



RICHTECH MEMBERSHIP INFORMATION SHEET

TO APPLY: VISIT WWW.RICHTECH.COM OR CALL 804.228.4193

Thank you for considering membership with RichTech, the Richmond Technology Council. As a member you will be joining over 250 of the area's leading businesses who embrace the value of technology for the growth and sustainability of central Virginia's economy.

RICHTECH'S UNIQUE MODEL TO MEMBERSHIP

When the Council first formed over 16 years ago, the membership model was similar to other trade associations at the time. The number of employees determined the number of dollars charged for membership. Then – still early in its existence – the Council shifted to a hybrid system of employee-based membership and value-based (a system in which the member decides the investment) through partnerships. Finally, a few years ago during the start of the social media boom, the Council attempted to move from an association of businesses to an association of individuals. Although this shift produced successes, there were unfortunate and unintended consequences.

Corporate America struggled with its own identity at the start of web-based mobile technologies and the individualist networking movement. In response, many trade associations including RichTech made an earnest effort to accommodate the rapidly changing work environment. Although proactive in recognizing the need to advance the Council's use of social media, the trend to become a catalyst for thousands left little attention for the tech community's foundation...the businesses themselves.

As the business community continues to evolve to virtual interaction, mobility, teleworking and other positive technology advancements, we – RichTech – must maintain our identity as an association of businesses who embrace the value of technology for the growth and sustainability of central Virginia's economy. We must provide an outlet for business leaders to meet, share best practices, promote the region, produce jobs, innovate and create. This can only be accomplished by supporting and assisting the businesses, their workforce and leaders.

During the summer of 2011, the Board of Directors approved a membership model that provides valuable membership to the workforce of member companies – large or small. **A company's investment in RichTech is an investment in the personal and professional growth of its workforce.** We have moved completely away from the antiquated system of employee-based membership and have embraced a system that places the investment solely in the hands of the member. Businesses will instead choose the amounts and types of benefits they want and need, and invest accordingly. Our membership model allows you flexibility to make that determination.

Below you will find an array of benefits, programs and services that make your membership with RichTech invaluable. It is fundamental that your business and associates engage in the Council to fully reap the benefits of membership.

Your business is encouraged to join our organization and become part of an influential group of innovative, creative and technical professionals in the Richmond area. Do not miss your opportunity to create connections that will positively affect professional development of yourself, your employees and your company.

BENEFITS OF MEMBERSHIP WITH RICHTECH

LEARN THROUGH YOUR PEERS BY PARTICIPATING IN A FORUM

RichTech offers several forums dedicated to connecting peers. Forums are a place for you to connect to those with whom you have a common interest to share best practices, learn something new, and enhance your business and personal development. Our forums are constantly expanding as the needs of our membership evolve. Currently RichTech holds several Forums for the following clusters: Chief-Information-Officers, Women in Technology, Emerging Technologists, Executive Business Transformation, HelpDesk Managers and IT Technicians.

ENGAGE THE RICHTECH COMMUNITY IN COMMITTEE

As a partner and leader in the Greater Richmond business community, RichTech offers several educational, networking and thought leadership opportunities to our members. These are possible thanks to a dedicated and engaged membership. RichTech offers a voice for the technology community through our **Public Policy Committee** and recognizes our community's successes through educational and networking events developed by our **Programs Committee**. As a member you can serve as an Ambassador for Technology on our **Membership Committee** or simply give back by providing expertise on our **Finance and Communication Committees**. Whatever committee you choose to participate in will provide you invaluable access and networking with Richmond's business leaders.

ATTEND EDUCATIONAL AND EXCITING EVENTS AT REDUCED RATES

RichTech offers a wide variety of educational and interesting events and programs. Our **INTEREST GROUPS** are dedicated to providing information to the community on different topics. Currently our **Healthcare IT and Government Services IT** groups have produced well attended and highly informative sessions on those related topics. In addition to monthly educational programs, RichTech offers several **SIGNATURE EVENTS** from an Awards Gala to recognize leading Technology businesses in the area to an Annual TechSummit that energizes and educates the community on hot topics and emerging trends. As a member you have access to all of these events and programs at significantly reduced rates.

ENHANCE PERSONAL AND COMPANY EXPOSURE @ RICHTECH.COM

As a new or renewing member of RichTech your company will be recognized for the entire month on our WEBSITE under the membership tab and listed in the same month's NEWSLETTER. In addition your company will be listed in our searchable DATABASE and have the opportunity to post press releases. Press Releases posted on the Council's website also make it into the monthly Newsletter. Let us know about your successes and we'll share with the tech community. RichTech is dedicated to promoting our members and we feel these exposure benefits are a real asset to valuable membership.

