



## Membership Application

### Regular

**Please complete this application, indicate or include payment and send as follows:**

E-mail application to: [membership@techservealliance.org](mailto:membership@techservealliance.org)  
 Fax application to: 703.838.3610  
 Mail application to: TechServe Alliance, 1420 King Street, Suite 610 Alexandria, VA 22314  
 Contact: Kim Grever at 703.838.2050 x102 or e-mail: [grever@techservealliance.org](mailto:grever@techservealliance.org)

**Membership Contact Information:**

Company Name: \_\_\_\_\_

Street Address: \_\_\_\_\_

City/State/ZIP: \_\_\_\_\_ County: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Web Address: \_\_\_\_\_

How did you learn about TechServe Alliance? \_\_\_\_\_

**Primary and Additional Contacts:** TechServe Alliance communicates with members primarily by e-mail. Please provide your company e-mail information to ensure you and other key executives in your company always receive important TechServe Alliance news and benefits. Include other key staff such as sales and recruitment executives. If more spaces are needed, attach an additional page.

Primary Contact:	
Name	Title
E-mail	Direct Phone/Extension
Additional Contacts:	
Name	Title
E-mail	Direct Phone/Extension
Name	Title
E-mail	Direct Phone/Extension

**TechServe Alliance Dues Structure:**

What were your firm's annual revenues for the preceding 12 months? \$ \_\_\_\_\_

**(continued on next page)**



## Membership Application: Regular

**Annual TechServe Alliance Dues Based on Firm Size** (Please check one):

<u>(Revenues in the Millions)</u>	<u>Annual TechServe Alliance Dues</u>
<input type="checkbox"/> Under \$2 million/year	\$1,200/year
<input type="checkbox"/> \$2 million – \$10 million/year	\$2,400/year
<input type="checkbox"/> \$11 million – \$20 million/year	\$3,600/year
<input type="checkbox"/> \$21 million – \$50 million/year	\$4,800/year
<input type="checkbox"/> \$51 million – \$100 million/year	\$6,000/year
<input type="checkbox"/> \$101 million/year and over	\$12,000/year

**TechServe Alliance Initiation Fee** (for first-time members)

**Reinstatement Fee** (for returning former members):

(Please check one)

<u>(Annual Revenues)</u>	<u>Initiation Fee</u>	<b>-OR-</b>	<u>(Annual Revenues)</u>	<u>Reinstatement Fee</u>
<input type="checkbox"/> Under \$2 million	\$500		<input type="checkbox"/> Under \$2 million	\$250
<input type="checkbox"/> Over \$2 million	\$1,000		<input type="checkbox"/> Over \$2 million	\$500

### Local Chapter Dues

Local dues are required. Amounts vary by the chapter's geographic area and your firm's headquarters. Contact TechServe Alliance or visit <http://techservealliance.org/join-techserve.cfm> to find your local chapter.

List Chapter Name: \_\_\_\_\_

### Dues Calculation:

\$	<b>Annual TechServe Alliance Dues</b> (see above)
\$	<b>TechServe Alliance Initiation or Reinstatement Fee</b> (see above)
\$	<b>Chapter Dues</b> (contact TechServe Alliance or local chapter for amount)
\$	<b>Chapter Initiation Fee</b> (contact TechServe Alliance or local chapter to see if this is applicable)
\$	<b>TOTAL</b>

### Payment Options:

Please select one of the following three options<sup>+</sup>

- Payment by check (Full Amount) – My check is enclosed with this application; it includes the full payment for the total annual membership dues, chapter dues and one-time initiation fee.
- Payment by credit card (Full Amount) – Please bill full dues amount in one (1) payment.
- Payment by credit card (4 equal monthly installments\*) charged over the first 4 months of membership.

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## Membership Application: Regular

\*Installment plan – Annual dues may be paid in 4 monthly installments (secured by credit card only) that are made over the first 4 months of membership. There is a 5% service charge (applied to the total amount due) when using this plan.

