Data Center members are companies engaged in the provision of data center colocation and interconnection services. To qualify for this type of membership companies must have at least 85% of their overall revenue derived from colocation and interconnection services.

Events

INCOMPAS hosts two primary 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:

- A credit that can be used toward sponsorships at either event and/or reserving meeting rooms and exhibit space at The INCOMPAS Show. Note: The credit cannot be used toward registration fees.

- Significant discounts on registration, exhibit space and meeting rooms

- Access to 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, including:

- 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

Category	Annual Revenue	Annual Dues	Annual Event Credit
DC1	<$25M	$5,000	$2,500
DC2	$25M-$750M	$7,500	$3,750
DC3	>$750M	$10,000	$5,000

ROI on Membership

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 gives you an opportunity to share expertise, address hot topics or showcase solutions that will benefit the communications industry.

- Gain a competitive advantage wtihin the industry, as INCOMPAS members favor doing business with other member companies.

- 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 priority access to premium exhibit space and meeting rooms at a discount, and take advantage of high-profile sponsorships and priority for speaking.

- Publicize your company. INCOMPAS offers numbers opportunities to raise your company's visibilty through the year via the INCOMPAS website; our weekly eNewsletter, which is distributed widely throughout the industry and to press; member profiles; social media and many other channels.

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 3 days.

- Contain sales 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.

- Benefit from the INCOMPAS Preferred Partner Program, which provides members-only discounts on vendor and professional services, and the INCOMPAS Marketplace.

- Receive complimentary services - webinar hosting, banner advertising, newsletter content - to raise your visibility among your core client base and potential partners.

Voice Support of Competitive Markets

- INCOMPAS advocacy efforts support more than just service providers. Policy changes and updates affect the entire ecosystem. Join the efforts as the association advocates at the FCC, before Congress, in the states and internationally.