

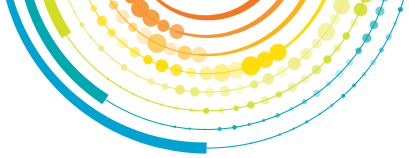
**MSPs & SOLUTION PROVIDERS
BECOME A MEMBER**

WE ARE THE
CompTIA[®]
Community

We are the leading
global vendor-neutral
IT channel association
for MSPs who want to
grow their businesses.

CompTIA.

MEMBERSHIP
BENEFITS OVERVIEW



BENEFITS AT-A-GLANCE

BECOME A MEMBER AND EVERYONE AT YOUR COMPANY WILL BENEFIT FROM:

POWERFUL NETWORKING & MENTORING

Build your professional network through global and regional connections, interest groups, and mentorship opportunities—providing all the insights and information needed to help you grow your business and your career **2**

FREE EVENT REGISTRATION FOR YOUR ENTIRE STAFF

Connect and collaborate with unlimited, free registrations to CompTIA Community events for all employees at your company, including ChannelCon and the CompTIA EMEA Member & Partner Conference **4**

CompTIA CERTIFICATIONS WITH 20% DISCOUNT

Save on leading CompTIA vendor-neutral certifications and train your tech teams for less. CompTIA Community members receive a 20% discount on certifications and up to 60% off training materials **5**

VENDOR-NEUTRAL INDUSTRY EDUCATION

Access free business training and education programs to grow and develop your whole team **6**

EXCLUSIVE CYBERSECURITY PROGRAMS

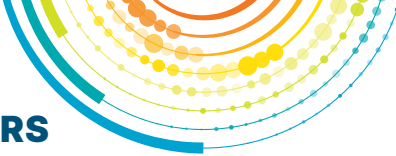
Protect your company and your customers from changing threats with free access to market-leading cybersecurity tools and support, including the CompTIA Community ISAO (Information Sharing and Analysis Organization) and the CompTIA Cybersecurity Trustmark **9**

CompTIA INDUSTRY RESEARCH & BUSINESS TOOLS

Accelerate your growth with relevant, unbiased insights and resources to help your sales and marketing teams reach new heights **11**

OPPORTUNITIES TO MAKE AN IMPACT

Contribute to thought leadership, participate in programs that recognize industry excellence, and give back to the next generation of technology professionals **12**



MEMBERSHIP CONNECTS YOU TO SUCCESS

When your company is part of the CompTIA Community, your entire staff receives the benefits of membership

Whatever the size of your MSP or your stage of growth, membership in the CompTIA Community gives your company everything you need to connect with a trusted network of peers, access exclusive tools and resources to build a thriving business, and contribute to the growth of the channel—all in a vendor-neutral environment.



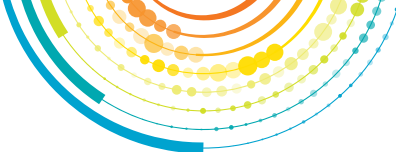
“The CompTIA Community opens your vision to what your company can do in five years or 10 years—who should we work with to be an innovative company. It’s not just tech, it’s business.”

— Steven Tytgat, CEO, Tyneso

WE ARE THE CompTIA COMMUNITY

Who makes up our community? Our members are technology companies located throughout the world, with engaged employees and dynamic leaders. Our network helps members establish valuable connections and gain new perspectives.

COMPANY MEMBERSHIP		
MSPs & SOLUTION PROVIDERS	VENDORS & DISTRIBUTORS	ASSOCIATE MEMBERS
Managed service providers (MSPs), managed security service providers (MSSPs), SaaS providers, integrators, independent software vendors, value-added resellers, technology consultants, and any business that provides technology products and services to end users	Manufacturers, developers and distributors of technology products and services	Businesses providing services to the IT channel, such as finance, legal, sales, marketing, business consulting and training, as well as media and other not-for-profit technology organizations



POWERFUL NETWORKING & MENTORING

Build your professional network through global regional groups, interest groups and mentoring

Members say networking is one of the greatest benefits of belonging to the CompTIA Community. With a wide variety of peer groups, you can connect to fellow MSPs and solution providers, vendors, distributors, and other channel professionals for knowledge sharing, valuable partnerships, and increased visibility in the industry that are all critical for building a professional network.

