

CompTIA®

advancing
the business
of technology



[Connect.CompTIA.org](https://connect.comptia.org)

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Who is **CompTIA**.

Advancing the global technology industry.

The Computing Technology Industry Association (CompTIA) is a leading voice and advocate for the \$5 trillion global information technology ecosystem; and the estimated 75 million industry and tech professionals who design, implement, manage, and safeguard the technology that powers the world's economy.

Through education, training, certifications, advocacy, philanthropy and market research, CompTIA promotes industry growth; the development of a highly skilled workforce; and a commitment to creating an environment where innovation happens and the opportunities and benefits made possible through technology are available to all.

Visit **Connect.CompTIA.org** to learn more.

Where will CompTIA take you?

We live in a world of perpetual disruption, innovation and transformation—making access to technology insights and business expertise absolutely essential. That's where CompTIA shines. A global community of thousands of tech-focused companies and professionals, CompTIA's corporate memberships enable the connections and collaborations that influence the adoption of innovative technology solutions. We are the go-to resource for unbiased insight, guidance and tools to help companies drive more effective outcomes with their customers. Together, we accelerate growth in businesses and marketplaces leveraging technologies such as AI, big data, blockchain, cybersecurity, drones, IoT, managed services and beyond. CompTIA members are moving the business of technology forward.

Why Join CompTIA?

CompTIA membership can benefit your entire organization by helping you scale your tech business, connect with the right partners, safeguard your company and its customers against cyber-attacks, excel in your career and drive the tech industry forward. All members enjoy corporate-wide access to:

- **Industry Insights & Business Tools**
- **Exclusive Events & Education**
- **Technology Interest Groups, Communities & Councils**
- **Member Directory**
- **Standards & Trustmarks**
- **CompTIA IT Certifications**
- **Business Service Offerings**



Who Should Join

Our membership spans the full range of technology companies: established Fortune 500 leaders, small and medium-sized tech businesses that help customers solve real business problems around the world; and emerging tech-service innovators that support the implementation and management of the latest technology solutions.



Corporate Membership

Give your entire organization access to exclusive benefits, including industry research, discounts and connections to help you grow your business.



CompTIA ISAO Membership

Increase your cybersecurity resilience with all the latest tools and information, including threat intelligence and a trusted community to share best practices. We fight back against the cybersecurity threats that are targeting the IT industry.



Public Sector Membership

We give eyes, ears, and a voice to technology companies, informing them of policy and regulatory developments – and providing the means to do something about it.



Learn more about CompTIA membership at
Connect.CompTIA.org/membership

Industry Insights & Business Tools

Relevant and dependable research and business tools.

CompTIA provides the tech industry with research, analysis and tools that are helping to shape technology businesses of all sizes. Explore our resources to stay informed and on the leading edge of the industry.



Research & Market Intelligence

Our steady stream of research and market intelligence studies provide members with timely, relevant data and assessments that can offer direction to business, marketing, education and sales strategies. Our research team collects data from tens of thousands of end users and tech companies on a wide range of issues covering technology trends and the IT workforce.



Business Tools and Standards

Connect.CompTIA.org offers a fully loaded resource toolbox that includes standards, guides and templates to use in your day-to-day operations. Our most popular resources provide valuable information on cloud computing, cybersecurity, managed services, marketing, sales, go-to-market strategies, and so much more. CompTIA standards are a roadmap to smart business practices.



Business Use Cases

To help accelerate the adoption of emerging technologies, CompTIA offers a series of use cases and success stories that highlight examples of how members leverage emerging and cutting-edge technology solutions, including artificial intelligence (AI), blockchain, drones, internet of things (IoT) and cybersecurity to solve real-world business problems that helped customers transform their business and accelerate success.

Find CompTIA industry resources & business tools at **[Connect.CompTIA.org/Resources](https://connect.comptia.org/resources)**. Registered users can access select content free of charge while corporate members have unlimited access to all content.



Events & Education

Your opportunity to grow, learn and network.

CompTIA events foster the collaboration, learning opportunities and resources necessary to absorb, analyze and capitalize on trends and plan effectively for the future. We bring the tech community together through our executive forums, regional events, virtual meetings and more—giving everyone the opportunity to contribute their own ideas and visions for the industry.