These above benefits are available at the Business Membership level. As mentioned, RichTech offers a tiered structure to investments. Attached is a comparison chart of different levels of investment. As you will note, estimated values of the different levels greatly exceed actual cost; another way RichTech guarantees valuable membership. We look forward to you joining the RichTech Community and serving your business over the years to come.

To Apply for Membership: visit, www.richtech.com, click 'Membership' and 'Join RichTech' or contact Robby Demeria at robby@richtech.com or call 804.228.4193.

	Business:	Corporate:	Executive:	Presidential:	Innovative Partner:	Catalyst Partner:
	\$500	\$1,000	\$2,500	\$5,000	\$10,000	\$25,000
Membership Benefits	Estimated Value: \$950	Estimated Value: \$1,450	Estimated Value: \$3,250	Estimated Value: \$5,770	Estimated Value: \$13,090	Estimated Value: \$30,000
Recognition Monthly Newsletter at Initial/Renewal Date of Membership	X (value: \$50)	X (value: \$50)	X (value: \$50)	X (value: \$50)	X (value: \$50)	X (value: \$50)
Attend RichTech Events at Discounted Pricing	X (value: \$250)	X (value: \$250)	X (value: \$250)	X (value: \$250)	X (value: \$250)	X (value: \$250)
Complementary Access to Peer Forums	X (value: \$250)	X (value: \$250)	X (value: \$250)	X (value: \$250)	X (value: \$250)	X (value: \$250)
Complementary Access to Committees	X (value: \$250)	X (value: \$250)	X (value: \$250)	X (value: \$250)	X (value: \$250)	X (value: \$250)
Corporate Listing in Searchable Database	X (value: \$50)	X (value: \$50)	X (value: \$50)	X (value: \$50)	X (value: \$50)	X (value: \$50)
Post Company Press Releases to Council Website	X (value: \$100)	X (value: \$100)	X (value: \$100)	X (value: \$100)	X (value: \$100)	X (value: \$100)
Post Events Open to Public on Council Website		X (value: \$50)	X (value: \$50)	X (value: \$50)	X (value: \$50)	X (value: \$50)
Technology Star Awards Gala (over 600 Tech Leaders in attendance annually)		2 Seats: (value: \$250)	Half Table / 4 Seats: (value: \$500)	Full Table / 8 Seats: (value: \$1,000)	Full Table / 8 Seats: (value: \$1,000)	Full Table / 8 Seats: (value: \$1,000)
Richmond Legislative Reception with Virginia's Influential Lawmakers		2 Tickets: (value: \$100)	4 Tickets: (value: \$200)	4 Tickets: (value: \$200)	6 Tickets: (value: \$300)	Comp. Access (value: priceless)
TechSummit (Premier Regional Forum on Technology Issues in Central Virginia)		2 Tickets: (value: \$100)	4 Tickets: (value: \$200)	4 Tickets: (value: \$200)	6 Tickets: (value: \$300)	Comp. Access (value: priceless)
TechSummit Evening Reception with Nationally Recognized Speakers			2 Tickets: (value: \$200)	2 Tickets: (value: \$200)	4 Tickets: (value: \$400)	Comp. Access (value: priceless)
Exhibit Space at Annual TechSummit			6'x8' Booth: (value: \$500)	6'x8' Booth: (value: \$500)	6'x15' Booth: (value: \$1,000)	6'x15' Booth: (value: \$1,000)
Techlinks Golf Tournament - Must Attend Outfing in Richmond's Tech Community			Foursome: (value: \$750)	Foursome: (value: \$750)	Foursome: (value: \$750)	Foursome: (value: \$750)
Hole Sponsorship at Techlinks Golf Tournament				X (value: \$1,000)	X (value: \$1,000)	X (value: \$1,000)
Signature Speaker Series Attendance (8 Events) - Knowledge and Networking				2 Tickets: (value: \$420)	4 Tickets: (value: \$840)	Comp. Access (value: priceless)
Exclusive Year-End Partner Appreciation Event at the Federal Reserve Bank				2 Tickets: (value: \$100)	4 Tickets: (value: \$200)	8 Tickets: (value: \$400)
Logo Recognition on all RichTech correspondence and website					X (value: \$2,500)	X (value: \$2,500)
Logo Recognition at Signature RichTech Events & Programs					X (value: \$2,500)	X (value: \$2,500)
Sponsorship Opportunity					Silver Level: (value: \$2,500)	Signature Level: (value: \$10,000)