REGIONAL GROUPS

When your company joins the CompTIA Community, it gives you the power of a global technology industry association and the value of a peer network in your region of the world. Connect through virtual and in-person meetings and events to address any challenges important or unique to your situation or geography.

As a member of the CompTIA Community, you'll automatically be connected with your regional group:

ANZ (Australia and New Zealand)

ASEAN (Southeast Asia)

Benelux (Belgium, the Netherlands and Luxembourg)

DACH (Germany, Austria and Switzerland)

North America (United States and Canada)

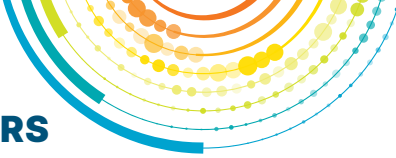
UK & Ireland

New groups representing additional regions are always being considered. For current information on member groups, visit connect.comptia.org.

INTEREST GROUPS

Each regional group offers interest groups where members can engage more deeply on important technology topics. Current interest groups in your region may include:

- **Advancing Women in Technology:** Focused on the issues, challenges and opportunities for women pursuing tech careers
- **Cybersecurity:** Focused on helping tech businesses strengthen and build a cybersecurity strategy
- **DEI:** Focused on technology workforce issues, including diversity, equity and inclusion
- **Emerging Technology:** Focused on identifying business use cases for emerging technology solutions
- **Managed Services:** Focused on sharing best practices and business strategies for MSPs



MENTORSHIP PROGRAM

Our popular mentorship program connects members looking to develop relationships within the industry that can help them grow in their career, solve business challenges and provide meaningful engagement within the CompTIA Community. Ongoing opportunities are available to become a mentor or mentee.

MEMBER DIRECTORY

Inclusion in and access to the full CompTIA Community member directory makes it easier for you to reach the right partners.

“The CompTIA Community levels the playing field for all of us in tech because they put everybody in the same room.

There’s nobody that you can’t talk to and everybody’s willing to help.”

— **Carrie Green**, SVP of Operations,
Alt-Tech Cyber Security & IT Management

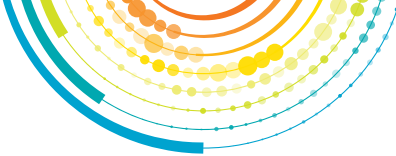


ONLINE DISCUSSION GROUPS



Online discussion groups give members a place to connect between in-person meetings and online events. Members work on industry initiatives, start conversations about specific areas of business and technology, and access resources and information. Online discussion groups are available on the CompTIA Community app and on your desktop.





FREE EVENT REGISTRATION FOR YOUR ENTIRE STAFF

Connect and collaborate with unlimited, free registrations to CompTIA Community events

ChannelCon

ChannelCon is the IT channel's premier education, networking and partnering conference—all in a vendor-neutral environment. ChannelCon features top-notch speakers, engaging networking activities, a variety of education tracks, and programs for professionals at every stage of their careers. In addition, ChannelCon features sessions designed specifically to meet your needs and interests including:

- Strategies for MSPs to improve their business
- Actionable cybersecurity education to protect your business and your customers
- Advice and insight from channel leaders

Held each summer in the U.S.

EMEA Member & Partner Conference: This annual conference for members includes sessions focused on the latest trends and allows attendees to network with peers and industry executives.

Held each October in London.

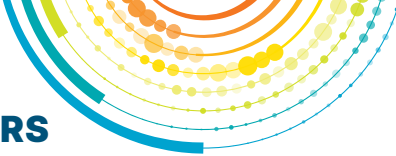
CompTIA Community Forum (CCF): CCF is designed to maximize member-to-member knowledge sharing and guide you as you plan for business success. This event is the perfect way to experience the collaboration that makes the CompTIA Community a special place.

