



MEMBERSHIP APPLICATION

COMPANY INFORMATION

Company Name: _____ Address: _____

City: _____ State/Prov: _____ Zip: _____ Country: _____

Phone: (____) _____ Website: www. _____

Main Contact for RSPA to interact with: _____ Title: _____

Email: _____ Phone: (____) _____

RSPA Membership Directory contact (visible to all RSPA Members): Name: _____ Email: _____

Authorized Voter (owner/officer/director authorized to vote for RSPA Board of Directors): Name: _____ Email: _____

What is your primary reason for joining RSPA? _____ How long have you been in business? _____

Do you do business in Canada? Yes No Would you like to begin your enrollment in the RSPA UPS discount? Yes No

Are there any companies you would suggest membership to? _____

BUSINESS MODEL

(please select one that describes your business most accurately)

- VAR/reseller
- ISV/software developer
- Vendor/distributor
- Other _____

YOUR PRIMARY VERTICAL MARKET

(please select one)

- Retail
- Hospitality
- Grocery/C-Store
- Other _____

YOUR SECONDARY VERTICAL MARKET

(please select one)

- Retail
- Hospitality
- Grocery/C-Store
- Other _____
- No Secondary Vertical

YOUR NICHE VERTICAL MARKETS (please select all that apply)

- | | | |
|---|---|------------------------|
| Automotive | Ethnic Grocery/Restaurant | Movie Theaters |
| Bars/Nightclubs | Events/Stadiums/Amphitheatres | Non-Profit |
| Books/Music/Gifts/College Bookstores | Field Service | Pizza |
| Cannabis | Footwear | Real Estate |
| Casino/Gaming | Garden/Nursery | Spa/Salon |
| Café/Coffee Shop | Hardware | Sporting Goods |
| Clothing/Fashion | Health/Beauty | Toy/Hobby |
| Discount Stores | Home Furnishing | Travel/Tourism |
| E-Commerce | Hotels/Lodging/Resorts | Vending |
| Education | Jewelry/Watches | Wholesale/Distribution |
| Electronics | Law/Public Safety | Wine/Beer/Liquor |
| Entertainment/Recreation/Amusement Parks/Bowling/Golf | Medical Offices/Hospitals/Senior Living | Other _____ |

YOUR TECHNOLOGY AREAS OF EXPERTISE OR INTEREST (please select all that apply)

- | | | | |
|--|--------------------------|---------------------------------|--------------------------------------|
| AI (Artificial Intelligence)/Machine Learning | Cybersecurity | M2M (Machine-to-Machine) | Phone System Management/VoIP |
| Analytics | Data Security | Managed Services | Remote Access |
| Augmented Reality | Digital Signage | Mobile Computing/mPOS/mCommerce | RMM (Remote Monitoring & Management) |
| BDR (Backup & Disaster Recovery) | E-Commerce | Networking | UC (Unified Communications) |
| Blockchain/Cryptocurrency/Alternative Payments | Firewall Management | Network Security | Web Hosting |
| Cashierless Stores | Gift/Loyalty | Online Ordering | Wi-Fi/Wireless Networking |
| Cellular Failover | Internet Service | Payment Processing | Other _____ |
| Cloud Services | IoT (Internet of Things) | Payment Security | |

RESELLER

Resellers of hardware, software, payment processing, digital signage, or any other technology or service.

Please check that which best describes you:

VAR

ISO/Agent

MSP (Managed Services Provider)

How many employees (or 1099/FTE equivalents) do you have? _____

Please list the companies for which you are an authorized reseller:

RESELLER DUES

LEVEL	# OF EMPLOYEES (1099/FTEs)	ANNUAL DUES
A	10 & under	\$250
B	11 to 25	\$500
C	26 to 99	\$1,000
D	100+	\$2,500

VENDOR

Channel-Supported Vendors: Manufacturers of hardware, developers of software, payment processors, and distributors with an active reseller channel; consultants, media, and publishers. Also includes: 1) Any software developer with a reseller channel. 2) Any company with an active reseller channel or currently building a reseller channel.

Direct Independent Software Developers: Core business is developing and directly selling their own software. No active reseller channel and not currently building a reseller channel. Independently owned and operated.

CHANNEL-SUPPORTED VENDOR DUES

LEVEL	ANNUAL NORTH AMERICAN REVENUE TIER	ANNUAL DUES
A	\$0 - \$2M	\$1,750
B	\$2 - \$8M	\$2,750
C	\$8 - \$25M	\$3,250
D	\$25M & up	\$4,750

Please check that which best describes you:

Manufacturer

Distributor

Channel-Supported ISV/Software

Consultant

Payment Processor

Media/Publisher

Direct Independent Software Developer

Other _____

What is the annual revenue of your company in North America? _____

How many VARs are in your North American Channel? _____

Are you interested in exhibiting at RetailNOW®? Yes No

DIRECT INDEPENDENT SOFTWARE DEVELOPER DUES

LEVEL	ANNUAL NORTH AMERICAN REVENUE TIER	ANNUAL DUES
A	\$0 - \$500k	\$300
B	\$500k - \$1M	\$500
C	\$1 - \$2M	\$1,750
D	\$2 - \$8M	\$2,750
E	\$8 - \$25M	\$3,250
F	\$25M & up	\$4,750

APPLY BY EMAIL

Save completed form to your device and email to Membership@GoRSPA.org. Please use the subject line 'New Membership Application.' Once your application is received, your main contact for RSPA will receive an electronic invoice to help you complete the application process.

Additional Employees for your membership record:

Name: _____

Email: _____ Title: _____

Name: _____

Email: _____ Title: _____

Name: _____

Email: _____ Title: _____