately help them grow their business.

What are the benefits in joining?

Benefits of being a part of a CompTIA community include:

- Network with like-minded senior executives in the IT channel across the UK
- Learn from others in a similar position to you, share ideas and discuss common issues
- Attend popular events, utilise educational resources and participate in online discussion groups
- Help provide direction to CompTIA in the development of channel initiatives
- Access industry-built best practices guides, white papers, research and more to help with business planning, marketing, education and sales efforts
- Get recognition from your peers and the industry as a thought leader

What is the next step?

1. Join the LinkedIn Forum
www.comptia.org/uklinkedin
2. Check out our FREE CompTIA education resources:
www.comptia.org/channeleducation
3. Register and attend our next event: www.comptia.org/events
4. Join CompTIA! www.comptia.org/joinnow

CompTIA Membership Benefits	VAR	VENDOR / DISTRIBUTOR
CHANNEL EDUCATION		
Unlimited access to CompTIA's portfolio of printed and downloadable education resources	✓	✓
FREE registration to CompTIA's Live Foundations Workshops	✓	
FREE registration to CompTIA's Live Quick Start Sessions	✓	
FREE delivery of live CompTIA Foundations Workshops (valued at £3,695)		✓
FREE delivery of live CompTIA Quick Start Sessions		✓
Co-branded landing page to facilitate promotion of CompTIA education curriculum to your partners and channel		✓
EVENTS		
Participation at the CompTIA EMEA Member Conference	✓	✓
FREE registration for CompTIA Community events		✓
FREE registration for CompTIA webinar series	✓	✓
Unlimited CompTIA Breakaway registration passes for your staff	✓	✓
FREE booth at CompTIA Breakaway (\$5,000 value)		✓
RESEARCH		
Unlimited access to a minimum of 15 new research studies annually	✓	✓
Unlimited access to CompTIA's Research Archive Bank	✓	✓
Ability to reference research in business plans, reports, presentations and collateral	✓	✓
Research topics include: Business and Economics, Channel Intelligence, Cloud/SaaS, Emerging Technologies, Green IT, IT Security, IT Workforce, Managed IT Services, and SMB Market Research	✓	✓
CERTIFICATION AND BUSINESS CREDENTIALS		
CERTIFICATIONS		
80% discount on first certification voucher purchase**	✓	
15% discount on additional certification voucher purchases**	✓	✓
BUSINESS CREDENTIALS		
FREE adoption of the CompTIA Confidence Delivered Program (formerly TCA Confidence Assured)		
Discounts on CompTIA Authorized Service Center business credential vouchers	✓	
Discounts on CompTIA MSP Partners Trustmark and CompTIA Security Trustmark business credential vouchers	✓	✓
ADVOCACY		
Participation in CompTIA Advocacy initiatives. On-going issues include cybersecurity, green IT, and economic issues	✓	✓
Get your voice heard by collectively rallying as a unified voice in front of government interest groups	✓	✓
PHILANTHROPY		
Voting rights for CompTIA Communities Philanthropic Challenge (donations to charities)	✓	✓
Involvement in CompTIA's philanthropic efforts at www.comptia-ef.org	✓	✓
COMMUNITIES		
Participate as a thought leader in CompTIA Communities which include: Cloud/SaaS, Healthcare IT, IT Business Growth Professionals, IT Security, Managed IT Services, Managed Print Services, Small Business, UK Channel, and Unified Communications*	✓	✓
Access to CompTIA's Online Community Network	✓	✓
MEMBER RESOURCES		
Unlimited access to the CompTIA Member Resource Centre	✓	✓
Listing in the CompTIA Member Directory on the Member Resource Centre	✓	✓
Unlimited advertisement in the CompTIA Connect5 newsletter (35,000 subscribers)	✓	✓
Live CompTIA Welcome Webinar	✓	✓
Dedicated Member Services Team	✓	✓
Discounts on business products and professional services including insurance, office supplies, travel, and more	✓	✓
Logo listed on CompTIA's Member web page—Coming in 2011	✓	✓