New Participant Fee Model FAQs for Members

Q: Who is TIP?
A: Telecom Infra Project (TIP) is a global trade association formed to serve its participating organizations. TIP participants work together to accelerate the development and scale deployment of disaggregated solutions based on open standards, through an aligned set of product requirements, commercial grade testing and badging, listing and promotion of interoperable and deployable solutionson TIP Exchange, promotion and channel support for badged products and solutions, and in the upskilling and transformation of the future workforce.

Q: Why was there an update to TIP's fee structure in January 2024?
A: An update to TIP's fee structure was part of our commitment to maintain, continuously improve and provide valuable resources to the TIP community. The TIP community believes the fastest path to industry success is through a community based approach. With an adjusted fee structure, TIP will have the resources to enable the community to collectively advance a critical mass of global adoption and further innovation in disaggregated network solutions based on open standards.

As approved by TIP's Board of Directors, this adjustment aligns our fees with fair market value. With this new structure, TIP members are able to channel their expertise into those areas from which they can derive maximum commercial and technical benefit. In parallel, TIP is able to sustain and expand its ecosystem and support into those core service areas which participating companies depend on: community engagement within TIP project groups, publication of project group deliverables including detailed technical requirements & commercial grade test plans, an industry level badging framework, TIP Exchange and channel support for badged solutions, industry level upskilling & training for a future workforce, and a shared goal of advancing open and disaggregated solutions within the telecom industry.

Q: How was TIP's current fee model restructured?
A: Starting in January 2024 TIP did away with the Full / Associate / Software tiering system and launched (effective January 1, 2024) a new model as follows:

ACCESS TO ALL PROJECT GROUPS

BAND	A	B	C	D	E	F
ANNUAL GROSS REVENUE [USD]	> $500M	$50M to $500M	$25M to $50M	$10M to $25M	$1M to $10M	< $1M
BASE ANNUAL DUES [USD]	$50,000	$40,000	$25,000	$15,000	$10,000	$5,000

ACCESS TO ALL PROJECT GROUPS		ACCESS TO OPEN SOURCE SOFTWARE FOCUSED PROJECT GROUPS	
RESEARCH & TESTING		OPEN SOURCE FOCUS	
LABS & TEST SPECIALISTS	ACADEMIA & GOVERNEMENT AGENCIES	IMPLEMENTERS	CONTRIBUTORS
$30,000	$2,000	$5,000	$10,000

Please note that all amounts listed are in USD.

Taking into consideration that the TIP community is already a diverse collection of large and small organizations, this base fee model structure provides all organizations fair and equitable access to a consistent, end to end TIP service portfolio and includes the same benefits for all groups above.

TIP recognises that beyond a base set of benefits, certain companies are looking to TIP to support them in advancing their commercial strategies as well as further areas of innovation. To that end, TIP provides additional services at a fair price that cater to the breadth and depth of TIP's community advancement. This includes services such as promotion of commercial grade test & badging achievements; targeted marketing; and access to advanced training courses & certificates.

Q: How did the new membership fee change impact current TIP participants?
A: As of **January 2024**, for current TIP participants, the changes to TIP's fee structure impacted each organization on a rolling basis, with the new fee structure being applied once their (current) Second Amended and Restated General Participation Agreement (GPA) expires. Existing participating organizations may contact support@telecominfraproject.com if they are unsure of their expiry date. This phased approach was designed to ensure a smooth transition for all of the TIP community, minimizing disruptions while adjusting to the new fee structure. The TIP core team will dedicate time to transition current participants as well as newly joining organizations into the new structure.

Beginning January 1, 2025 all TIP participating organizations will be renewed and invoiced for the full membership amount (yearly) in January. While this is a departure from how TIP has

historically managed renewals, we are excited to allow improved fiscal planning for the TIP community.

Q: Will invoicing terms remain the same in 2024 and beyond?
A: No. TIP will be adopting "net-45" payment terms for **all** new and renewal invoices. While this differs from TIP's previous practice for renewals, it aligns with industry-standard invoicing terms. This means Organizations will receive their invoice on their renewal date, with 45 days to pay. Organizations who renew in January or February 2024 and have historically received their invoice in November and December, respectively, will receive their updated invoice on their renewal date in 2024. **As stated in the above FAQ, beginning January 2025, all organizations will be invoiced in January, with 45 days to pay.**

Q: If my company misses the net-45 payment deadline window for its participation fee, as specified in the GPA, will TIP allow us to pay later?
A: If TIP does not receive timely payment of fees, TIP will deactivate the Participant's account and it will no longer have access to non-public TIP materials. Upon receipt of payment in full, TIP will reactivate your account

Q: As a current participant, is there anything I need to do to ensure participation in 2025?
A: To ensure participation in 2025, your company must pay its annual dues no later than 45 days after the renewal invoice has been sent on January 1, 2025.