Held each March in Chicago.

Regional Group Events: Regional in-person and virtual events, meetings, and webinars feature speakers on relevant and timely industry topics. These interactive events allow you to engage with thought leaders, peers, and experts in your field.



Member Benefit Meetups: Hear the latest updates, network with other new members, and learn how to get the most value out of your membership with our monthly virtual CompTIA Community Member Benefit Meetups.



CERTIFICATIONS WITH **20% DISCOUNT**

Save on leading CompTIA vendor-neutral certifications and train your tech teams for less



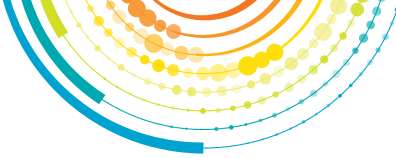
CompTIA Community members receive a 20% discount on certifications and up to 60% off training materials. These valuable discounts make membership a smart investment that adds up quickly, whether your company has one or 100 employees on your team in need of upskilling.

CompTIA certifications align with IT infrastructure, cybersecurity, and data and analytics career paths—with each added certification representing a deepening of expertise. Core certifications, like CompTIA A+, lay the groundwork for the specialized pathway certifications, and additional professional certifications cover necessary IT skills like project management.

Vendor-neutral CompTIA certifications are industry-recognized and will ensure the IT professionals working for your company have the latest knowledge to support your business and customers.

Career pathway certifications include:

- Infrastructure
- Cybersecurity
- Data & Analytics



VENDOR-NEUTRAL INDUSTRY EDUCATION

Access free business training and education programs to grow and develop your whole team

CompTIA Community vendor-neutral education and training programs help build the skills of everyone at your company—technology business owners, sales and marketing staff, and other professionals. As a member company, **all of your employees will have access to a full portfolio of free education offerings.**

ONLINE LEARNING OPPORTUNITIES

Your entire team can access learning opportunities via the CompTIA Community online learning portal. A link can be added to your intranet or benefits page for employee visibility and easy access.

MSP-Focused Sprints: Live and On-Demand Video Courses

These short education sessions offer quick and practical information designed to help MSPs achieve growth, scale and agility in a competitive environment. New sprints are added quarterly, with current topics including:

- Operations & finance
- Sales & marketing
- Technology
- Channel ecosystems

MSP Playbooks: Downloadable Step-By-Step Business Guidance

Specifically designed for MSPs, these guides offer valuable tools and tips to accelerate your growth. Current offerings include:

- Marketing Toolkit for MSPs
- Legal Resources for Tech SMBs
- Skills Assessment & Development Playbook

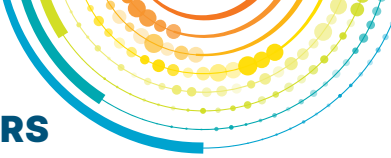
IN-PERSON LEARNING OPPORTUNITIES

ChannelCon: The IT Channel's Premier Conference

The ideal opportunity to connect with peers and industry leaders in a vendor-neutral environment, ChannelCon features education tracks designed specifically to meet your needs including:

- Strategies for MSPs to improve their business
- Cybersecurity to protect your business and your customers
- Advice and insight from leaders

MSP company membership is a strategic investment in your business and your career.



EMEA Member & Partner Conference

The CompTIA EMEA Member & Partner Conference is the annual conference for members in Europe. This event includes sessions focused on the latest trends and is a great opportunity to network with peers and industry executives.

Held each October in London.

Regional Group Meetings

The CompTIA Community regional groups hold regular events and meetings throughout the year, where in-person learning opportunities give members information and insights on the latest trends and solutions.

“People should join the CompTIA Community because it’s vendor neutral. Nobody is trying to sell you something. It’s all about learning. It’s all about meeting people, getting in touch, sharing ideas, and sharing experiences.”

