

New Membership Model FAQs for Members

Q: Who is TIP?

A: Telecom Infra Project (TIP) is a global trade association formed to serve its members. TIP members 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 certification, in listing and promotion of interoperable and deployable solution blueprints on TIP Exchange, in the promotion and channel support for certified suppliers, and in the upskilling and transformation of the future workforce.

Q: Why is there an update to TIP's membership fee structure?

A: An update to TIP's membership fee structure is part of our commitment to maintain, improve and provide valuable resources to our members continuously. The TIP community believes the fastest path to industry success is through a community based approach. With an adjusted membership 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 membership 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 membership and support into those core service areas which members depend on: community engagement within TIP project groups, publication of project group deliverables including detailed technical requirements & commercial grade test plans, an industry level certification framework, TIP Exchange and channel support for certified 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 is TIP's current membership fee model being restructured?

A: TIP's current model offers three membership tiers - Software, Associate, and Full. Software tier members who participate in TIP Software Project Groups are able to join with no fee associated, but activate only in the open source led project groups such as OpenLAN and OpenAFC. Associate tier members, who gain additional benefits beyond Software tier members, like access to TIP Community Labs, pay an annual fee of \$2,500 and Full tier members pay an annual fee of \$10,000, providing them with access to all TIP's Project Groups, testing opportunities, and other member benefits.

TIP's Board of Directors and our current members indicated a need to change this current model to one which is equitable for all members (large or small), is priced at fair market value to support TIP's core functions, and is future looking for the member community to achieve a fair return on investment into TIP through active participation plus to drive further streams of innovation and market engagement through TIP.

Beginning January 2024 TIP will do away with the Full / Associate / Software tiering system and launch (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 OPENLAN & OPEN AFC ONLY	
RESEARCH & TESTING		OPEN SOURCE FOCUS	
LABS & TEST SPECIALISTS	ACADEMIA	IMPLEMENTERS	CONTRIBUTORS
\$30,000	\$2,000	\$5,000	\$10,000

Please note that all amounts listed are in USD.

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

TIP recognises that beyond a base set of member benefits, certain members are looking to TIP to support them in furthering their commercial strategies as well as further areas of innovation. To that end, TIP will provide, beyond a base membership, a set of additional services at a fair price that cater for the breadth and depth of member community advancement. This includes services such as promotion of commercial grade test & certification achievement; targeted marketing; new market entry support; access to advanced training courses & certificates.

Q: How does the new membership fee change impact current TIP participants?

A: As of **January 2024**, for current TIP participants, the changes to TIP's membership fee structure will impact 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. Member organizations may contact support@telecominfraproject.com if they are unsure of their expiry date. This phased approach is designed to ensure a smooth transition for all members, minimizing disruptions while adjusting to the new fee structure. The TIP core team will dedicate time to transition its current members as well as new members into the new structure.

Additionally, beginning **January 1, 2025** all TIP member organizations will be renewed and invoiced yearly, in January. While this is a departure from how TIP has historically managed renewals, we are excited to allow improved fiscal planning for our member organizations. Member organizations can expect to receive additional details about how this impacts their organization and renewal invoice amount in 2024 (based on the expiry date of their (current) Second Amended and Restated General Participation Agreement (GPA)).

Q: Will invoicing terms remain the same in 2024?

A: No. TIP will be adopting "net-45" payment terms for **all** new and renewal membership 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 TIP membership fee, as specified in the GPA, will TIP allow us to pay later?

A: If TIP does not receive timely payment of membership 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. My current renewal date is after January 2024, is my organization expected to pay a full year’s membership fee?

A: Organizations whose current Second Amended and Restated GPA renews after January 2024 will be invoiced for a prorated membership fee based on the renewal month through the end of 2024. You will then receive an invoice for the full 2025 annual fee in January 2025.

Membership Dues Proration Table



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		\$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

Please note that organizations with renewal dates toward the end of the year, e.g. November or December, will receive a prorated 2024 membership fee in the renewal month, and in January 2025 will receive their 2025 renewal invoice which will not be prorated.

