

## Wireless Carrier Membership

1. **Ability to sponsor SBC events**, content, webinars, case studies, white papers, and surveys
  - a. Public Safety Training – Build relationships with AHJs, Frequency License Holder
  - b. Corporate Seminars – Establish Thought Leadership, Build Channel, Network
  - c. Sponsors participate in seminar and may have table-top exhibit (space permitting)
  - d. Sponsors must be SBC Members – However:
    - i. Wireless Carriers may invite up to four non-member “Guest Sponsors” per year
    - ii. Corporate Members may invite up to two non-member “Guest Sponsors” per year
    - iii. Medium Business may invite up to two non-member “Guest Sponsor” per year
    - iv. (Guest Sponsors pay current sponsorship fees)
  - e. Staff and/or Guest Passes to SBC-Sponsored Events  
*(May be used for staff, customers, or combination of both):*
    - i. **Event Sponsors – 5 guest passes**
    - ii. Non-Sponsoring Corporate, Medium, or Small Business Member – 2 guest passes

2. **Member-Only Content** – Some may be co-branded for Member Marketing Purposes
  - a. Training Courses and Videos, Surveys, Code Bulletins, AHJ Tool Kit

3. **Presence on SBC Member Showcase and User Accounts on SBC Web Portal**
  - a. **Branded Company Profile**
  - b. **Individual Staff member Profiles**
    - i. LinkedIn-type member to member engagement and communication
  - c. **Company Project / Product Highlights Blog**
    - i. You provide the content (SBC Moderated)
    - ii. You list projects, customer reviews / testimonials, key products, link to web page

4. **SBC Member Material:** Announce your SBC Participation:
  - a. Pop-up tabletop SBC Member signage upon request
  - b. Exclusive SBC Challenge Coin – Presented to Annual Meeting Attendees

5. **Discounts\*** for select partner events, products and services. Current Partners:
  - a. IWCE / IWCE Urgent Communications
  - b. Connect X / WIA
  - c. NATE
  - d. Others as may be made available by partners

*\*Each Partner determines what credits they will make available, if any, to SBC Members on a case-by-case basis. Not all partner events, products, or services are necessarily eligible for discounts. SBC will announce specific discounts when available.*

6. **Social Media Promotion** – “Member Spotlight” content 2x per year (video and/or blog)
7. **Participation on SBC Work Groups:**
  - a. Code and Standards Development
  - b. Advancement / Industry Engagement

- c. Government Affairs

## **8. Voting Rights for Board Elections**

- a. Wireless Carriers, Corporate – Weight of each vote: 2 votes
- b. Medium and Small Business – Weight of each vote: 1 vote

## **9. SBC Leadership Eligibility**

- a. Eligible to run for Board of Directors (annual election by membership)
- b. Eligible for selection to Work Group and Task Force Chair and Vice Chair positions

## **10. Attendance at SBC Annual Meeting and Dinner – Typically concurrent with IWCE Expo**

- a. Carrier – 5 seats
- b. Corporate - 3 seats
- c. Medium Business – 2 seats
- d. Small Business – 1 seat

## Pricing

- **Basic Membership Elements:** \$35,000 annual (2021)
- **Custom Program Elements:** ICB, based on scope
  - **NOTES:**
    - Available on a first-come first-served basis
    - Dependent upon scope and SBC resources and availability
    - May not compete with existing Custom Programs held by others, as may be solely determined by SBC as existing programs are likely covered under NDA
- **SBC Seminar Sponsorships:**
  - Single Event @ \$2,500 each for the first 5 events, and \$1,800 each thereafter
    - Includes 20-minute speaking slot and table-top for exhibiting
- **SBC Webinar Sponsorships:**
  - Single Event @ \$750 per 15-minute segment
  - Bulk Pricing available for commitments of 5 or more webinar events per calendar year