

Service Provider Members are competitive communications, networks and technology companies. Members in this category are eligible to vote on association matters and to serve on the INCOMPAS Board.

## Advocacy

Our core advocacy mission is to work with federal and state agencies, Congress and the White House, and to participate in judicial proceedings where necessary, to ensure that policies, rules and laws enable competition. INCOMPAS regularly builds coalitions among members, other trade associations, and public interest and consumer organizations to achieve our members' policy goals.

- Benefit from our reputation as a fierce and trusted advocate for competition for more than four decades and our strong history of significant advocacy wins at federal and state agencies and on Capitol Hill.
- Actively contribute INCOMPAS's advocacy work and be part of the collaborative process by participating in regular meetings and conference calls, issue-specific working groups and industry coalitions.
- Receive weekly communications and timely updates on key issues.
- Attend and speak at INCOMPAS in-person and virtual events that focus on thought leadership and education on key policy initiatives and business issues.

## Events

INCOMPAS hosts two prominent events each year. The INCOMPAS Policy Summit, which takes place in Washington, D.C., each spring, offers the opportunity to engage with key lawmakers and policy makers. The INCOMPAS Show, which takes place each fall, is the premier industry event, offering three days of networking, education and deal making. At these events, INCOMPAS members receive:

- Significant discounts on registration, exhibit space and meeting rooms
- Access premium exhibit space and meeting rooms.
- Priority consideration for speaking opportunities.

## Year-Round Networking and Marketing

Raise your company's visibility year-round through complementary marketing opportunities.

- Take advantage of the INCOMPAS Webinar Program, which offers each member one free webinar annually, including produced video of the webinar and registration list.
- Receive a member listing in our Members-Only Portal.
- Access the Members-Only portal on the INCOMPAS website, giving you the ability to network with other members outside of our in-person events.
- Be featured in a Member Profile, which is promoted on the association homepage, in our weekly eNewsletter and in the member profile archives.
- Place banner ads (6 complimentary/year) and feature articles (2/year) in the INCOMPAS eNewsletter, which goes out each Monday to members, as well as industry and policy leaders and press.

## Membership Dues



Service Provider Member dues are based on the type of provider – wireline, wireless, content, OTT – and annual revenue, with members grouped into small, medium and large categories. Dues are assessed each calendar year and must be paid at the beginning of the year to be a member in good standing to participate in advocacy work and receive members'-only benefits. Email Julia Strow at [jstrow@incompas.org](mailto:jstrow@incompas.org) for details.

## ROI on Membership

### Take a Leadership Role

- Serve on the Board of Directors and take an active role in shaping the future direction of the association and competitive industry.
- Have your voice heard and help guide INCOMPAS policy positions by participating on the policy committee, issue-specific working groups and coalitions.



### Network and Increase Sales

- Connect with other INCOMPAS members through our Members-Only portal to continue networking and doing business year-round.
- Raise your company's visibility through our Webinar Program, which reaches far beyond INCOMPAS members, gives you an opportunity to share expertise, address hot topics or showcase solutions that will benefit the communications industry.
- Expand your networking and sales opportunities at The INCOMPAS Show. This highly transactional event enables you to showcase products and services to top decision makers.
- Get preferred pricing on exhibit space and meeting rooms, and take advantage of high-profile sponsorships and priority for speaking.
- Publicize your company through the INCOMPAS website, our weekly eNewsletter, member profiles and many other channels.



### Engage in Policy and Legislative Advocacy

- Save thousands of dollars on lobbying and filing expenses with INCOMPAS as your advocate at the FCC, before Congress, in the states and internationally.
- Unite with other members to advance procompetitive laws and regulations that will foster growth of the market and your business.



### Lower Expenses

- Maximize travel ROI by attending our annual show to do business with dozens of customers all in one place, over the course of 2 1/2 days.
- Contain sales and marketing expenses through member discounts at our show.
- Manage your company more profitably by developing your professional and technical skills through INCOMPAS seminars, workshops, educational sessions, webinars, and online discussion forums.
- Receive complimentary services – webinar hosting, banner advertising, newsletter content – to raise your visibility among your core client base and potential partners.