Q: Outside of dues being invoiced for the full amount in January 2025, to be paid in full with net 45 payment terms, are there any other changes taking place to TIP's participant structure and associated fees in 2025?
A: No.

Q: If I am a new organization that joins TIP in 2025, will I be required to pay the full fee or will my fee be prorated based on the month I join TIP?
A. Your fee will be prorated based on the month you agree to TIP's General Participation Agreement..

Membership Dues Proration Table

TELECOM INFRA PROJECT

BAND	ANNUAL REVENUE [USD]	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
A	> $500M	$50,000	$45,800	$41,700	$37,500	$33,300	$29,200	$25,000	$20,800	$16,700	$12,500	$8,300	$4,200
B	$50M - $500M	$40,000	$36,700	$33,300	$30,000	$26,700	$23,300	$20,000	$16,700	$13,300	$10,000	$6,700	$3,300
C	$25M - $50M	$25,000	$22,900	$20,800	$18,800	$16,700	$14,600	$12,500	$10,400	$8,300	$6,300	$4,200	$2,100
D	$10M - $25M	$15,000	$13,800	$12,500	$11,300	$10,000	$8,800	$7,500	$6,300	$5,000	$3,800	$2,500	$1,300
E	$1M - 10M	$10,000	$9,200	$8,300	$7,500	$6,700	$5,800	$5,000	$4,200	$3,300	$2,500	$1,700	$800
F	< $1M	$5,000	$4,600	$4,200	$3,800	$3,300	$2,900	$2,500	$2,100	$1,700	$1,300	$800	$400
LAB HOSTS & TEST SPECIALISTS		$30,000	$27,500	$25,000	$22,500	$20,000	$17,500	$15,000	$12,500	$10,000	$7,500	$5,000	$2,500
ACADEMIA & GOVERNMENT INSTITUTIONS		$2,000	$1,800	$1,700	$1,500	$1,300	$1,200	$1,000	$800	$700	$500	$300	$200
OPEN SOURCE CONTRIBUTOR		$10,000	$9,200	$8,300	$7,500	$6,700	$5,800	$5,000	$4,200	$3,300	$2,500	$1,700	$800
OPEN SOURCE IMPLEMENTER		$5,000	$4,600	$4,200	$3,800	$3,300	$2,900	$2,500	$2,100	$1,700	$1,300	$800	$400

Q: If I am an organization interesting in joining TIP, what criteria is checked during the application process:
A: 1) That the organization's website content is in good standing or can offer documentation of what the organization does, including its mission and services. 2) There is some form of management governance in place, such that authorisation is auditable and if payments are due, there are primary contacts in place. 3) The organization is not sitting on a United States Government watch list.

Q: What can TIP participating organizations do to help support and sustain the community's success?
A: The best way to help support and sustain the community's success is by continuing to actively participate in TIP, and staying engaged in Project Groups, including the development of Project Group Deliverables (requirement documents, test plans, blueprints, etc.) and submission of products for testing and badging. By doing so, you contribute to the creation of innovative solutions that can be made available on TIP Exchange for operators. Your involvement and expertise play a vital role in our continued success!

Q: What if a TIP member organization or outside party has questions regarding the membership fee or would like to provide feedback?
A: All questions and feedback can be directed to membership@telecominfraproject.com.

Q. What is the value propositions for a telecom operator?
A: There is a recognition in the industry that across the telecom operator landscape, only a few of the 800 or so worldwide are leading the charge on diversifying their vendor and integrator base and introducing disaggregated network solutions into their public and private networks. TIP

recognises the need to provide value not only to those who are putting the investment in now, but also to those who might be in an early exploratory or evaluation stage.

For those who have invested already, the value TIP provides includes:
- Promote their successes & insights: i.e. surface and promote the work done already, in particular lab based and field based trials of multi-vendor solutions, in the form of detailed technical blueprints.
- Surface a common set of future product / technical priorities across a breadth of telecom operators who wish to deploy solutions
- Reduce the testing burden by offering an industry neutral approach to integration testing & certifying multi-vendor solution stacks to a carrier grade level
- Stimulate industry options for solution deployment, operations and management
- Offer industry led training for employees on an upskilling path

For those telecom operators in an early exploratory or evaluation mode, the value TIP provides includes everything listed above plus:

- Insights on what works already and suppliers whose products and solutions have been badged to an industry level
- A platform to engage with other telecom operators and the emerging supplier ecosystem

Q. What is the value proposition for managed service organizations (MSOs) and internet service providers (ISPs)?
A: Through the advent of TIP OpenWiFi and disaggregation in Fixed Broadband, MSOs and ISPs now have market choice in the provision and management of cost effective broadband services.

