

# CIPTUG Vendor Membership

## MEMBERSHIP PROGRAMS

***The Cisco IP Telecommunications Users Group (CIPTUG) is pleased to offer several different membership levels for our Vendor Members.***

The CIPTUG Vendor Membership Program exists to provide vendor members an active, integrated way to participate with the CIPTUG end-user membership community. The program combines membership, and advertising benefits into a value-priced package that delivers recognition, premium advertising opportunities and outstanding conference visibility.

Vendor members are a vital force in supporting CIPTUG's mission of providing CIPT end-users the tools required to exchange information, influence product and service advancements, enhance their education and knowledge base, and network with peers, Cisco and vendor members. We want to help you leverage your commitment to the CIPTUG community by providing new and enhanced ways of reaching the membership continually throughout the year. We also want to recognize and reward Vendor Members who are our major supporters.

The CIPTUG Vendor Membership Program offers six different levels of participation and each level has a unique number of opportunities. The benefits for each membership level are described on the following pages.

Annual Conference exhibition and participation is not included in the membership packages and will be separately priced at time registration opens.

The various membership levels afford your organization a package price for membership, and advertising activities, as well as year long recognition. Some membership levels also include additional conference benefits and privileges.

CIPTUG thanks you for your participation and support of our organization. We look forward to an exciting year of delivering exceptional, exclusive and rewarding benefits to our Vendor Members.

**For additional details, contact:**

[membership@ciptug.org](mailto:membership@ciptug.org)



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# CIPTUG Vendor Member

**PLATINUM MEMBERSHIP: \$30,000**

## Membership Benefits:

- Annual CIPTUG International Vendor Membership.
- Platinum Membership logo for your website and other collateral.
- Designated Platinum Member on CIPTUG.org
- Priority listing upgrade in CIPTUG Online Vendor Directory with Platinum membership designation.
- One (1) Vendor Webinar every other month, or 6 per membership year (subject to selection of available dates).
- Posting of company description and sales contact information on CIPTUG.org and local chapter websites.
- Conduct two focus groups with selected CIPTUG individual members on the topic of choice at the CIPTUG Annual Conference or anytime during the year. *Note: CIPTUG will invite guests fitting profile criteria and moderate the focus group (if desired); vendor is responsible for final headcount and any additional focus group costs.*
- Participate in the annual Senior Executive Dinner & Reception (receive four invitations) with the CIPTUG Board members during CIPTUG Annual Conference.
- Participation in CIPTUG Vendor Advisory Council to influence and directly impact future growth of organization.
- Four (4) total voicemail blasts, distributed one time per quarter per membership year.
- Lead six (6) CIPTUG Blogs on topic TBD between CIPTUG Board of Directors and Platinum Member.
- Participate in CIPTUG.org Blogs and local CIPTUG Blogs.
- Receive 25 complimentary International CIPTUG memberships to offer to customers who are not currently CIPTUG members.
- Receive first choice on Webinar dates.

## Advertising Benefits:

- One (1) stationary CIPTUG.org banner ad in premium viewing locations (runs for 12 consecutive months).
- Four (4) CIPTUG e-Newsletter submissions with company name and logo included.
- Quarter Page ad in Telecom Reseller one time per quarter. The page will appear in the VOIP Networks section. The newspaper is a printed and mailed publication which reaches 33,000 enterprise telecom professionals, 6,000 Cisco telephony end users, including all CIPTUG members. Along with mention at top of page, corresponding banner ad on online edition.
- Two (2) postcard blind mailers to CIPTUG database, including design, printing, postage and mailing.
- Leverage the CIPTUG website by posting your company news and press releases related to IP communications on the CIPTUG site in the News & Events section. Post unlimited releases a year. (News articles will be rotated and must be approved by CIPTUG).

- Submit up to six (6) white papers a year in a CIPTUG e-communication, distributed to the entire membership.
- Send two (2) non-conference email/offer/invitation to targeted group of CIPTUG members. Work with CIPTUG to identify key lead criteria from CIPTUG database for email distribution list. Formatted email and content to be provided by vendor member for CIPTUG to send.
- Ability to manage and submit company content to vendor calendar locally and on CIPTUG.org, viewable publicly to CIPTUG members and other users.

