



ECTA **Membership Categories and Benefits**

in force as from October 1, 2010

1. Full Membership (membership fee according to turnover):

Full membership is for companies wishing to:

- Actively benefit from ECTA's regulatory secretariat's policy making and lobbying expertise
- Promote company interests through European-level policy making
- Meet national objectives by sharing best practice, benchmarking information and by escalating national concerns to EU level
- Gain access to EU policy makers and officials from key European institutions
- Develop regulatory knowledge, contacts and effectiveness through information sharing and networking opportunities with industry and Government

Qualification:

Full membership is limited to telecoms network and service providers, equipment manufacturers, software vendors, resellers and other electronic communication service providers with headquarters and/or significant business divisions in Europe. Full members must actively support and sign up to the ECTA Mission Statement, Aims & Objectives, Core Principles and Rules of Procedure. Incumbent network operators may join ECTA as full members either (i) in their own right if their Group position on key regulatory issues is consistent with ECTA policy or (ii) through their pro-competitive subsidiaries or divisions outside the incumbent's home market. In the latter case, it is the subsidiary or division that will be recognized as the Member and receive the benefits conferred by ECTA Membership. Companies which join through a subsidiary or division and whose parent company does not actively support ECTA's objectives and core principles, may at the discretion of the Board be restricted to involvement in policy development, plus input on lobbying strategy and receipt of information which affects the geographical market location or business of the subsidiary or division only.

Benefits of Full Membership:

Full membership benefits include all services & benefits provided by Associate Membership plus:

- Voting Rights (one vote per member)
- Right to participate in the Regulatory Forum, ECTA's policy making arm and the body responsible for determining ECTA's Regulatory Strategy, Action Plan, related Work Programmes plus the development and approval of ECTA policy positions, based on output from relevant Working Groups and Task Forces.
- Right to participate in ECTA Working Groups and Task Forces and eligibility to chair one of these Working Groups or Task Forces.

- Access to confidential information and reports (for example from high-level private meetings and discussions) and ECTA's confidential exchanges with authorities and submissions.
- Access to ECTA's library of research through the ECTA Extranet (archive of ECTA's past submissions, responses, letters, reports and summaries). Please note, as from March 2008, information will normally be posted with approximately 2 week delay from date of initial publication.
- Right to participate in CEO level meetings and delegations of ECTA Members with European Commission officials, Ministries, MEPs and representatives of National Regulatory Authorities (subject to ECTA Rules of Procedure).
- One additional free delegate pass to an ECTA Conference or Event of your choice
- Preferential speaking opportunities at ECTA Conferences and Events (subject to suitability and availability)

Calculation of Full Membership Fee:

Membership fees are calculated on the basis of member's electronic communications activities in Europe. Members will be required to submit a good faith statement of their turnover related to all electronic communications related activities in Europe. For members incapable of doing so or refusing to do so in a timely manner, the global electronic communications turnover will be used to calculate the membership fee. Companies with mixed activities e.g. telecoms and energy should only quote turnover related to their electronic communications activity turnover.

For companies with Annual European Electronic Communications Turnover

	MEMBERSHIP FEE/annum
Euro 2bn+/annum	Euro 30.000
Euro 1.5-2bn/annum	Euro 27.500
Euro 1-1.5bn/annum	Euro 25.000
Euro 675m-1bn/annum	Euro 20.000
Euro 200-675m/annum	Euro 15.000
Euro 75-200m/annum	Euro 10.000
Euro 0-75m/annum	Euro 5.000

Equipment Manufacturers

Equipment manufacturers receive a 40% discount on membership fees calculated using the above formula (with a minimum of Euro 5.000/annum being charged for membership).

2. Affiliate Membership (membership fee set according to National Trade Association turnover):

Qualification:

Affiliate membership is open to National Trade Associations of pro-competitive electronic communications service providers, network operators and supplier partners. Trade or National Associations which contain an incumbent network operator as a member must carefully observe the Membership Terms & Conditions.

Benefits of Affiliate Membership:

Affiliate members and their secretariat shall be entitled to certain rights and privileges of membership as defined below and shall be subject to the obligations as laid down in ECTA Rules of Procedure and Membership Terms & Conditions. Benefits include:

- the right for a representative of the Affiliate secretariat to participate in meetings of the ECTA Regulatory Forum and associated working groups;
- the right for a representative of the Affiliate secretariat to vote at the election of the Board of Directors;
- access for any representatives of the Affiliate secretariat to the on-line extranet of archived information as part of www.ectaportal.com;
- access for a representative of the Affiliate secretariat to all ECTA Brussels lobbying, regulatory information and query service on the same basis as Full Members;
- membership benefits for all Affiliate member companies as conferred by Associate Membership (see below) with the exception of a complimentary delegate pass to ECTA conferences or events;
- discounts for all Affiliate member companies to ECTA conferences and events.

Calculation of Affiliate Membership Fee:

For National Trade Associations with an annual turnover

Euro 300K +/annum

Euro 200-300K/annum

Euro 0-200K/annum

MEMBERSHIP FEE/annum

Euro 15.000

Euro 10.000

Euro 5.000

3. Associate Membership (Euro 5.000/annum)

Associate membership offers an ‘observer’ status within ECTA and gives access to executive summarized information on key regulatory and competition issues affecting market development and investment in the European electronic communications sector. Associate members also benefit from a range of networking and business development opportunities plus financial benefits on a variety of negotiated products, services and subscriptions for ECTA Members. Associate members have no voting rights in the ECTA general assembly.

Qualification:

Associate membership is open to any company or individual with headquarters and divisions located inside or outside Europe. This includes (a) Telecoms network and service providers (b) National Trade Associations (c) Software vendors and equipment manufacturers (d) Professional service organizations providing services to the electronic communications sector e.g. law firms, consultancies, financial institutions and investment banks.

Associate members need not necessarily support or subscribe to ECTA’s Mission Statement, Aims & Objectives or Core Principles.

Benefits:

Information:

- Regular updates about regulatory developments e.g. regulatory news and information from the European Commission, European Regulators Group, national regulators, market players and studies. Official papers such as consultations and studies are usually summarised for ease of reading and reference providing valuable insight on the aspects of most relevance to electronic communications service providers.
- Information about the release of official ECTA documents e.g. consultation responses, press releases, public presentations, typically in advance of these being made publicly available.
- Minutes of and material from official meetings at which ECTA is present e.g. Communications Committee Meetings, European Commission and ERG public hearings, Council Presidency and European Parliament events. Please note, many of these meetings are not open to the public e.g. Communications Committee, ERG private workshops, and Council Presidency conferences hence ECTA members gain privileged access and insight from the reports provided.

Profile building/business development/networking opportunities and financial benefits:

- One free delegate pass/annum to an ECTA Conference or Event of your choice

- Discounts for ECTA members on attendance to all ECTA Conferences and Events
- Negotiated discounts for ECTA members on 3rd Party Conferences and Events
- Negotiated discounts for ECTA members on 3rd Party Information, Media, Research subscription services
- Use of an ad-hoc commercial meeting and introductions service managed by the ECTA secretariat
- ECTA to publish member's press releases on ECTA website
- ECTA to send out 1 x electronic communication on ECTA member's behalf to ECTA member database (subject to 3rd party non opt-out)
- ECTA to help raise awareness to the ECTA Membership of ECTA Members seminars, workshops etc