The value TIP provides to this broad community includes:

- Access to a set of interoperable software and hardware solutions that are TIP compliant and introduced by an emerging and growing set of suppliers
- The opportunity to access a set of cloud controlled features built through open source development, which help a MSO / ISP to expand the breadth of end user services
- The opportunity to lean in with new feature requirements and access a supplier landscape willing to build solutions to meet those requirements and have them badged by TIP, as an industry neutral facilitator
- PR & marcomms profiling in a broadband industry where large and small MSOs/ISPs are actively looking to compete for market share

Q. What is the value proposition for an OEM, software provider, infrastructure provider, chipset provider, or webscaler?
A: The telecoms supply ecosystem is growing with large and small players entering the market. TIP is an industry neutral facility to help shape organizational product strategies and support the drive of commercial value in the market.

TIP recognises the diversity of this ecosystem and therefore offers a tiered and equitable fee structure.

The value TIP provides to this broad community includes:

- Access to a global set of telecom operators and service providers who are signaling demand for deployment of open & disaggregated network solutions
- Access to a common set of priority requirements
- An industry approach towards the development & testing of systems formed through individual vendor products that interoperate using open interface standards
- Access to TIP accredited labs that have the testing expertise and resources to test system stacks to carrier grade levels
- PR & promotion of individual vendors who meet the testing bar
- Listing of badged vendors
- Channel and marketing support to access the wider base of telecom operators, service providers and integrators who are evaluating deployment paths and ready to accept TIP badged solutions
- Access to an industry led learning & development platform to promote system stacks, and a platform for building in industry led training courses into existing curricula for employees

Q. What is the value for system integrators?
A: System integrators are and will continue to be a cornerstone to the deployment, operations and management of multi-vendor solutions. The skill set required includes the commercial and technical combination of solution provision in network orchestration and automation, test automation, service deployment, network operations, lifecycle management and professional services.

TIP recognises the diversity of this ecosystem and therefore offers a tiered and equitable fee structure.

The value that TIP provides to this community is the same as what is provided to any telecoms network supplier in the market, but also includes:
- Access to multi-vendor system solutions that have been tested to meet general carrier grade requirements
- Access to a wide pool of telecom operators and service providers who are already engaged in or are evaluating the test, integration & scale deployment of multi-vendor open & disaggregated network solutions in the networks
- The opportunity to build and offer commercial services to telecom operators and service providers, which help to integrate and lifecycle manage multi-vendor solutions into their networks

Q. Are all Operators, MSOs, ISPs, OEMs, software providers, infrastructure providers, chipset providers, webscalers, system integrators, and other organizations in the telecommunications ecosystem expected to pay the same fee to be a part of the TIP Community?

A: All organizations in the telecommunication ecosystem, excluding Test and Certification organizations and Academia, that agree to the General Participation Agreement are treated the same, receive the same benefits, and pay a participation fee based on their annual gross revenues. Organizations represented on TIP's Board of Directors are TIP Sponsor Participants who are subject to a different membership agreement which includes its own fee structure and certain additional obligations and responsibilities applicable only to Sponsor Participants.

Q. What is the Open Source band and why are the fees lower?
A: The Open Source band is for those organizations that wish to participate only in TIP's Open Source groups; access to all other TIP Project Groups will be restricted. You can select either "Contributor" or "Implementer" level, and pay the respective fee

Q. What is the value proposition for test lab providers and test specialists?
A: TIP recognises the unique value that these types of organizations can provide, either in the provision of advanced labs with server and rack capacity, test engineering expertise and associated service models, or as specialists in the design and provision of licensed based software and test automation solutions.
The value for this industry domain includes:
- Opportunity to engage with the wider telecoms ecosystem in the test and maturation of open network system stacks and new areas of innovation e.g. RAN Intelligence & software applications, software defined networking in IP & packet transport, and TIP OpenWiFi solution development
- Opportunity to offer commercial services to the industry to drive utilization of existing lab and test resources, as well as licensing and product development of test suites
- Opportunity to build common test plans that are sufficient to test systems at carrier grade levels

Q. What is the value proposition for academia & government agencies?
A: Academic institutions, R&D organizations, and government agencies are at the forefront of future innovation and research in the telecoms network space. Through engagement with commercial industry members, TIP offers these organizations an opportunity to bring new points of innovation or research into industry-led roadmaps, as well as potentially expand the research scope. As a result, such institutions have the opportunity to broaden their partnerships with industry, move proof of concepts up the Technology Readiness Level ladder, and to extract insight and knowledge to help to drive future academic programmes.

Q. What if my organization type is not listed?
A: At TIP, we recognise that there are multiple stakeholders engaged in the definition, build, test, and deployment of disaggregated network solutions based on open standards. The feestructure is designed to enable a core critical mass of telecom network providers and suppliers. However, TIP recognises that there might be other interested stakeholders including standards organizations, investors, local cities and municipalities, and adjacent industry sectors.

TIP suggests that if you fall into any of these categories, to reach out to membership@telecominfraproject.com for a follow up conversation. For other industry associations, TIP would look to employ a liaison agreement that allows for mutual benefit for respective communities.

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If you'd like more information of TIP's evolution, Board of Directors and Leadership Team, please visit www.telecominfraproject.com.

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