## Conference Benefits: CIPTUG Annual Conference

- Three (3) hotel rooms at Annual Conference headquarters hotel for four (4) nights.
- Opportunity for 2 company executives to have picture with industry keynote speakers.
- Opportunity for 2 company executives to attend annual Chapter Leadership event at Annual Conference.
- Prominent logo placement and Platinum membership recognition on signage throughout CIPTUG Annual Conference venue, including one (1) Company Banner in meeting or exhibit space area.
- Complimentary 10x20 customer meeting space on the tradeshow floor, for use during tradeshow hours.
- First option to select desired booth location (based on availability at time of registration).
- Complimentary waived fees on any applicable Application Bake-Off registration fees.
- Receive 10 complimentary conference registrations to give to customers who are active CIPTUG members.

## CIPTUG Affiliated Local Chapter Benefits:

- Engage in and support local chapter activities/events – participation is subject to guidelines established by individual local chapters.
- Advance notifications/invitations to all CIPTUG managed local chapter meetings.
- Connect directly with Chapter Leadership Teams
- Interface with CIPTUG Affiliated Chapter Leadership Committee.
- Ability to present at local Chapter meeting.
- Opportunity to sponsor a local Chapter meeting.



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# CIPTUG Vendor Member

**GOLD MEMBERSHIP: \$18,000**

## Membership Benefits:

- Annual CIPTUG International Vendor Membership.
- CIPTUG Gold Membership logo for your website and other collateral.
- Designated Gold Member on CIPTUG.org.
- Five (5) Vendor Webinars per membership year (subject to selection of available dates).
- Posting of company description and sales contact information on CIPTUG.org and local chapter websites.
- Upgraded listing in CIPTUG Online Vendor Directory with Gold membership designation.
- Participate in the annual Senior Executive Dinner & Reception (receive two invitations) with the CIPTUG Board members during CIPTUG Annual Conference.
- Participation in CIPTUG Vendor Advisory Council to influence and directly impact future growth of organization.
- Two (2) total voicemail blasts, distributed one time per half year, per membership year.
- Lead three (3) CIPTUG Blogs on topic TBD between CIPTUG Board of Directors and Gold Member.
- Participate in CIPTUG.org Blogs and local CIPTUG Blogs.
- Receive 15 complimentary International CIPTUG memberships to offer to customers who are not currently CIPTUG members.

## Advertising Benefits:

- One (1) rotating CIPTUG.org banner ad in premium viewing locations (runs for 12 consecutive months).
- Two (2) CIPTUG e-Newsletter submissions with company name and logo included.
- One (1) postcard blind mailer to CIPTUG database, including design, printing, postage and mailing.
- Leverage the CIPTUG website by posting your company news and press releases related to IP communications on the CIPTUG site in the News & Events section. Post unlimited releases a year. (News articles will be rotated and must be approved by CIPTUG).
- Submission of four (4) white papers in a CIPTUG e-communication, distributed to the entire membership.
- Send one (1) non-conference email/offer/invitation to targeted group of CIPTUG members. Work with CIPTUG

to identify key lead criteria from CIPTUG database for email distribution list. Formatted email and content to be provided by vendor member for CIPTUG to send.

- Ability to manage and submit company content to vendor calendar locally and on CIPTUG.org, viewable publicly to CIPTUG members and other users.

## Conference Benefits: CIPTUG Annual Conference

- Two (2) hotel rooms at Annual Conference headquarters hotel for four (4) nights.
- Opportunity for 2 company executives to attend annual Chapter Leadership event at Annual Conference.
- Prominent logo placement and Gold membership recognition on signage throughout CIPTUG Annual Conference venue.
- Ability to purchase 10x20 customer meeting space on the tradeshow floor, for use during tradeshow hours at a 25% reduced rate.
- Second option to select desired booth location (based on availability at time of registration).
- 25% reduced fees on any applicable Application Bake-Off registration fees.
- Receive 6 complimentary conference registrations to give to customers who are active CIPTUG members.

## CIPTUG Affiliated Local Chapter Benefits:

- Engage in and support local chapter activities/events – participation is subject to guidelines established by individual local chapters.
- Advance notifications/invitations to all CIPTUG managed local chapter meetings.
- Connect directly with Chapter Leadership Teams.
- Interface with CIPTUG Affiliated Chapter Leadership Committee.
- Ability to present at local Chapter meeting.
- Opportunity to sponsor a local Chapter meeting.