ChannelCon – the tech industry's premier annual education, networking and partnering event is the place to connect. ChannelCon features a plethora of top-notch speakers, engaging community meetings, a variety of education tracks, and fun networking activities.

CompTIA Communities and Councils Forum (CCF) – a one-of-a-kind industry gathering, for both the highly-engaged members and those new to CompTIA, loaded with content and activities designed to improve our industry, businesses and ourselves.

EMEA Member & Partner Conference – an event bringing together all organizations building, selling or influencing the adoption of technology to collaborate, partner and share best practices to prosper in this expanding ecosystem.

Webinars – our online sessions feature an all-star roster of speakers on the most relevant and timely industry topics. These live, interactive seminars allow you to engage with experts in your field and advance your knowledge and skillset in a virtual environment.

Check out what CompTIA Events & Education has to offer at **Connect.CompTIA.org/events**.

Member Education

Corporate members can take advantage of CompTIA's member education and training, the most popular and highly rated member benefit. Utilize CompTIA's vendor-neutral training to fill your learning portals with recorded sessions or live virtual training to educate staff, partners and prospects on business topics relevant to today's ever evolving technology industry. Training is delivered through a variety of mediums including 45- to 60-minute sessions, as well as self-paced e-learning courses.

Vendor and Distributor Education

Available in live virtual and recorded formats

Our most popular course for our corporate vendor members, this six-module course prepares Channel Account Managers to successfully recruit, align, prioritize, manage and market through partners.

Channel Account Management (CAM) 101

Channel Account Management (CAM) 201

Building an Indirect Sales Channel

Industry Trends

Cyberstates and Cyberprovinces

IT Industry Outlook

State of the Channel

Trends in Cybersecurity

Trends in Managed Services

Industry Education

45-minute sessions on MSP business best practices available in live webinar or recorded formats

Accelerating Your Sales Strategy

Advanced Sales Techniques

Business Agility

Digital Selling and Social Media

Business Continuity and Data Recovery

Operational Efficiency

Tackling Cloud Security Concerns



Visit Connect.CompTIA.org/events/channel-training to learn more

Communities

Tech alliances to connect with like-minded peers.

Our member-led communities make CompTIA strong. As the heart of CompTIA membership, community members serve as an army of influencers and ambassadors helping to advance the tech industry as well as their own businesses and careers. As a member, you'll have the opportunity to collaborate on technology and business-building initiatives, network with peers, open doors to new partnerships, and contribute ideas to shape the future of our industry. There's a place for everyone.



Advancing Tech Talent and Diversity

This workforce-focused community helps tech professionals launch, thrive, and advance their careers while supporting technology businesses of all sizes with their diversity, equity, and inclusion journey.



ANZ Business Technology

Advance the technology industry and connect with peers in Australia and New Zealand. We offer members a forum for discussion, networking opportunities, education and training, and philanthropic activities for businesses that sell or influence tech products or services in this region.



Benelux Business Technology

Explore business opportunities and challenges in Belgium, the Netherlands and Luxembourg. We focus on Benelux as a world leader in innovation by providing technology professionals with opportunities to share best practices, connect with peers, and participate in regional events.



Canadian Business Technology

Discuss common issues and look for joint solutions to strengthen the technology industry in Canada.



Cybersecurity

Stay on the forefront of technologies, challenges, and information sharing. We take a holistic approach to cybersecurity and provide ways to improve the people, processes, and tech protecting your data.



Emerging Technology

Identify the technology solutions that are transforming business operations and creating business opportunities with like-minded professionals. Together, we identify challenges and opportunities with emerging and cutting-edge technologies like artificial intelligence, internet of things, drones, blockchain and more.



Managed Services

Grow your business by connecting with other managed service providers. We share best practices for business strategy, getting a seat at the planning table with your customers, operations, marketing, leveraging partners, and more.



UK Business Technology

Build and expand your business and connect with others to create a stronger, thriving tech industry in the UK. We are a progressive, vendor-neutral industry group and inclusive community that is dedicated to embracing emerging technologies and shaping the future of the channel in our region and beyond.



See how you can get involved in one (or more) of our communities at Connect.CompTIA.org/connect/communities.

