

# We Are the CompTIA COMMUNITY

MEMBERSHIP & BENEFITS OVERVIEW





# Connect with the Tech Industry

Technology has the power to unlock the potential of every business, everywhere. For companies that provide technology solutions and IT services, it is critical to thrive amid ever-changing market dynamics.

## That's where the CompTIA Community comes in.

Membership in the CompTIA Community provides technology companies with a vendor-neutral gathering place where you can build a trusted community of peers, give back to the industry and access the resources and tools you need to build a thriving business.

## Did you know that when your company joins CompTIA, every single employee can access membership benefits?

Whether you want to connect with partners, access the latest industry trends, contribute to moving the industry forward, expand your network or better safeguard your business and your customers from cybersecurity threats, the CompTIA Community is a one-stop destination for business and professional growth—for you and every employee at your company.

Company Membership	Associate Membership
<p><b>MSP and Solution Providers</b></p> <p>Managed service providers (MSPs), managed security service providers (MSSPs), XaaS providers, integrators, independent software vendors, value-added resellers, system houses and technology consultants</p>	<p><b>Vendors and Distributors</b></p> <p>Manufacturers, developers and distributors of technology products and services</p> <p>Businesses providing services to the tech ecosystem, such as financial, legal, sales, marketing, business consulting, training organizations, media and other not-for-profit technology organizations</p>

See yourself in the CompTIA Community at [Connect.CompTIA.org/CompTIACommunity](https://Connect.CompTIA.org/CompTIACommunity)

# CompTIA Member Benefits

Maximize the perks of belonging



## Industry insights and business tools

Access to relevant, unbiased and dependable research. Use CompTIA research in your marketing and sales presentations and co-brand select CompTIA reports with your company logo.



## Communities, Councils and Committees

Participate in engaging groups of peers dedicated to solving real-world business problems. Build your professional network and make your mark on the industry.



## CompTIA events

Growth happens when you connect with peers, thought leaders and experts at CompTIA events. Enjoy unlimited, complimentary registrations to CompTIA events for everyone at your company.



## Industry education

CompTIA's vendor-neutral business training and education can help you grow in your career and supplement your company's learning portals with recorded or live virtual training.



## Member directory

Inclusion in and access to the full CompTIA member directory makes it easier for you to connect with members and discover new partners.

CompTIA member benefits provide you with a wealth of resources that, when leveraged, result in measurable impact—helping to grow and expand your technology business and career.



### **CompTIA ISAO**

The CompTIA Information Sharing and Analysis Organization (ISAO) provides you with the tools and resources you need to develop and maintain a strong cybersecurity practice. The CompTIA ISAO is included in MSP and solution provider membership and is an add-on for other member types.



### **Cybersecurity Trustmark**

Differentiate your MSP by adhering to industry best practices. Receive an accreditation designating that your business has met or exceeded these benchmarks.



### **Cybersecurity Emergency Response Team**

The Emergency Response Team includes volunteer members who are committed to providing other MSPs and solution providers with the resources and support they need during the aftermath of and recovery from a business disruption event.



### **Certification discounts**

Our vendor-neutral certifications help millions of IT workers validate their skills and advance in their careers. CompTIA certifications are discounted for everyone in your organization.



### **Business service offerings**

Save time and money with exclusive discounts from FedEx, Hertz rental cars, Covered Insurance for home and auto insurance, and GCG Financial and The Hartford for cybersecurity and business insurance.

# CompTIA Member Groups

Build a trusted community of peers

## CompTIA Communities

Advance the technology industry and connect with peers in your region of the world. Communities provide our members with access to professional networks, virtual and in-person events, the ability to share best practices globally, and opportunities to further your career and give back through leadership positions and industry initiatives. Current regional communities include:



### ANZ

Australia and New Zealand



### Benelux

Belgium, the Netherlands and Luxembourg



### DACH

Germany, Austria and Switzerland



### North America

Canada and the United States



### UK&I

United Kingdom and Ireland

New communities representing additional regions of the world are always being considered. Visit [Connect.CompTIA.org/Connect](https://Connect.CompTIA.org/Connect) for current information on member groups.

Belonging is the heart of the CompTIA Community. Our members can find their place and participate in conversations, learning opportunities and industry initiatives within regional communities, topical committees and online forums.