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# CIPTUG Vendor Member

**SILVER MEMBERSHIP: \$12,000**

## Membership Benefits:

- Annual CIPTUG International Vendor Membership.
- CIPTUG Silver Membership logo for your website and other collateral.
- Designated Silver Member on CIPTUG.org.
- Four (4) Vendor Webinars per year (subject to selection of available dates).
- Posting of company description and sales contact information on CIPTUG.org and local chapter websites.
- Upgraded listing in CIPTUG Online Vendor Directory with Silver membership designation.
- One (1) voicemail blast, distributed per membership year.
- Participate in CIPTUG.org Blogs and local CIPTUG Blogs.
- Receive 10 complimentary International CIPTUG memberships to offer to customers who are not currently CIPTUG members.

## Advertising Benefits:

- One (1) rotating CIPTUG.org banner ad in premium viewing locations (runs for 6 consecutive months).
- One (1) CIPTUG e-Newsletter submission with company name and logo included.
- One (1) emailing to CIPTUG database. Formatted email and content to be provided by vendor member for CIPTUG to send.
- Leverage the CIPTUG website by posting your company news and press releases related to IP communications on the CIPTUG site in the News & Events section. Post unlimited releases a year. (News articles will be rotated and must be approved by CIPTUG).
- Ability to manage and submit company content to vendor calendar locally and on CIPTUG.org, viewable publicly to CIPTUG members and other users.
- Submission of two (2) white papers in a CIPTUG e-communication, distributed to the entire membership.

## Conference Benefits: CIPTUG Annual Conference

- One (1) hotel room at Annual Conference headquarters hotel for four (4) nights.
- Logo placement and Silver membership recognition on signage throughout CIPTUG Annual Conference venue.
- Ability to purchase 10x20 customer meeting space on the tradeshow floor, for use during tradeshow hours at a 10% reduced rate.
- Third option to select desired booth location (based on availability at time of registration).
- 10% reduced fees on any applicable Application Bake-Off registration fees.
- Receive 4 complimentary conference registrations to give to customers who are active CIPTUG members.

## CIPTUG Affiliated Local Chapter Benefits:

- Engage in and support local chapter activities/events – participation is subject to guidelines established by individual local chapters.
- Advance notifications/invitations to all CIPTUG managed local chapter meetings.
- Connect directly with Chapter Leadership Teams.
- Interface with CIPTUG Affiliated Chapter Leadership Committee.
- Ability to present at local Chapter meeting.
- Opportunity to sponsor a local Chapter meeting.



# CIPTUG Vendor Member

**BRONZE MEMBERSHIP: \$7,000**

## Membership Benefits:

- Annual CIPTUG International Vendor Membership.
- CIPTUG Bronze Membership logo for your website and other collateral.
- Designated Bronze Member on CIPTUG.org.
- Three (3) Vendor Webinars per year (subject to selection of available dates).
- Posting of company description and sales contact information on CIPTUG.org.
- Upgraded listing in CIPTUG Online Vendor Directory with Bronze membership designation.
- Participate in CIPTUG.org Blogs and local CIPTUG Blogs.
- Receive 5 complimentary International CIPTUG memberships to offer to customers who are not currently CIPTUG members.

## Advertising Benefits:

- One (1) CIPTUG.org rotating banner ad (runs for three consecutive months).
- Company name and logo in two (2) newsletters per year.
- Leverage the CIPTUG website by posting your company news and press releases related to IP communications on the CIPTUG site in the News & Events section. Post unlimited releases a year. (News articles will be rotated and must be approved by CIPTUG).
- Ability to manage and submit company content to vendor calendar locally and on CIPTUG.org, viewable publicly to CIPTUG members and other users.
- Submission of one (1) white paper in a CIPTUG e-communication, distributed to the entire membership.

## Conference Benefits: CIPTUG Annual Conference

- Logo placement and Bronze membership recognition on signage throughout CIPTUG Annual Conference venue.
- Ability to purchase 10x20 customer meeting space on the tradeshow floor, for use during tradeshow hours.
- Ability to register and participate in any applicable Application Bake-Off activities.
- Receive 2 complimentary conference registrations to give to customers who are active CIPTUG members.