Q: Can current TIP Participants choose to sign onto the new fee structure sooner than their Second Amended and Restated General Participation Agreement (GPA) expiry date?

A: Yes. TIP recognises that organizations need to cater for fiscal planning. Beginning January 1, 2024 current members may choose to convert to the new membership structure prior to their Second Amended and Restated General Participation Agreement (GPA) expiry date. If a member organization would like to do so, please contact membership@telecominfraproject.com.

Q: As a current member, is there anything I need to do to ensure participation in 2024?

A: Yes. If you would like continued access to participate in TIP Project Groups beginning January 2024, your organization’s account administrator and authorized representative must work together to submit [this](#) form. (One per organization).

Q: When does the new membership fee structure become effective for (new) organizations that want to join TIP?

A: The new membership fee structure becomes effective January 1, 2024 for all new organizations. It's important to note that currently TIP is no longer accepting applications for the remainder of 2023, however, come January 1, 2024 we look forward to welcoming new members who share TIP's commitment to driving innovation in the telecom industry. If your organization is excited to join TIP and wants to gain more information and get on TIP's guestlist please contact membership@telecominfraproject.com.

Q: Why is TIP no longer accepting new membership applications for the remainder of 2023?

A: TIP is excited to announce that come January 2024, it will be launching a new and enhanced end-to-end member experience (Hivebrite), impacting everything from new membership sign-up and invoicing, to participation in Project Groups. This change will provide its members with a more seamless user experience and to properly prepare for this transition (and transition of member data and platforms), onboarding of new member organizations has been put on hold. If you have interest in joining TIP and getting on the guestlist for 2024 please contact membership@telecominfraproject.com. We look forward to having you!

Q: What can TIP member 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 and blueprints) and submission of products for testing and certification. 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 change or would like to provide feedback?

A: All questions and feedback can be directed to membership@telecominfraproject.com.

Q. What is the membership value 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 that have been certified to an industry level
- Offer a platform to engage with other telecom operators and the emerging supplier ecosystem

Q. What is the membership value 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 certified 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 membership value 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 membership 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 certified 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 certified solutions
- Access to an industry led learning & development platform to promote certified 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 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 membership 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 membership fee?

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 membership 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 will happen to those who joined the Software Tier to work in an open source community?

A: Thanks to an active community, OpenLAN and OpenAFC project groups have now advanced to a stage where there are stable and maintained code baselines, a future roadmap of new feature requirements, an ecosystem of demand and supply side players, and set of solutions in the market from a community of suppliers that are being commercially used.

In line with TIP Board direction, the decision has been made that all members should pay a fair price for equitable access to such assets and TIP services. Hence TIP is doing away with the software tier and is requesting all software tier based organizations to transition to the new structure. In return, if they wish to continue to participate in all of TIP's Project Groups, including the open source based project groups, they will be able to contribute into the definition of future releases, access the maintained code base, receive OpenWiFi PKI Certificates for their SKUs, be badged and certified through TIP for conformance to test requirements, and request TIP marketing and engagement support - participation in TIP's annual Fyuz event is not mandatory, but is a strong platform for driving marketing investments.

Organizations that wish to participate **only** in TIP's open source groups are able to select either the "Contributor" or "Implementer" level, and pay the respective membership fee.

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

Q. What is the membership value 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.

For an annual base membership, the membership 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 membership value for academia?

A: TIP classes academic institutions and R&D organizations at the forefront of future innovation and research in the telecoms network space. Through engagement with commercial industry members, TIP would like to offer academia 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 TRL ladder, and to extract insight and knowledge to help to drive future academic programmes.

Q. What if my organization type is not listed as a member category?

A: At TIP, we recognise that there are multiple stakeholders engaged in the definition, build, test, deployment of disaggregated network solutions based on open standards. The membership structure 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, government agencies, 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.

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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