RSPA

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: _____

BUSINESS MODEL

(please select one that describes your business model most accurately)

- ☐ VAR/Reseller/ISO/MSP
- ☐ ISV/Software Developer
- ☐ Manufacturer/Distributor/ Payment Processor

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

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

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

Questions? Please contact the RSPA Member Services Team at: Membership@GoRSPA.org / 704.357.3124

Welcome to North America's Premier Community for Retail Technology VARs, ISVs, and Vendors!

Please check one box below that describes your business model most accurately, then answer the questions in that section only. Please do not check more than one box or complete more than one section.

VAR/RESELLER/ISO/MSP

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

Please check that which best describes you:

☐ VAR/Reseller

☐ 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:

_____

_____

_____

VAR/RESELLER/ISO/MSP 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

CHANNEL-SUPPORTED 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.

Please check that which best describes you:

☐ Manufacturer ☐ Distributor ☐ Channel-Supported ISV/Software

☐ Consultant ☐ Payment Processor

How many VARs are in your North American channel? _____

Are you interested in exhibiting at RetailNOW®? ☐ Yes ☐ No

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 indicate your membership level based on your company's annual North American revenue: _____

DISD (DIRECT INDEPENDENT SOFTWARE DEVELOPER)

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.

Please check that which best describes you:

☐ Direct Independent Software Developer

Please indicate your membership level based on your company's annual North American revenue: _____

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

Please save the 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: _____

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