Membership and funding

Presented by: Claire d’Esclercs

For: ETSI Seminar 05/2021
Who are ETSI’s Members?

Full membership list

✔️ http://www.etsi.org/membership/current-members (public list)

Or

✔️ https://portal.etsi.org/Ponral_IntegrateAppli_Sec/QueryForm2.asp?Alone=1&SortBy=&SortDirection= (details available for members)

Who can become a member?

✔️ A legal entity, (association, company, organization or public authority) which commits itself:
  ✔️ to contribute to the work,
  ✔️ to make use of ETSI standards
  ✔️ to support those standards for use as the basis for world standards and recommendations.
Why join ETSI?

ETSI's members actively participate in the work of the Institute: they determine ETSI's work programme, allocate resources and approve its deliverables. As a result, ETSI's activities are closely aligned with market needs and there is wide acceptance of its standards.

Becoming a member of ETSI gives you access to Technical Committees, Industry Specification Groups, test events in addition to the public seminars and conferences that deliver immediate advantages to your organization by giving:

✔ Access to the most up to date information on global telecommunications standards
✔ The ability to influence the direction of standards development
✔ Competitive advantage through the early adoption of the latest standards
✔ Opportunities to network with industry leaders and raise your company's profile
✔ Opportunities to interact with your customers and competitors in a neutral environment
Three types of Member

Full member

✓ Established in geographical area of Europe (48 countries members of CEPT)

Associate member

✓ Legal entity registered in a non-CEPT member country

Observer

✓ Entitled to be a member, but not wishing to participate in ETSI’s technical work

We also have 2 Counsellors

✓ Representatives from the European Commission and EFTA Secretariat
Membership by type

749  Full Members
156  Associate Members
  9   Observers

914  TOTAL from 63 countries
Categories of Member

- Administrations, Administrative Bodies (and National Standards Organizations)
- Network Operators
- Manufacturers
- Users
- Service Providers
- Public Research Bodies/Universities
- Consultancy Companies/Partnerships
- Private Research Bodies
- and others
Members by category in %

- MANUFACTURER: 41%
- USER: 5%
- UNIVERSITY: 5%
- PRIVATE RESEARCH: 3%
- PUBLIC RESEARCH: 6%
- SERVICE PROVIDER: 10%
- CONSULTANCY: 7%
- OTHER: 6%
- ADMINISTRATION: 6%
- OGB: 4%
- NETWORK OPERATOR: 7%
Membership by country
ETSI inclusiveness

SMEs and Micro-Enterprises

❖ (SME and Micro-Enterprise as defined by the European Commission)

User Associations and Trade Associations

The cost of the first unit of contribution (€ 6 000) is reduced for:

❖ Not-for-profit End User Associations: € 2 000
❖ Universities and Public Research Bodies: € 2 000
❖ Micro-Enterprises: € 3 000

Over 50 % of ETSI members are 1 Unit contributors
SME and Micro-Enterprise members

- Number SME: 134; 15%
- Number ME: 82; 9%
- Number not ME or SME (including Observers): 682; 76%
## Contribution structure

<table>
<thead>
<tr>
<th>CLASS</th>
<th>SMEs, User &amp; Trade Associations, Additional Membership</th>
<th>UNIVERSITY, PUBLIC RESEARCH BODIES AND NOT-FOR-PROFIT USER ASSOCIATIONS</th>
<th>MICRO-ENTERPRISES</th>
<th>NUMBER OF UNITS</th>
<th>CONTRIBUTION * (euros)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6 000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>2 000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>3 000</td>
</tr>
<tr>
<td>2</td>
<td>Up to 135</td>
<td></td>
<td></td>
<td></td>
<td>9 380</td>
</tr>
<tr>
<td>3</td>
<td>136 to 200</td>
<td></td>
<td></td>
<td></td>
<td>12 760</td>
</tr>
<tr>
<td>4</td>
<td>201 to 450</td>
<td></td>
<td></td>
<td></td>
<td>22 900</td>
</tr>
<tr>
<td>5</td>
<td>451 to 700</td>
<td></td>
<td></td>
<td></td>
<td>33 040</td>
</tr>
<tr>
<td>6</td>
<td>701 to 1 350</td>
<td></td>
<td></td>
<td></td>
<td>46 560</td>
</tr>
<tr>
<td>7</td>
<td>1 351 to 2 000</td>
<td></td>
<td></td>
<td></td>
<td>63 460</td>
</tr>
<tr>
<td>8</td>
<td>2 001 to 3 500</td>
<td></td>
<td></td>
<td></td>
<td>83 740</td>
</tr>
<tr>
<td>9</td>
<td>3 501 to 5 000</td>
<td></td>
<td></td>
<td></td>
<td>104 020</td>
</tr>
<tr>
<td>10</td>
<td>5 001 to 8 000</td>
<td></td>
<td></td>
<td></td>
<td>127 680</td>
</tr>
<tr>
<td>11</td>
<td>Above 8 000</td>
<td></td>
<td></td>
<td></td>
<td>154 720</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ECRT (millions of euros)</th>
<th>NUMBER OF UNITS</th>
<th>CONTRIBUTION * (euros)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 135</td>
<td>2</td>
<td>9 380</td>
</tr>
<tr>
<td>136 to 200</td>
<td>3</td>
<td>12 760</td>
</tr>
<tr>
<td>201 to 450</td>
<td>6</td>
<td>22 900</td>
</tr>
<tr>
<td>451 to 700</td>
<td>9</td>
<td>33 040</td>
</tr>
<tr>
<td>701 to 1 350</td>
<td>13</td>
<td>46 560</td>
</tr>
<tr>
<td>1 351 to 2 000</td>
<td>18</td>
<td>63 460</td>
</tr>
<tr>
<td>2 001 to 3 500</td>
<td>24</td>
<td>83 740</td>
</tr>
<tr>
<td>3 501 to 5 000</td>
<td>30</td>
<td>104 020</td>
</tr>
<tr>
<td>5 001 to 8 000</td>
<td>37</td>
<td>127 680</td>
</tr>
<tr>
<td>Above 8 000</td>
<td>45</td>
<td>154 720</td>
</tr>
</tbody>
</table>
Criteria for participation in 3GPP and oneM2M

