



Proposal for revised membership fee structure

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Membership Levels and Benefits - Mission and Strategy

Benefit	Steering	General	Contributor
Nomination of 1x employee to be on the Trust over IP Steering Committee	✓		
Voting right for if elected as member on the Steering Committee	✓		
Right to be nominated as General Member Representative on Steering Committee		✓	
Contribute to definition of the Trust over IP mission and objectives	✓		
Contribute to definition of the Trust over IP Working Groups and Task Forces	✓		
Ability to nominate special projects	✓		
Nominate and agree agenda items for Steering Committee meetings	✓		
Nominate agenda items for "All Member" meetings	✓	✓	
Agree agenda items for "All Member" meetings	✓		
Approval of Working Group / Task Force Deliverables	✓		



Membership Levels and Benefits – Conduct of Business

Benefit	Steering	General	Contributor
Participation for unlimited employees in Advisory Groups (1 per group)	✓		
Participation for 2 employees in Advisory Groups (1 per group)		✓	
Priority for Leadership of Working Groups / Task Forces	✓	✓	
Nomination for Leadership of Working Groups / Task Forces			✓
Unlimited participation in Working Groups and Task Forces	✓	✓	✓
Invitation to participate in Steering Committee meetings	✓		
Invitation to observe Steering Committee meetings		✓	✓
Invitation to participate in “General” meetings	✓	✓	
Invitation to observe “General” meetings			✓
Invitation to participate in “All Member” meetings	✓	✓	✓
Access to Trust over IP Resources	✓	✓	✓



Advisory Groups

- New role within the organisation structure
- Advisory Groups set Working Group or Task Force objectives and recommend deliverables for approval
- Proposed that Advisory Groups meet on a quarterly basis
- Allows greater engagement from member organisations without significant investment of resources across the Working Groups
- Enables Steering Committee members to have more specialist guidance in the approval of deliverables
- Gives greater direction from the Steering Committee to the Working Groups to ensure they are aligned to and supportive of the ToIP Mission
- Provides additional benefits for paid members of ToIP



Membership Levels and Benefits – Marketing and Communications

Benefit	Steering	General	Contributor
Participation in conference panels / presentations offered to Trust over IP	✓		
Access to conference discounts offered to Trust over IP members	✓	✓	
Company name and logo displayed on the Trust over IP website	✓	✓	
Company name and logo displayed at Trust over IP events	✓		
Promotion of your social media posts by Trust over IP account	✓		
Trust over IP “Steering Member” logo to display on your website and marketing material	✓		
Trust over IP “General Member” logo to display on your website and marketing material		✓	
Trust over IP “Contributing Member” logo to display on your website and marketing material			✓



Steering Committee Structure

- The capacity of membership of the Steering Committee should be set at 35 organizations
- With a target model of:
 - 24 Large/Medium
 - 10 Small
 - 1 General Member Representative.
- Unless and until the overall capacity is reached, all Steering level members are inducted to the Steering Committee and have voting rights.



Membership Fees

Membership Level	Organization Size	Existing Members*	2022-23	2024
Steering	Large 5000+ employees	\$20k	\$35k	\$50k
	Medium 500-4999 employees	N/A	\$25k	\$30k
	Small 0-499 employees	\$5k	\$7k	\$10k
General	Large 5000+ employees	\$10k	\$12k	\$15k
	Medium 500-4999 employees	N/A	\$7.5k	\$10k
	Small 0-499 employees	\$2.5k	\$3k	\$4k
Contributor	Any size	Free	Free	Free

- The 2022-23 fees applies to new members joining from 1st July 2022.
- Proposed fees for 2024 are subject to 2023 Steering Committee approval and can only be justified if we can prove the value to the Steering Committee members.
- It is also not clear that we can justify a \$50k fee for small to medium sized companies, which is why we are proposing a change in the classification of company size in line with The Linux Foundation.
- * Current organisation sizes apply for existing members in 2022



Linux Foundation

Steering and General Members are required to hold Silver Membership of The Linux Foundation with membership benefits that include:

- Provision of a legal structure for projects to be created under a neutral governance model.
- Foundational legal work to improve the quality (licensing, export controls, trademark programs, privacy programs, etc.) of our projects
- Support for essential IP protection for open source, including our support for the Unified Patents open source zone
- Provision for projects to operate as a global organization with operations spanning the United States, European Union, United Kingdom, Switzerland, China, Australia, and Japan.
- Full details of Linux Foundation membership can be found at: <https://www.linuxfoundation.org/our-members-are-our-superpower/>



Sponsorship

- Steering and General Members may provide additional sponsorship of special projects of Trust over IP.
- Such special projects can be introduced at any time upon approval by the Steering Committee.
- Sponsorship includes all special projects undertaken during the calendar year.
- Sponsorship is for a calendar year with no pro-rata basis of fees.

Special Projects 2023

- Sponsorship is required towards the creation of an ISO specification based on working group deliverables. This is viewed as a key objective for 2023 in order to advance ToIP influence and value in the industry and grow the benefits of membership.



Sponsorship Benefits

Benefit	Platinum	Gold
Tier 1 display of company logo and name on Trust over IP website	✓	
Tier 2 display of company logo and name on Trust over IP website		✓
Display of company logo, name, and sponsorship level on special project deliverables	✓	✓
Trust over IP “Platinum Sponsor” logo to display on your website and marketing material	✓	
Trust over IP “Gold Sponsor” logo to display on your website and marketing material		✓
Unlimited employees on special project Advisory Group	✓	
1 employee on special project Advisory Group		✓
Priority participation in conference panels or presentations about the special project	✓	
Participation in conference panels or presentations about the special project		✓



Sponsorship Fees

Sponsorship Level	Organization Size	2022	2023	2024*
Platinum	Large	\$50k+	\$50k+	\$50k+
	Medium	\$35k+	\$35k+	\$35k+
	Small	\$20k+	\$20k+	\$20k+
Gold	Large	\$25k	\$25k	\$25k
	Medium	\$17.5k	\$17.5k	\$17.5k
	Small	\$10k	\$10k	\$10k

Sponsorship fees are in addition to Membership fees