Amount: \$ \_\_\_\_\_ Card Number: \_\_\_\_\_ Exp (mo/yr): \_\_\_\_\_

Name on Card (please print): \_\_\_\_\_

Signature: \_\_\_\_\_

Card Billing Address (if different from mailing address):

\_\_\_\_\_

\_\_\_\_\_

### +Non-Deductibility of Lobbying Expenses Disclosure Statement

Please note that tax law provides that the amount of dues spent on lobbying and political activities is not deductible as a business expense under Section 162 of the Internal Revenue Code. For 2009, we estimate that **7%** of your TechServe Alliance dues will be spent on those activities and are not deductible as a business expense. Additionally, dues payments are not deductible as charitable contributions for federal tax purposes. Please consult your tax advisers.

If you are a member of the Northern or Southern California Chapter, please be aware that your chapter estimates that the following percentages of your 2009 Chapter dues is spent on lobbying and is NOT deductible as a business expense.

Northern California: 45% of chapter dues  
Southern California: 84% of chapter dues

### Membership Criteria (please check ALL boxes below indicating that you have read the criteria):

- Your firm must be substantially involved in the business of providing IT consulting services or similar consulting services.
- Your firm must fully support the "Statement of Business Principles" (see below) and agree to abide by the by-laws and Board resolutions of TechServe Alliance and any applicable chapter rules.
- My firm meets the membership criteria, and I am enclosing payment for the amount indicated above. I will remain a member for at least 12 months and will pay the applicable dues. I understand that I cannot continue to use TechServe Alliance contract materials, or any other TechServe Alliance member benefits unless I remain a member in good standing. I understand that my membership is subject to the approval at the national level and by the local chapter and that local dues are required.
- I attest, by signing below, that all information included on this application is correct.
- Furthermore, I authorize TechServe Alliance to fax and/or e-mail important member communications to me and other employees at this firm.

The majority interest owner, the CEO or president of the firm must sign the application for membership. If you are not an owner, CEO or president and you are in a large or public company, please contact TechServe Alliance.

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



## Membership Application: Regular

**Welcome to TechServe Alliance**, a collaboration of dynamic firms dedicated to advancing excellence and ethics within the IT services industry. Help us continue to grow this professional network of members .

**Do you know of other IT staffing or IT solutions firms that can benefit from TechServe Alliance membership?**

<u>Firm Name</u>	<u>Executive Contact</u>
1. _____	_____
2. _____	_____
3. _____	_____

### TechServe Alliance Statement of Business Principles

- TechServe Alliance members **DO** adhere to the tenet of equal opportunity for all regardless of race, religion, color, sex, creed, age, marital status, sexual orientation, or national origin.
- TechServe Alliance members **DO** abide by all applicable international, federal, state, and local laws with regard to the operation of their businesses.
- TechServe Alliance members **DO** preserve all proprietary information relating to the business of their clients.
- TechServe Alliance members **DO** actively avoid misrepresenting a consultant’s skills or experience.
- TechServe Alliance members **DO** refrain from soliciting employees of their own active clients.
- TechServe Alliance members **DO** have a clear policy for payment of consulting, marketing and recruiting personnel.
- TechServe Alliance members **DO** comply with clients’ established business practices including those policies relating to gifts and gratuities to client employees.
- TechServe Alliance members **DO NOT** engage in illegal restraint of trade, unfair competition or violation of antitrust laws and DO promote free and fair competition among members.
- TechServe Alliance members **DO NOT** defame clients, consultants, or competitors.
- TechServe Alliance members **DO NOT** misrepresent a consultant’s pay rate, contract terms, assignment duration, or other subjects pertinent to the business relationship.
- TechServe Alliance members **DO NOT** have unreasonable non-competition clauses or unfairly prevent a consultant from pursuing other opportunities.
- TechServe Alliance members **DO NOT** induce consultants to breach or improperly interfere with a contractual relationship.