### Topical Committees

Each community offers committees where members can engage more deeply on an important technology topic. Committee members participate in initiatives, provide thought leadership and work together to solve common business problems. Committees are designed to be nimble groups, providing members with the ability to quickly respond to industry challenges. Current committees in your region may include:

- **Advancing Tech Talent and Diversity:** Support the tech industry with diversity, equity, inclusion and belonging (DEI&B) initiatives.
- **Cybersecurity:** Stay on the forefront of cybersecurity technologies, challenges and information sharing.
- **Emerging Technology:** Identify the technology solutions that are transforming operations and creating business opportunities.
- **Managed Services:** Share best practices for business strategy, operations, marketing and more with other MSPs.

### Technology Interest Groups

Technology interest groups provide an online forum where members can access news and information and start conversations about specific areas of business and technology. Current technology interest groups include Advancing Women in Technology, Artificial Intelligence, Blockchain, Drone and IoT.

### Industry Advisory Councils

Active members looking to raise their thought leadership profile may be invited to participate in an Industry Advisory Council. These invitation-only councils focus on established and emerging technology domains, such as artificial intelligence, IoT, the SaaS ecosystem, cybersecurity and more. They develop innovative content designed to help members unlock business potential by equipping them with the tools needed to advise customers on leading-edge business solutions.

# CompTIA Events

Connect and grow with your CompTIA Community

CompTIA events bring the tech community together! Our regional events, conferences, virtual meetings and more foster the collaboration, learning opportunities and resources necessary to analyze industry trends and plan for business success in a vendor-neutral environment.

**ChannelCon:** The tech industry's premier annual education, networking and partnering event is the place to connect. ChannelCon features top-notch speakers, engaging community meetings, a variety of education tracks and fun networking activities. Members and industry professionals love ChannelCon for its unique, vendor-neutral atmosphere that encourages attendees to learn from one another and grow together. Vendor, distributors and associate members may qualify for booth space in the exhibitor hall (space is available on a first-come, first-served basis).

**CompTIA Communities and Councils Forum (CCF):** CCF is a one-of-a-kind event, designed to maximize member-to-member knowledge sharing and guide you as you plan for business success. It is the perfect way to experience the collaboration that makes the CompTIA Community a special place.

**EMEA Member and Partner Conference:** This event brings together organizations in the EMEA region that are building, selling or influencing the adoption of technology to collaborate, partner and share best practices.

**Community Events:** Regional in-person and virtual events, meetings and webinars that feature speakers on relevant and timely industry topics. These interactive events allow you to engage with thought leaders, peers and experts in your field.



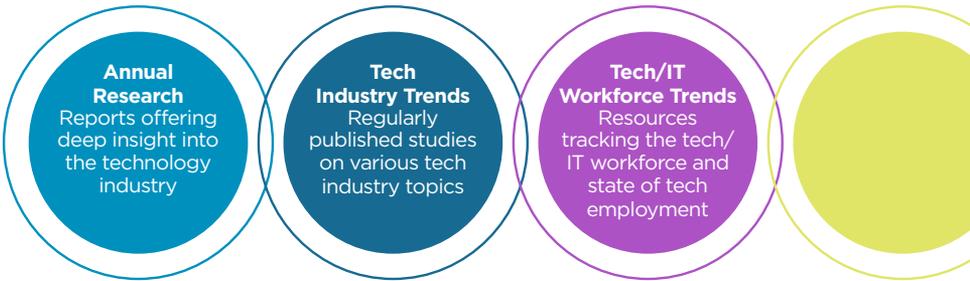
View all upcoming events at  
[Connect.CompTIA.org/events/all-events](https://Connect.CompTIA.org/events/all-events)

# Industry Research & Education

CompTIA Community members get access to industry-leading, vendor-neutral research and market intelligence as well as educational programs tailored to technology business owners, channel account managers, sales and marketing professionals, and more.

## Industry Research and Market Intelligence

CompTIA research and market intelligence provides timely and relevant insights into today's global technology industry. CompTIA collects data from thousands of end users and tech companies on a range of issues covering tech trends, channel dynamics and the tech/IT workforce.

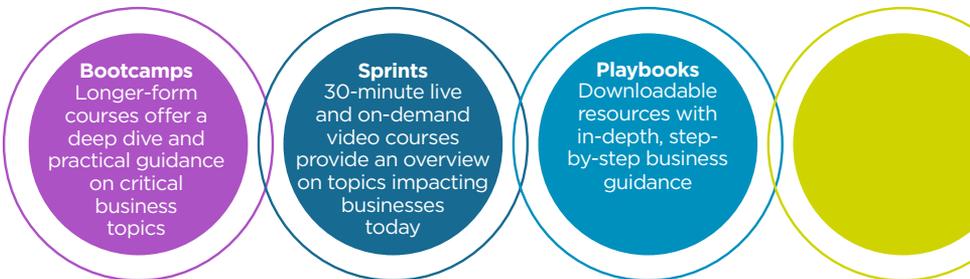


### Research as a Member Benefit

CompTIA members can incorporate CompTIA research into business and marketing plans, education offerings and sales strategies. CompTIA members can also co-brand select annual research reports, which can then be utilized as an effective sales and marketing tool.