Organizations wishing to participate in 3GPP by means of their ETSI membership are required to pay a minimum of 3 Units of Contribution

- Reduced to 2 units for SMEs, Micro-enterprises, Not for Profit User Associations, Universities and Public Research Bodies

- Special conditions apply for companies and administrations with multiple memberships

Organizations wishing to participate in oneM2M by means of their ETSI membership just need to register with the oneM2M secretariat
Member Rights & Benefits

Member benefits and rights:

✔️ https://www.etsi.org/membership/member-benefits

✔️ ETSI information Policy

Use of the ETSI Member Logo

✔️ https://www.etsi.org/media-library/brand-and-trademarks
Your membership

Manage your ETSI Online account

✔ Apply for an ETSI Online account

✔ Change password, reset password, modify contact details, etc.

✔ For any questions regarding your organisation’s ETSI membership, the official contact is the person to communicate with

✔ Information from ETSI is distributed to the official contacts via Collective letters

✔ https://www.etsi.org/membership/my-etsi:
  ✔ Online accounts
  ✔ Getting involved
  ✔ Guides
Official contacts

Official or Financial Contacts are required to manage your organization’s details

✔ View and modify member organization's general information (address, phone number, URL, category, etc.)

✔ Change the name of your organization (new legal entity further to merging, acquisition...etc.)

✔ Change the name of the official, voting or financial contacts

✔ Remove delegates representing the member organization

✔ Request an account for a new delegate representing the member organization

✔ View and modify the financial information related to the organization's membership (invoice address, ECRT declaration, download current invoice, online payment of membership contributions)

✔ Notify ETSI of the intention to resign from membership (before 30 September to become effective at the end of the year - please refer to Article 1.4.1 of the Rules of Procedure in the Directives)

✔ See the guide here: https://portal.etsi.org/guides/MemberOfficialContacts.pdf
New member Mentoring

✔️ All applicant members are offered an online meeting to get familiar with the ETSI environment and ask any questions they may have

✔️ All newly approved members are allocated a mentor to accompany them in the first year of ETSI membership

✔️ When f2f meetings resume F2F meetings will be planned wherever possible

✔️ Should you wish to ask specific questions or need help getting started, please contact me: claire.desclercs@etsi.org
Get involved!!!

✔ Email exploder lists - distribution of information, meeting invitations and technical discussions

✔ Meeting Calendar - view and search all planned meetings and register, contribute and view contributions

✔ ETSI Work Programme - view and search the work programme and download documents

✔ TB decision support - different types of voting tools for draft approval, selecting technology, electing officials

✔ e-approval voting tool - formal voting for standards, guides, ENs and Harmonised standards

✔ Telephone Directory - the coordinates of ETSI members and staff

✔ You can also get involved in 3GPP, oneM2M or an ISG via your ETSI membership
Leaving ETSI

✔ ETSI Membership is invoiced per calendar year

✔ Members have the obligation to inform ETSI before the 30th September if they wish to resign from their ETSI membership at year end (otherwise the following year is due and the resignation takes effect at the end of Y+1)

✔ Web interface application available for this: https://portal.etsi.org/webapp/MemberShipWithdrawal/
Further support and information

For more information about

✓ how to benefit from your membership (tools, tips and tricks, etc.) or to request a mentor to accompany you during your first steps within the technical organization or

✓ to become an ETSI member

Contact: claire.desclercs@etsi.org

✓ An online session to cover relevant topics will be organized if relevant
How is ETSI funded?
How is ETSI funded?

ETSI is:

- a not-for-profit organization (surplus of income over expenses returned to members)
- established as an association under French law

Financial management

- The ETSI Directives provide guidelines for the administration of our finances.
- This is overseen by a Finance Committee appointed by our General Assembly.
- The Director General is responsible for the day-to-day implementation and management of our finances.

Financial statements

- Financial statements are provided to our members at each meeting of the General Assembly. Summary statements are also included in our Annual Report.
Sources of funding

✔ **Annual** membership contributions – providing most of our income.

✔ **European Union** – the European Commission (EC) and the European Free Trade Association (EFTA) provide funding for us to develop specific deliverables, particularly Harmonised Standards, or for other related work such as interoperability testing. They also provide funding to ETSI in its role of standardization platform and as one of the three recognized European Standards Organizations (ESO).

✔ **Contributions from partner organizations** – ETSI manages the centralized budget for collaborative activities such as 3GPP™.

✔ **Non contribution Income** – including sales of standards, codes, algorithms, participant fees to ISG meetings, sponsorship fees for events, etc...
Sources of income

Total budget for 2021: €25,17 million

Members’ contributions

EC/EFTA
Infrastructure, activities, special projects

Partners’ contributions
Partnership projects, EF3GPP

Miscellaneous