

**SMEs and MEs**

**GROW  
WITH ETSI!**

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The Standards People



**S**mall and Medium Enterprises (SMEs) are the backbone of our economy, crucial for economic growth and prosperity, and with a high capacity for innovation.

At ETSI, we recognize this strategic importance of SMEs. SMEs in return recognize that participating in standardization activities may significantly benefit their business. Small and medium-sized enterprises know that standardization and being part of the standards-making process can benefit their businesses significantly and as a result over a quarter of our members are SMEs and Micro-Enterprises (MEs). Many SMEs are highly influential and active in ETSI, working alongside the world's leading telecommunications companies and holding official positions.

# SMEs WITHIN ETSI

**35**

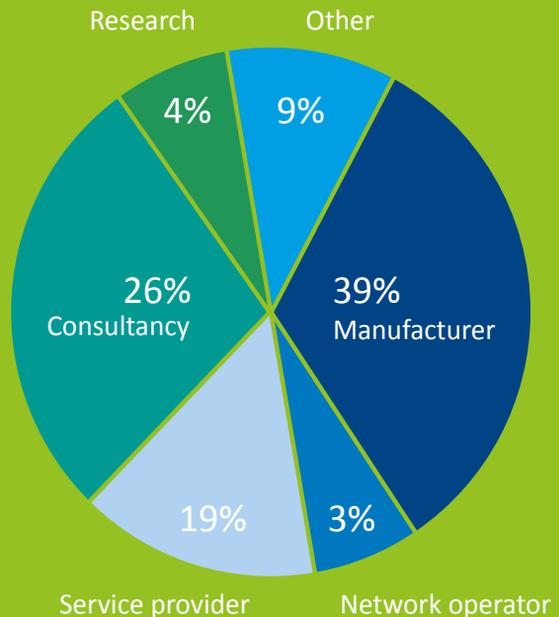
Nationalities

**26%**

of our members  
are SMEs and MEs

**>50%**

hold official positions  
in our technical groups



# SME MEMBER BENEFITS



**W**hatever their size, all our members have the same level of access. They can participate directly in our standards-making activities in a consensus-based environment. Expertise and collaboration count for much more than company size.

**As a member of ETSI,  
an SME can :**

- Network with the leading players in the field, and our community of innovative experts
- Keep up to date with the latest European and global standards and impact their development
- Create new partnerships and new supplier relations
- Develop products in parallel to the standards development, ensure technical compatibility and gain a competitive edge
- Gain insight into European Regulations
- Increase knowledge of international best practices
- Ensure technical interoperability of products and services
- Increase company visibility and enhance its reputation



All ETSI members benefit from free use of the ETSI Member logo for their communication needs, marketing collateral or on their exhibition booths. They show the outside world their commitment to, and their involvement in ICT standards-making.

# SNIPPETS FROM OUR SMEs

## **Shivom Aggarwal**

Head of R&D Projects /  
Data Scientist, Eura Nova  
 Belgium

“Since we joined ETSI the key thing that has changed is that we finally started understanding the value of standards. Now we have actually started participating and having a voice alongside not only the big European companies, but also the global leaders.

You not only get visibility within the core activity of your organisation but also you can prepare the path for the new trends that are coming. You can ask things, they [ETSI Staff] will go outside their comfort zone to help.”

## **Mike Brown**

Chief Technology Officer  
and Co-Founder, ISARA  
 Canada

“At Isara we view ETSI as being one of the preeminent standards groups around the World, so we needed to be part of that to help drive the conversation around Quantum Safe Cryptography and be exposed to other organisations which are involved in this space. We’ve been able to talk about QSC across the global community through the events as they moved around the world.”

**Discover all testimonials and  
watch our video on**

**<https://www.etsi.org/membership/sme>**

## **Emilio Posca**

Managing Director Telco  
Business Unit, Newen  
 Italy

“Now we are able to dialogue with companies that were not addressable by us before. We are now able to develop new products according to future standard even if not presently available on the market.

If you want to stay in the market, if you want to be on the edge of technology, for sure this is the best way to do it!”

# BECOME A MEMBER

## **SMEs and Micro-Enterprises benefit from preferential dues.**

Whether you are a ME (an autonomous entity with less than 10 staff and less than 2 Million € turnover per year)

or

an SME (an autonomous entity with less than 250 staff and less than 50 Million € turnover per year)

there is a fixed contribution especially designed for you.

See:

[www.etsi.org/membership/dues](http://www.etsi.org/membership/dues)

ETSI membership includes access to all the ETSI technical committees, all Industry Specification Groups (without paying the meeting fee) and to the oneM2M partnership project.

For SMEs who also wish to participate in 3GPP, there is an additional financial contribution required.

## **How to join?**

Simply fill in the online application form:

[https://portal.etsi.org/membership\\_app/applicationform.aspx](https://portal.etsi.org/membership_app/applicationform.aspx)

and follow the instructions.

## **Who can I contact?**

For any questions, please contact our Director for Membership Development: [sme@etsi.org](mailto:sme@etsi.org)

For more ETSI Membership information:

[www.etsi.org/membership](http://www.etsi.org/membership)

**If you want to position yourself as a serious player,  
stay ahead of your competition, network with peers  
and build your company's reputation,  
ETSI is the place to be.**

**Join ETSI and shape the standards you need!**

# Design Tomorrow's World

with The Standards People



At ETSI we produce globally applicable technical standards for ICT-enabled systems, applications and services that are widely deployed across all sectors of industry and society.

Officially recognized by the European Union as a European Standards Organization (ESO), our outputs include globally applicable standards for Information and Communications Technologies, including fixed, mobile, radio, transportation, broadcast and Internet technologies.

Established in 1988 as a not-for-profit organization, ETSI has over 900 members drawn from 65 countries and five continents. These include some of the world's leading companies from the manufacturing and service sectors, regulatory authorities and government ministries, as well as small and medium-sized enterprises and innovative start-ups, alongside universities, R&D organizations and societal interest groups.

Our standards help ensure the free movement of goods within the single European market, allowing enterprises in the European Union to be more competitive. Building on this heritage, the consistent excellence of our work and our open approach sees ETSI's influence extend beyond our European roots to the entire world.