

# INCOMPAS

## Service Provider Member Benefits-at-a-Glance

INCOMPAS Membership Benefits	Description
<b>Advocacy</b>	<ul style="list-style-type: none"><li>» Receive communications and updates regarding key issues.</li><li>» Be a part of our collaborative process through participation in working groups and regular conference calls.</li><li>» Participate with INCOMPAS on our advocacy initiatives.</li><li>» Benefit from our strong presence at the FCC and Congress as demonstrated by INCOMPAS' history of significant policy wins.</li><li>» Attend INCOMPAS events that focus on thought leadership and education on key policy initiatives.</li></ul>
<b>The INCOMPAS Show</b>	<ul style="list-style-type: none"><li>» Voting Membership in INCOMPAS.</li><li>» Receive up to a <b>42% discount</b> on exhibit space.</li><li>» Receive a <b>38% discount</b> on meeting rooms.</li><li>» Receive a <b>30% discount</b> on registration fees.</li><li>» Access to premium exhibit space and meeting rooms.</li><li>» Priority consideration for panelist positions and speaking opportunities.</li><li>» Access to the INCOMPAS Marketplace, which enables our membership to locate vendor and carrier partners.</li></ul>
<b>Board of Directors</b>	<ul style="list-style-type: none"><li>» Eligible for INCOMPAS Board of Directors seat.</li></ul>
<b>Marketing Opportunities</b>	<ul style="list-style-type: none"><li>» 6 ads/mentions in the INCOMPAS eNewsletter (1 issue/mo.).</li><li>» 2 Feature Articles in the INCOMPAS eNewsletter.* <small>*All content must be reviewed and approved by INCOMPAS.</small></li><li>» Market your company's services and expertise to our membership.</li><li>» Receive a 45% discount on webinar program fees.</li></ul>
<b>INCOMPAS.org</b>	<ul style="list-style-type: none"><li>» Access to the Members-Only portal on INCOMPAS's website, which features exclusive industry information.</li><li>» Create a member profile and use our Members-Only database to help you contact INCOMPAS members.</li><li>» Featured member listing on INCOMPAS.org.</li></ul>

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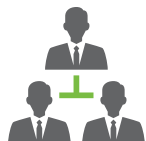
### Regulatory and Legislative Advocacy

- » Unite with other members of the competitive communications industry to advance pro-competitive laws and regulations that will help grow your business.
- » Take advantage of INCOMPAS' substantial presence in the FCC, Congress and the court system. Let INCOMPAS become your advocate and save thousands on lobbying and filing expenses.



### Become More Involved and In Touch with the Industry

- » Serve on the Board of Directors and make a difference in shaping the future direction of the association and the competitive industry.
- » Become a member of the Regulatory/Legislative Committee to stay current on issues and upcoming decisions, and weigh in on INCOMPAS' policy positions.



### Network and Increase Sales

- » Expand your networking and sales opportunities at our industry-leading events. Showcase your products with priority access to premium exhibit space and meeting rooms. Take advantage of premier sponsorship opportunities and priority consideration for speaking opportunities.
- » Publicize your company through the INCOMPAS website and our public relations efforts, as well as our weekly electronic newsletter, which is distributed to 10,000 industry professionals. Let INCOMPAS enhance your marketing efforts by sharing your press releases and company announcements through the eNewsletter and social media channels.
- » Speak at our show, as well as on our members only conference calls, to be heard by business leaders, investment analysts, government officials, and the media. Market your company's expertise to both members and non-members through our discounted webinar programs.
- » Access the Members-Only portal through the INCOMPAS website and view exclusive industry information, filings, white papers, webcasts, webinars and more!

- » Utilize the searchable membership database available in the Members-Only portal through the INCOMPAS website. This web interface allows you to create company and representative profiles. In addition, search other member profiles to find potential customers/vendors/partners with whom you would like to develop into new relationships and future business ventures. Turn those cold calls into warm calls!
- » Gain a competitive advantage within the industry, as INCOMPAS members favor doing business with fellow member companies.



### Lower Expenses

- » Manage your company more profitably by developing your professional and technical skills through INCOMPAS seminars, workshops, educational sessions, webcasts, webinars, and online discussion forums.
- » Benefit from the INCOMPAS Preferred Partner Program, which provides members-only discounts on vendor and professional services, and the INCOMPAS Marketplace, which assists members in locating carrier and vendor partners.
- » Receive a 45% discount on sponsoring INCOMPAS' webinar program, which offers both a value to our membership and increases your company's exposure.
- » Reduce your trade show expenses by capitalizing on membership discounts while specifically targeting your core customer base to drive sales. Members receive the following discounts at The INCOMPAS Show:
  - » Up to a 42% discount on exhibit space
  - » 30% discount on registration fees



### Dues Structure

Dues are based on the type of provider (e.g. wirelines, wireless, content, OTT) and size of provider by annual revenue and segmented by large, medium and small business categories. Dues are paid at the beginning of each year for the calendar year.