Explore Technology Interest Groups

Technology interest groups (TIGs) provide members with an online forum to take a deeper dive into specific areas of business and technology with likeminded professionals. Join in conversations about trends, best practices, and business opportunities. These groups are free to join for registered users and members.



Advancing Women in Technology

This tech interest group meets virtually to discuss the issues, challenges, and opportunities for women in technology.



Artificial Intelligence

An online destination to discuss business opportunities, relevant industry trends and issues impacting AI.



Blockchain

A group that brings individuals together online to discuss business opportunities, relevant industry trends and issues impacting blockchain technology.



Drone

This group of drone enthusiasts shares best practices, business opportunities, trends, and issues affecting the drone market in a virtual forum.



IoT

This group provides an online platform for sharing resources, events, and engaging in discussion on the topic of IoT.



See how you can get involved in one (or more) of our technology interest groups at Connect.CompTIA.org/connect/technology-interest-groups.

Industry Advisory Councils

Empowering the business of technology.

Industry advisory councils are comprised of influential and knowledgeable leaders in their respective technology domains. Each CompTIA council serves to advocate and educate with a mission to accelerate the adoption of emerging technologies into businesses small and large. In addition, they develop innovative content and tools to help integrate these technologies into existing solutions that solve critical business problems. Industry advisory council positions are by invitation only.



Artificial Intelligence Advisory Council

As artificial intelligence integrates more into business, the council develops strategies and resources to create, deliver and support AI initiatives that accelerate success.



Cybersecurity Advisory Council

Working with the cybersecurity community and the CompTIA ISAO, this council educates tech businesses on cybersecurity best practices and accelerates the adoption of the latest security solutions.



Blockchain Advisory Council

The Blockchain Advisory Council identifies the trends and opportunities and develops valuable resources to help businesses adopt blockchain technology.



Drone Advisory Council

To capitalize on this emerging technology, the council supports all facets of the drone ecosystem and explores new routes to market, best practices, and standards.



Business Applications Advisory Council

With the continued growth of SaaS, applications and cloud solutions, the council develops new business opportunities and tools that demonstrate additional value for these technologies.



IoT Advisory Council

The IoT Advisory Council provides vision and guidance in matters relating to the creation, delivery and support of initiatives that accelerate internet of things adoption.



Channel Development Advisory Council

This council of executives from across the industry shares its expertise and experience to develop programs, tools, and other IT channel resources.



Learn more about our Industry Advisory Councils
at Connect.CompTIA.org/Connect/Advisory-Councils

Public Sector

Connecting the public and private sector.

CompTIA Public Sector Councils connect leading technology companies and dedicated professionals with key government officials to enhance their abilities to grow their businesses and careers. CompTIA Public Sector Councils serve as a collaborative source of knowledge, educational outreach and guidance to a wide variety of technology companies.



Federal Procurement Council

The Federal Procurement Council connects leading companies with policy and decision makers in the Federal government. The Council works closely with agencies, Congress, and the White House to help define, outline, and implement an IT-focused modernized acquisition framework.



Public Technology Institute (PTI)

PTI promotes the professional development of practitioners and government officials with research, education, professional development, consulting services, and national recognition programs.



State & Local Government and Education (SLED) Council

SLED engages with local and state governments to drive initiatives focused on advancing the interests of the IT industry. SLED offers the opportunity for meaningful dialogue on important issues facing governments including IT modernization and procurement reform.



International Trade Regulation & Compliance

CompTIA's international practice is focused on trade regulation and compliance and is made up of two committees to assist members in developing a strong global trade compliance program and organization through research, education and benchmarking.



Space Enterprise Council (SEC)

SEC works with U.S. and international officials to strengthen space policies and the commercial space industry. In both broad and more direct terms, the SEC provides insight on the economy and national security.

See page 18 for membership dues information.



Learn more about our Public Sector Councils at
Connect.CompTIA.org/Connect/Public-Sector

CompTIA ISAO Councils

Bringing together the best minds in the cybersecurity, IT channel, and MSP communities.

The CompTIA ISAO is the only cybersecurity information sharing and analysis organization built to address the unique needs and requirements of MSPs, managed security services providers, technology solution providers, vendors, distributors and consultants who help power SMBs serving as the backbone for the global economy. CompTIA ISAO Council members have a common goal: ensuring that robust security practices are implemented throughout the tech industry.