## CIPTUG Affiliated Local Chapter Benefits:

- Engage in and support local chapter activities/events – participation is subject to guidelines established by individual local chapters.
- Advance notifications/invitations to all CIPTUG managed local chapter meetings.
- Connect directly with Chapter Leadership Teams.
- Interface with CIPTUG Affiliated Chapter Leadership Committee.
- Ability to present at local Chapter meeting.
- Opportunity to sponsor a local Chapter meeting.



# CIPTUG Vendor Member

**BASIC MEMBERSHIP: \$2,000**

## Membership Benefits:

- Annual CIPTUG International Vendor Membership.
- CIPTUG Basic Membership logo for your website and other collateral.
- Designated Basic Member on CIPTUG.org.
- One (1) Vendor Webinar per year (subject to selection of available dates).
- Posting of company description and sales contact information on CIPTUG.org.
- Listing in CIPTUG Online Vendor Directory with Basic membership designation.
- Participate in CIPTUG.org Blogs and local CIPTUG Blogs.

## Advertising Benefits:

- Company name and logo in one (1) newsletter per year.
- Ability to manage and submit company content to vendor calendar locally and on CIPTUG.org, viewable publicly to CIPTUG members and other users.

## Conference Benefits: CIPTUG Annual Conference

- Ability to register and participate in any applicable Application Bake-Off activities.
- Ability to purchase 10x20 customer meeting space on the tradeshow floor, for use during tradeshow hours.

## CIPTUG Affiliated Local Chapter Benefits:

- Engage in and support local chapter activities/events – participation is subject to guidelines established by individual local chapters.
- Advance notifications/invitations to all CIPTUG managed local chapter meetings.
- Connect directly with Chapter Leadership Teams.
- Interface with CIPTUG Affiliated Chapter Leadership Committee.
- Ability to present at local Chapter meeting.
- Opportunity to sponsor a local Chapter meeting.



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# CIPTUG Vendor Member

**LOCAL CHAPTER MEMBERSHIP: \$500**

## Membership Benefits:

- Annual CIPTUG Vendor Membership at one designated local level only.
- Designated Local Membership on one CIPTUG.org Chapter website.
- Listing in CIPTUG Online Vendor Directory on restricted Chapter website with local membership designation.
- Posting of company description and sales contact information on restricted Chapter website.
- Participate in local CIPTUG Blog.

## Advertising Benefits:

- Ability to manage and submit company content to one restricted local CIPTUG.org website vendor calendar, viewable publicly to CIPTUG members and other users.

**Does not exhibit or attend the Annual Conference**

## CIPTUG Affiliated Local Chapter Benefits:

- Engage in and support lone local Chapter's activities/ events – participation is subject to guidelines established by individual local chapters.
- Connect directly with Chapter Leadership Teams
- Interface with CIPTUG Affiliated Chapter Leadership Committee.
- Advance notifications/invitations to one CIPTUG managed local chapter's meetings.
- Ability to present at local Chapter meeting.
- Opportunity to sponsor a local Chapter meeting.



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# CIPTUG Vendor Membership

## TERMS AND CONDITIONS

### Terms and Conditions:

- All existing terms and conditions for membership, advertising and conference participation and activities remain intact for each item or event.
- To ensure consistency and equality among participating CIPTUG Vendor members at their chosen membership level, Vendor Membership pricing and benefits cannot be customized.
- Delivery of Vendor Membership benefits may be tied to first-come, first-served selection of available programs (i.e., premium advertising space and/or activities).
- All advertising components are based on advertising space and materials received by advertising deadline dates.
- The CIPTUG Annual Conference Exhibit Rules and Regulations govern all conference and sponsorship components.
- Membership benefits, advertising opportunities, conference related items, etc. are all subject to availability, and are reserved on a first-come, first-served basis.
- All vendors must be in good financial standing in order to take advantage of any vendor member benefits including webinars, email communications, newsletter input, calendar postings, etc., and to participate in the CIPTUG Annual Conference.

\*Note: Package benefits will be prorated for membership upgrades executed prior to the annual renewal date. Contact CIPTUG membership committee for specific details.