## Industry Education

CompTIA industry education helps technology business owners and professionals unlock their potential through programs designed to build their careers and companies. CompTIA members have access to our full portfolio of education offerings via the Member Learning Portal.



# Cybersecurity Programs

Improve your cybersecurity reputation and response

## CompTIA ISAO

The CompTIA ISAO is the only cybersecurity information sharing and analysis organization built to address the unique needs of MSPs, managed security service providers, solution providers, vendors, distributors and consultants who help power the small businesses that serve as the backbone of the global economy.

The CompTIA ISAO is included in MSP and solution provider membership benefits as part of our commitment to helping these businesses combat cybersecurity threats. Vendors, distributors and associate members can upgrade their membership to include the CompTIA ISAO.

The CompTIA ISAO provides tools and resources to develop and maintain a strong cybersecurity practice, including:

- Proactive, actionable threat intelligence and analysis of potential impacts
- Best practice sharing in the Cyber Forum, a trusted peer community
- Access to your Cyber Risk Rating, powered by SecurityScorecard
- Ability to submit potential threats through the Sophos X-OPS platform

## CompTIA Cybersecurity Trustmark

The CompTIA Cybersecurity Trustmark provides MSPs and solution providers with an auditable certification standard around existing cybersecurity frameworks—allowing these businesses to further showcase their commitment to industry best practices. The Cybersecurity Trustmark, newly updated in 2023, requires a nominal fee to cover program expenses.

Too many technology companies are on their own defending against threats that are increasingly targeted and malicious, with the potential to seriously harm the industry's credibility. The CompTIA Community is committed to making our industry more cyber secure through a growing portfolio of programs available to members.

### **Cybersecurity Emergency Response Team**

It takes a community to combat cybersecurity threats, which is why CompTIA has brought together a group of volunteer members to help other MSPs get through a security incident, natural disaster or business disruption. The Emergency Response Team provides members with resources and support during the challenges they encounter in the aftermath of and recovery from a business disruption event.

### **CompTIA ISAO Leadership**

The CompTIA ISAO is guided by an expert council made of up the best minds in the cybersecurity, IT channel and MSP communities with a common goal of ensuring that robust security practices are implemented throughout the tech industry. Members of the CompTIA ISAO Executive Steering Committee serve as the governance body for the CompTIA ISAO.

# Social Innovation Programs

## Give back to the industry

The IT industry needs more workers, and more workers need more opportunities. CompTIA is combatting this workforce challenge through social innovation. As a member, you have the opportunity to participate in our philanthropic efforts.

### **CompTIA Spark**

Operating as the social innovation and impact arm of CompTIA, CompTIA Spark is a 501(c)(3) non-profit that aims to bring high-quality tech education to youth. Its innovative programs make tech exciting, accessible and inclusive while building skills and confidence for life. CompTIA members and partners can support this vital work by donating directly and through program partnership.

### **CompTIA Giving**

Both in time and money, CompTIA gives back to charities that help youth and adults pursue careers in IT and help diversify the IT workforce. CompTIA members who participate in regional communities have the opportunity to determine how to support deserving organizations. Examples of organizations that CompTIA has supported include the Technology Students Association, On-Ramps to Careers in DC and the Women's Audio Mission. In addition, the CompTIA Community brings members together to participate in charitable activities at events.