Executive Advisory Council

Members serve as the guiding governance body for the CompTIA ISAO, helping the organization fulfill its mission of advancing cybersecurity resiliency throughout the global tech industry.



MSP Champions Council

This council provides insight and thought leadership that help the CompTIA ISAO develop the tools and best practices for MSPs to improve their cybersecurity resilience and that of their customers.



SME Champions Council

Members of this council work together to provide insight and thought leadership that help all CompTIA ISAO members improve their cybersecurity posture against the latest threats.



Learn more about our CompTIA ISAO Councils at
Connect.CompTIA.org/Membership/CompTIA-ISAO

Philanthropy

Programs that 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. We support our philanthropic efforts along three branches: Creating IT Futures, CompTIA Giving and the CompTIA Tech Career Academy.



Creating IT Futures

We build on-ramps for people to prepare for, secure and succeed in IT careers. Creating IT Futures supports individuals that traditionally have been under-represented in STEM education and the IT workforce, such as girls and women, people of color and veterans. Every day we provide opportunities for youth and adults to learn, grow and thrive as technologists of the future.



CompTIA Giving

Both in time and money, CompTIA gives back to IT-related charities that help youth and adults pursue careers in IT and help to diversify the IT workforce. Examples of organizations that we support are the Technology Students Association, On-Ramps to Careers in DC, and the Women's Audio Mission.



CompTIA Tech Career Academy

The mission of the CompTIA Tech Career Academy is to unlock potential by helping launch and grow careers in information technology. As a non-profit, we train and prepare adults for certification and success in IT jobs to address an industry shortage of skilled IT professionals. Our sole motivation is to help students land and thrive in IT jobs in order to grow the tech workforce.

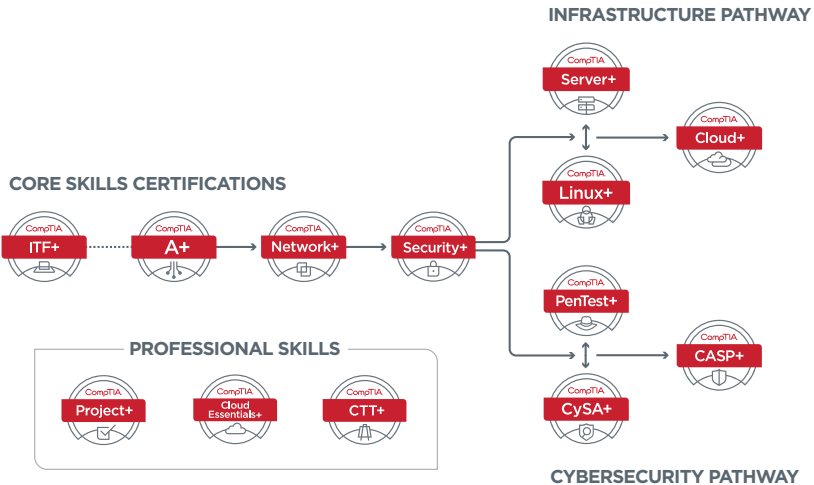


Learn more about how CompTIA gives back at [CreatingITFutures.org](https://www.creatingitfutures.org)

Certifications

Vendor-neutral certifications to help grow your career.

Our vendor-neutral* certifications help millions of IT pros around the world validate their skills and advance in their careers. Whether you're an IT professional, a student, an employer, an educator or part of a government entity – CompTIA certifications enable a highly-skilled and confident IT staff that will help fill the IT skills gap and ensure we're ready for today's and tomorrow's IT challenges. Certification training and testing is also available online. Contact a CompTIA member rep to find out about corporate member discounts on certifications, membership@comptia.org.



*Each exam covers multiple technologies, without confining the candidate to any one platform. Vendor-neutrality is important because it ensures IT professionals can perform important job tasks in any technology environment. IT professionals with vendor-neutral certifications can consider multiple solutions in their approach to problem-solving, making them more flexible and adaptable than those with training in just one technology.

Learn more about CompTIA certifications at [CompTIA.org/certifications](https://www.comptia.org/certifications).