—**Max Pfister**, Managing Director,
niteflite networxx GmbH





“I’ve been a member for 15 years. I’ve gone from just being a member accessing the website to getting involved in a website, to sitting on a committee to sitting on a council to now being invited to be a panelist within cybersecurity. The future holds unlimited opportunities.”

—**Bill Campbell**, CEO, Balancelogic



EXCLUSIVE CYBERSECURITY PROGRAMS

Protect your company and your customers from changing threats

Cyber threats can destroy a business, which is why CompTIA Community membership includes access to the CompTIA Community ISAO (Information Sharing and Analysis Organization) for MSP and solution provider company members.

CompTIA Community ISAO

The CompTIA Community ISAO is the only cybersecurity information sharing and analysis organization built to address the unique needs of MSPs, managed security services providers, solution providers, and other channel businesses.

It provides tools and resources to develop and strengthen your MSP's cybersecurity practice, including:

- Proactive, actionable threat intelligence and analysis of potential impacts
- Peer-to-peer best practice sharing in the Cyber Hub, an online discussion group
- An understanding of your business's unique cybersecurity risk factors
- Ability to submit potential threats through a dedicated platform
- Certification discounts, industry resources and training

The CompTIA Community ISAO is powered by the CompTIA Community ISAO Executive Steering Committee made up of the best minds in the cybersecurity field and IT channel. The committee's goal is to assist the tech industry in implementing robust security practices.

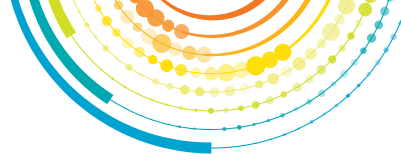
MEMBERSHIP ADD-ON OPTION

CompTIA Cybersecurity Trustmark

In today's competitive world, your reputation is everything. The CompTIA Cybersecurity Trustmark offers a path for MSP and solution provider members who are looking to showcase their commitment to industry best practices by adhering to this industry standard of safeguards and providing a designation that assures they have met or exceeded the standard set forth by industry peers.

The Cybersecurity Trustmark is foundationally based on the Center for Internet Security's 18 Critical Security Controls, as well as safeguards from other globally recognized frameworks, to form industry-accepted best practices. A dedicated team of volunteers regularly reviews the safeguards and updates the Cybersecurity Trustmark.

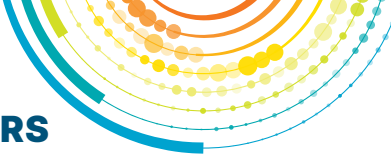
As part of the CompTIA Community, MSP members have an exclusive opportunity to earn the CompTIA Cybersecurity Trustmark to differentiate themselves from the competition.



“The CompTIA Community is the place to be if you want to grow your MSP business and grow your network. Better get on board because you’re missing the best thing out there.”

—Corey Kirkendoll, CEO, 5K Tech Services





CompTIA INDUSTRY RESEARCH & BUSINESS TOOLS

Accelerate your company's growth with relevant, unbiased insights and resources

CompTIA Community members have access to deep insight into the technology industry with annual flagship research reports from CompTIA, regularly published trend reports, and information on workforce trends around the world. As a member, you can incorporate CompTIA research into business and marketing plans, education offerings, and sales strategies. Your company can also cobrand select research reports, which can then be utilized as an effective sales and marketing tool.

Annual CompTIA Industry Research

Three key research reports offer deep insight into the global technology industry and include international briefs focused on the regions where the CompTIA Community has member groups:

- **IT Industry Outlook:** Trendspotting research examining the factors impacting the coming year
- **State of the Channel:** Highlights of where businesses in the IT channel see challenges and opportunities
- **State of Cybersecurity:** Information to keep pace with the policies, people and processes shaping the cybersecurity landscape

Tech Industry Trends

Stay up to date through regularly published studies on trending tech industry topics, including:

- Vertical Industry Trends
- Components of Digital Transformation
- MSP Workforce Planning
- AI Progress Report
- Evolution of Skills

Tech/IT Workforce Trends

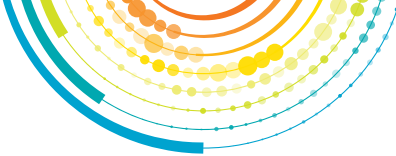
Track the tech/IT workforce and state of tech employment with exclusive resources:

- State of the Tech Workforce
- Monthly Tech Jobs Report
- Job Seeker Trends
- State of the Tech Workforce UK
- Workforce and Learning Trends



“I’ve always gone back to CompTIA in order to stay on top of trends and stay on top of the market.”