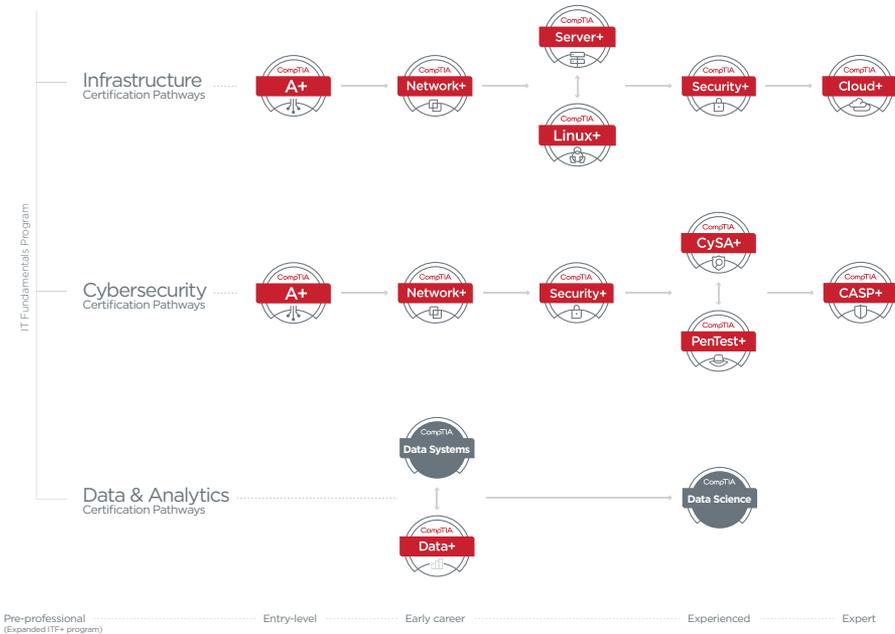
Learn more at  
**[CompTIASpark.org](https://www.comptiaspark.org)**

# CompTIA Certifications

Unlock the potential of your tech workforce

Our vendor-neutral certifications help IT pros validate their skills and advance their careers and can help differentiate your business in a competitive marketplace. CompTIA certifications enable a highly skilled and confident IT staff that will help fill the IT skills gap and ensure your business is ready for the technology challenges of today and tomorrow. Certification training and testing is also available online.

Discounts on certifications are available to CompTIA members looking to train their staff or level up their own skills. Contact a CompTIA member rep to learn about discounts on certifications at [membership@compbia.org](mailto:membership@compbia.org).



Unlock your potential at [CompTIA.org/certifications](https://www.comptia.org/certifications)

# Annual Membership Dues

Join our community of technology organizations and leaders worldwide. As a member, you and everyone at your company gain access to the benefits outlined in this booklet. Join now to be connected with a dynamic, diverse and global group of peers dedicated to moving the industry and their businesses forward, together.

Visit [Connect.CompTIA.org/Join-Now](https://Connect.CompTIA.org/Join-Now) or email [membership@CompTIA.org](mailto:membership@CompTIA.org) to get started.

## MSP and Solution Provider Membership\*

CompTIA Company Membership (CompTIA ISAO benefits included)		
U.S.	Canada	UK
\$450 USD	\$515 CAD	£295 GBP

## Vendor and Distributor Membership Options and Annual Dues\*

Company Revenue	CompTIA Company Membership Only	CompTIA Company Membership + CompTIA ISAO
\$0-\$5 Million	\$675 USD/\$700 CAD/£550 GBP	\$1,250 USD/\$1,300 CAD/£1,000 GBP
\$5-\$10 Million	\$1,375 USD/\$1,430 CAD/£825 GBP	\$2,500 USD/\$2,590 CAD/£2,000 GBP
\$10-\$50 Million	\$2,750 USD/\$2,855 CAD/£1,700 GBP	\$5,000 USD/\$5,185 CAD/£4,000 GBP
\$50 Million+	\$5,500 USD/\$5,715 CAD/£3,400 GBP	\$10,000 USD/\$10,370 CAD/£8,000 GBP

## Industry Associate Membership Options\*

Member Level	CompTIA Company Membership Only	CompTIA Company Membership + CompTIA ISAO
Associate	\$1,000 USD/\$1,035 CAD/£825 GBP	\$1,800 USD/\$1,865 CAD/£2,000 GBP
Associate with exhibitor booth option	\$1,375 USD/\$1,425 CAD/£825 GBP	\$2,500 USD/\$2,590 CAD/£2,000 GBP

\*Companies outside of the U.S., Canada and UK pay member dues at USD rate. Canada dues exclude GST; UK dues exclude VAT. Exchange rates vary.

Belong to the CompTIA Community at  
[Connect.CompTIA.org/Join-Now](https://Connect.CompTIA.org/Join-Now)



# CompTIA®

## CompTIA Worldwide Headquarters

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The Computing Technology Industry Association (CompTIA) is the tech-forward community of the \$5.2 trillion global IT ecosystem and the hub for the approximately 75 million professionals who design, deploy, manage and secure the technology that powers the modern economy.

Through collaboration, education, certifications and market research, CompTIA advances the businesses and careers that rely on tech.

**Visit [Connect.CompTIA.org](https://connect.comptia.org)  
to learn more.**

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