CompTIA Member Benefits

We are the business of technology.

CompTIA member benefits are aimed at providing our members with a wealth of resources that, when leveraged, result in measurable impact—helping to grow and expand tech businesses and careers. All of which makes CompTIA more than just a trade group promoting the business of technology. It makes us the foundation for a deeper level of professional connectivity.

CompTIA Members enjoy:



INDUSTRY INSIGHTS & BUSINESS TOOLS

Immediate access to relevant, unbiased and dependable research. Use unlimited amounts of data in your presentations and even co-brand reports with your company logo!



TECHNOLOGY INTEREST GROUPS, COMMUNITIES & COUNCILS

Tech forums to engage with like-minded peers and the ability to serve in a leadership position.



EVENTS & EDUCATION

Your opportunity to grow, learn and network. Members can utilize CompTIA's vendor-neutral training and education to fill their learning portals with recorded or live virtual training to educate staff, partners and prospects on business topics relevant to today's evolving tech industry. Plus enjoy unlimited, complimentary registrations to all CompTIA events for everyone in your organization.



MEMBER DIRECTORY

Inclusion in and access to the full CompTIA member directory.



STANDARDS

Published protocols to benefit technology service providers around the world. The standards define what it means to operate a best-in-class business.



SECURITY TRUSTMARK+

The CompTIA Security Trustmark+ is based on the NIST Cybersecurity Framework and provides a cost-effective path for demonstrating compliance with key industry regulations such as PCI-DSS, SSAE-16, HIPAA, and others reliant on the NIST Framework. ISO, the International Organization for Standards, also currently maps into the NIST Cybersecurity Framework and is reflected in elements of the CompTIA Security Trustmark+. By pairing an internal audit with a 3rd party assessment of the policies, procedures, and operations in place to identify, detect, protect, respond to, and recover from security incidents the CompTIA Security Trustmark+ provides immense value and daily applicability.



CERTIFICATION DISCOUNTS

Our vendor-neutral certifications help millions of IT workers around the world validate their skills and advance in their careers. Whether you're an IT professional, student, employer, educator or part of a government entity, CompTIA certifications are discounted for everyone in your organization, ensuring your business is ready for the technology challenges of today and tomorrow.



BUSINESS SERVICE OFFERINGS

U.S. corporate members are eligible for savings from FedEx, S800 business services and cybersecurity and business insurance with GCG Financial and The Hartford. These exclusive benefits are designed to support your business and save you time and money.

ARE YOU A TECHNOLOGY VENDOR? CHECK OUT THESE ADDED BENEFITS!



LIVE AND ONLINE EDUCATION

Deploy our education content at live partner events; a huge value! We provide CompTIA instructors to deliver the content, at no cost to you.



COMPLIMENTARY EXHIBIT SPACE

Free booth/stand* at ChannelCon or the EMEA Member & Partner Conference, the industry's premier education and training events.



CO-BRANDED WEBINARS & CONTENT SYNDICATION FEED

Free customizable webinars and RSS feed to support your partner program.

The Value of CompTIA ISAO Membership

Advancing the cybersecurity resilience of the global tech industry

With cyberattacks on the rise, it's critical for MSPs, vendors, solution providers, distributors and other technology companies to secure their businesses. The CompTIA ISAO provides you with exclusive resources, information and guidance that will improve your company's and your clients' cybersecurity posture and threat preparedness while contributing to the cyber resilience of the entire tech industry.



ACCESS RISK INFORMATION

Get real-time availability and bi-directional sharing of proactive actionable threat intelligence and analysis of potential impacts.



SHARE BEST PRACTICES

Access to a dedicated forum to impart real-time threat information, analyze impacts, coordinate response efforts, and educate staff.



BUILD CONNECTIONS

Join a vibrant network of experienced business and security leaders to ask pressing questions, get the latest insights and share best practices.



MEMBER MEETUPS

Attend monthly CompTIA ISAO Member Meetups to engage in deeper conversations with fellow CompTIA ISAO members. Check regularly for virtual and future live events.



Learn more about the benefits of CompTIA ISAO membership at Connect.CompTIA.org/Membership/CompTIA-ISAO/Benefits

Corporate Member Dues Schedule

Your membership pays for itself with rich benefits at your fingertips.

