

# INDUSTRY COUNCIL

### **MEMBERSHIP OPPORTUNITIES**

#### ABOUT AOTMP® INDUSTRY COUNCIL

Join your peers with a Council designed to elevate the telecom, mobility, and information technology management industry.

As a community of peers in the telecom, mobility, and information technology management industry, you have the ability to position yourself and your organization as innovators. As a group of dedicated individuals who are experts in your field, you have the ability to advance in the industry through this unique opportunity.

Learn more at industrycouncil.aotmp.com

The Industry Council also provides an opportunity to learn, collaborate and inspire change. Through innovative events and teleconferences, you and your organization will be the first to know about industry trends and create meaningful and lasting relationships. It is an ideal environment to foster change and to create new opportunities.

Impacting the industry is the core of our existence. As members of the Industry Council, you affect change in every way. Working with legislators to discover more opportunity in the industry and reduce regulatory burden, the Industry Council impacts the world around us every day. With peers from all walks of life, the Council is designed to continuously improve upon an industry that is full of opportunity.

#### BENEFITS OF JOINING THE COUNCIL



#### **EXCLUSIVE LIVE & REMOTE MEETINGS**

This unique Council is made up of both Enterprise and Vendor members to cultivate and encourage cross collaboration through live and remote meetings in a non-selling environment. Industry Council meetings allow all members—vendors and enterprises—to come together and discuss industry opportunities that help mature the telecom, mobility, and information technology management industry.



#### **KNOWLEDGE EXCHANGE**

Uncover opportunities, neutralize challenges and drive results by collaborating with industry professionals that share your passion and desire to elevate the telecom, mobility, and IT management industry. Understand and evolve your organization's practices by having meaningful dialogue with your peers to make meaningful change.



#### A SEAT AT THE TABLE

Increase your status as a thought leader and influence change by having a seat at the table. Be part of moving the industry forward by sharing your successes, concerns and challenges you face every day with industry professionals who share your passion and goals.



#### **NETWORKING & RELATIONSHIP BUILDING**

Build lasting relationships and contacts to expand your network. With enterprise and vendor members, the collaboration and communications during all stages of enterprise-vendor relationships increases the business relationship value for both parties.

HEAR TESTIMONIALS FROM THE MEMBERS!

GO TO AOTMP.COM/INDUSTRYCOUNCIL

#### COUNCIL MEMBERS

The AOTMP Industry Council consists of members from both enterprises and vendors located all over the world. Organizations represented include:

NEOBIS One Source Communications Dimension Data

JPMorgan Chase & Co. Amway Best Buy

ONEOK Sonepar Wells Fargo

Aramark Cisco Systems KeyBank

Cimpl Sakon Calero

mdsl IQ Telecom

### Meet your peers and existing members at industrycouncil.aotmp.com

### WHAT ARE YOUR TOP THREE BENEFITS OF BEING AN AOTMP® INDUSTRY COUNCIL MEMBER?



Valerie Banks Aramark

- 1. To be part of a paradigm shift that will drive change while establishing standards and best practices within the telecom industry.
- 2. To gain insight from industry peers with regard to barriers and opportunities which impact the TEM ecosystem.
- **3.** To serve as a voice of the consumer which will provide a perspective to TEM vendors on issues and challenges that impact the enterprise, with a goal to bring forth improvements across the board.



John Hill ONEOK

- **1.** Networking with my peers
- **2.** Learning best practices and benefitting from the experience of others
- **3.** Working as a team to improve processes and the industry as a whole



Joe Schuman Best Buy

- 1. Peer-to-peer networking
- 2. Learning from challenges and successes from other Enterprises and gain insights from Vendors
- **3.** I am optimistic the Council will advance Industry Standards and improve Enterprise, Vendor, and Carrier relationships, which will increase our value to our companies, our industry, and our day-to-day work.



John Venditti Sakon

- **1.** Council members sharing their knowledge and experience with each other.
- **2.** Listening first hand to the experiences and challenges of the enterprises and working with them.
- **3.** Helping to advance our industry through collaboration and alignment.

#### APPLICATION PROCESS

All potential council members are required to go through an application process to join.



#### FILL OUT AN APPLICATION AT AOTMP.COM/INDUSTRYCOUNCIL

We have set up an easy-to-use online form at aotmp.com/industrycouncil where you will provide all necessary information to join. Here, you may pay by credit card or request to be invoiced for your membership. The form is automatically sent to the Industry Council Selection Committee upon completion.



#### YOUR APPLICATION IS REVIEWED

Our team reviews your application and determines if you are a good fit for the Council. In order to maintain the ratio between vendor and enterprise members, applicants are put through a vetting process.



#### YOU ARE INFORMED OF YOUR MEMBERSHIP STATUS

Correspondence will be sent via email to inform you of your membership details.



\$1.600

#### **Entitles 1 member**

Person must be approved and agree to Code of Conduct and Terms & Conditions



## ENTERPRISE COMPANY \$5,000

Up to 5 members from your company

Each must be approved and agree to Code of Conduct and Terms & Conditions

5 core members must be named to be approved eligible for benefits



### \$3,600

#### **Entitles 1 member**

Person must be approved and agree to Code of Conduct and Terms & Conditions



## VENDOR COMPANY \$9,500

#### Up to 5 members from your company

Each must be approved and agree to Code of Conduct and Terms & Conditions

5 core members must be named to be approved eligible for benefits