—MJ Patent, CMO, Logically



OPPORTUNITIES TO MAKE AN IMPACT

Contribute to the industry and the next generation of technology professionals

Industry Advisory Councils

Some members serve on CompTIA Community industry advisory councils, which are dedicated to giving back to the industry through thought leadership in a specific technology domain (such as AI, IoT, SaaS Ecosystem, and more). These invitation-only advisory councils focus on advocacy and education activities that accelerate the adoption of emerging technologies into business solutions.

Spotlight Awards

The CompTIA Community Spotlight Awards recognize active leadership, outstanding contributions and innovation that have a positive impact on the CompTIA Community and the technology industry in regions around the world.

CompTIA spark

Operating as the social innovation and impact arm of CompTIA, CompTIA Spark is a 501(c)(3) nonprofit on a mission to bring technology education to as many middle school students as possible by empowering educators with free, fun, easy-to-implement curriculum. Developed specifically to help fill an important gap in tech education and reach students before high school, the curriculum is designed to build digital fluency and spark interest in technology. Thanks to support from CompTIA, this incredible resource is FREE (and always will be free) for all middle schools. It is a gift from the tech industry to future generations. Companies who are part of the CompTIA Community make a vital contribution just by being a member, helping to inspire the next generation of technology professionals. Learn more at comptiaspark.org.

Additional Ways the CompTIA Community Gives Back

Both in time and money, CompTIA gives back to a range of tech-related nonprofit organizations that help youth and adults pursue careers in IT and help to diversify the IT workforce. CompTIA Community members participating in regional groups help determine how to support deserving organizations around the world.



WE ARE THE CompTIA® Community



MSPs & SOLUTION PROVIDERS COMPANY MEMBERSHIP

ANNUAL DUES

\$450 USD

\$515 CAD*

£295 GBP*

*Excluding GST and VAT

Countries outside
of Canada and
the UK pay USD

Cybersecurity Programs benefits included

When your company joins the CompTIA Community, you and everyone at your company gain access to all membership benefits.

JOIN TODAY



connect.comptia.org

Above all, the CompTIA Community is committed to connecting you to a dynamic, diverse and global group of peers dedicated to moving the industry and their businesses forward, together.

It is our goal to help all MSPs upscale their services, combat cybersecurity threats, understand new technology, and add new service offerings.

Thanks to the support of CompTIA and its dedication to the industry, **membership fees are kept as low as possible** to ensure joining or renewing is never cost prohibitive for any company. As a result, CompTIA Community membership is an incredible value for the benefits received.

6 Reasons Why Your Company Should Become a Member



- 1. Participate in peer groups**
Make meaningful connections and contribute to the future of our industry.
- 2. Attend vendor-neutral CompTIA Community events**
Receive unlimited, free registration for your entire staff.
- 3. Upskill your staff**
Save 20% on CompTIA certifications and get exclusive discounts on CompTIA training products.
- 4. Stay ahead of trends**
Access CompTIA research, business resources, and a library of educational courses.
- 5. Share knowledge and accelerate your career**
Member-led initiatives and programs, including the new CompTIA Community Mentorship Program.
- 6. Save with member discounts**
Enjoy exclusive discounts on shipping, rental cars, insurance, and more.

CompTIA[®] Community

Your company can join today at
connect.comptia.org

You can also reach out to a membership representative at membership@comptia.org

JOIN TODAY



CompTIA.

MEMBERSHIP
BENEFITS OVERVIEW