Technology Solution Provider Membership Options and Annual Dues

CompTIA Corporate Membership Only	CompTIA ISAO + Corporate Membership
\$350	\$850

Visit [Connect.CompTIA.org/Join-Now/Solution-Provider-Application](https://connect.comptia.org/Join-Now/Solution-Provider-Application) to apply.

Vendor Membership Options and Annual Dues

Revenue	Corporate Membership Only	CompTIA ISAO + Corporate Membership
\$0-\$5 Million	\$675	\$2,175
\$5-\$10 Million	\$1,375	\$4,750
\$10-\$50 Million	\$2,750	\$6,500
\$50 Million+	\$5,500	\$10,000

Visit [Connect.CompTIA.org/Join-Now/Vendor-Application](https://connect.comptia.org/Join-Now/Vendor-Application) to apply.

Distributor Membership Options and Annual Dues

Revenue	Corporate Membership Only	CompTIA ISAO + Corporate Membership
\$0-\$5 Million	\$675	\$2,175
\$5-\$10 Million	\$1,375	\$4,750
\$10-\$50 Million	\$2,750	\$6,500
\$50 Million+	\$5,500	\$10,000

Visit [Connect.CompTIA.org/Join-Now/Distributor-Application](https://connect.comptia.org/Join-Now/Distributor-Application) to apply.

Industry Associates

Industry Associates dues range from \$1,000 - \$1,375 depending on your business needs. This category is a partnership with CompTIA that invites input from you, and participation, to help advance our industry. Contact membership@comptia.org for details as well as information on CompTIA ISAO membership and partnership opportunities.

Global Region Annual Dues

	Canada	UK
Technology Solution Provider	\$360 (excluding GST) \$935 (excluding GST) with CompTIA ISAO	£200 (excluding VAT) £600 (excluding VAT) with CompTIA ISAO
Vendor and Distributor	\$700 - \$11,500 (excluding GST)	£550 - £7,000 (excluding VAT)
Associate	\$1,150 - \$1,550 (excluding GST)	£825 (excluding VAT)

Public Sector Councils Membership Dues

Dues Band (company revenue)	SLED Council	Federal Procurement Council	Space Enterprise Council	ITRC
\$1-\$99.9M	\$3,500	\$2,500	\$3,500	\$5,000
\$100-\$499.9M	\$6,500	\$3,500	\$5,000	\$10,000
\$500-\$999.9M	\$10,000	\$4,500	\$7,500	\$15,000
\$1B - \$4.9B	\$12,000	\$6,500	\$10,000	\$18,000
+\$5B	\$14,000	\$7,000	\$12,000	\$20,000

Bundle discounts are available for companies interested in membership in multiple councils. Contact PSMembership@comptia.org

PTI, Powered by CompTIA, Membership (for local jurisdictions)

Visit Connect.CompTIA.org/Join-Now/PTI-Application to apply.


Become a Registered User

Not ready for a corporate member benefits package?


Registered user status allows you instant access to a limited number of CompTIA's IT industry insight. Explore and download research reports, training guides and join in on the community discussions. Use our guidance and resources to help you expand and thrive in the tech ecosystem.

Registered users can access:

- » Limited tech industry insight
- » Educational training guides
- » Videos on-demand
- » White papers
- » Case studies



Not ready for corporate membership?
Join as a Register User today
at Connect.CompTIA.org/Join-Now/Register



"CompTIA has given me so much and I'm so thankful for the opportunities you guys have given me and the people I have met through these amazing communities."

Hannah Lloyd, Vice President of Channel Sales, inSOC



"How many people have the opportunity to influence the technology industry. That's what CompTIA has provided me, and it makes a difference for everyone in the business of technology."

Nellie Scott, Sr. Global Channel Development Manager, SAS

resources at your fingertips

Download the CompTIA App

Features include:

- ▶ Instant Access to CompTIA Blogs, Videos & Podcasts
- ▶ App-Exclusive Content & Sneak Previews
- ▶ Member Directory
- ▶ Access to Forums for CompTIA Communities, Councils & TIGs
- ▶ Register for Events
- ▶ Interactive Polls & Features
- ▶ Tech News from Around the Globe



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