



Interoperability Clearinghouse

ICH Membership Agreement

Annual Subscription Services

Select Membership Category

_____ **Charter Member**

\$60,000 Annual

\$30,000 Half Year/Trial

Charter Members are the cornerstones of the ICH Consortium, providing members with premium research and validation services. Subscription fees provide access to the full range of ICH offerings; Architecture Methods, ICH hosted working groups, educational conferences, market research, hotline, standards monitoring, knowledge transfer, and on-site mentoring. Charter Members are eligible to vote on all appropriate Board and Track issues. Each Charter Member Organization is entitled to;

- Full complement of technology research reports (all technology and industry domains),
- Real-time hotline, get timely answers on emerging technologies and standards. Includes briefings on how to adopt
- Standards tracking; keep abreast of what's happening in the open systems world with out carrying the cost.
- On-site mentoring (plus travel). Adopt the ICH Validation Method to ensure you organizations successfully transforms from the theory of *Architectures to Implementation Reality*
- Domain Working Groups creation. The ICH has established domain working groups to facilitate the sharing of best practices and lessons learned from peers in industry.
- Domain Secure E-Business Forums. Charter members direct the focus of the ICH's Secure E-Business conference series. ICH establishes domain focused events for each of major industry domains; finance, telecom, healthcare, defense/aerospace, government, and manufacturing.

The ICH Research focused is determined by our Charter Member's most pressing needs. Charter members may invoke the ICH brand in the technology acquisition process (for those technologies covered by the ICH research)., Branded products are those that have been pre-validated based on past performance. The ICH ensures product specification accuracy, while mapping product features to member business needs. Each Member organization is allocated one Corporate Board seat and one Technical Advisory Board seat. Additional Board seats can be approved by a simple majority vote of the ICH Board of Directors.

_____ **Corporate Member**

\$25,000

Corporate Members also drive the ICH Method and influence its evolution and market research. Corporate Members are entitled to vote on all technical issues.

Corporate Members who have architecture offerings may also participate in ICH directed Architecture engagements and research projects. Members may include vetted EA offerings in ICH GSA Schedule and other available contract vehicles. These activities are limited to those members who have adopted the ICH Conflict of Interest Guidelines and who have successfully gone through the ICH Vetting process.

Each Charter Member Organization is entitled to full access ICH Knowledge base and Domain Working Groups. Corporate members may invoke the ICH brand in the technology acquisition process for those technologies covered by the ICH research, and help ensure that the data submitted by technology providers is accurate and mapped to member business needs. Each Corporate Member organization is allocated one seat on the **Architecture Advisory Board** and participate in evolution of ICH Adopted Standards and Architecture Method evolution. **CxO Advisory Board** seats can also be obtained through the approved by a simple majority vote of the ICH Board of Directors.



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Influencing Member

\$10,000

Influencing Membership is for user organizations and integrators only. It requires member organizations to invoke the ICH brand when buying products or services as part of the acquisition process (only for ICH technology focus areas). Influencing Members are entitled to vote on all technical issues. Those Influencing Members that are elected to serve on the ICH Board of Directors may vote on Board issues. Each Member Organization is entitled to the ICH Knowledge base for **one domain** of market research and validation, which can be expanded through the contribution of unique data in other domains of interest. Those Influencing members who invoke the ICH brand in the technology acquisition process for those technologies covered by the ICH research receive full membership privileges. Each Member organization is allocated one technical board seat that refines research focus areas. Corporate Board seats can also be approved by a simple majority

Affiliate/VISTA Member (research and testing labs)

\$5,000

Affiliate Membership is for other kindred spirits: industry associations, standards groups, syndicated research firms, and testing labs. It is for those organizations that are interested in detailing domain architectures. It allows the Affiliate member to leverage the ICH Method for a specific technology/industry domain, and to share domain experience. Each Affiliate member is entitled to the ICH knowledge base in only those area that it is able to contribute unique validation data (give a little, get a lot). Affiliate members are automatically included in the VISTA program and can receive ICH member funded research and validation contracts in domains of proven experience. An Affiliate Member must represent the member company and not a subsidiary or client organization. The Affiliate Members, as a group, are entitled to one seat on the ICH Technical Board of Directors. Affiliate Members are not entitled to vote on technology research area that is presented to the entire membership for inclusion in the ICH Method. The Affiliate Member may be elected the Technical Board of Directors by a majority of the Board.

The ICH received from the Micro Computer Consortium (MCC) the Verifiable Interoperable Systems Testing Alliance (VISTA), "A proposal for a Rigorous Integration and Interoperability Testing Service as a shared resource among multiple organizations". The combined validation approaches from these combined efforts provide industry with a unique set of methods, tools, and knowledge turning business models into validated secure internet infrastructure frameworks, while separating hype from reality. This effort began at MCC with support from the Open Group and the ICH. TheOTG.com, one of the founding members of the ICH, has incorporated MCC's architecture principles into its Architecture Modeling and Asset Management Technology. The ICH Affiliate program provides certified research organizations with opportunities to conduct COTS research and validation efforts for Global 5000 organizations at a fraction of today's cost.

University Member

\$2,500

University Membership was established to advance architecture research and sharing of knowledge. It enables University faculty to leverage the ICH Method and tools for a specific technology/industry domain, and to share research results. Each member is entitled to the ICH knowledge base in only those area that it is able to contribute unique validation data (give a little, get a lot). A University Member must represent the itself and not a client organization. The University Members, as a group, are entitled to one seat on the ICH Technical Advisory Board. Members are not entitled to vote on technology research area that are presented to the entire membership for inclusion in the ICH Method.

Date to Submit Announcement to the Press Announcing Support of ICH



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Member Profile

Organization/Company Name: _____

Industry Domain _____

Street Address: _____

City: _____

State: _____

Zip: _____

Primary Contact: _____

Title: _____

Phone: _____

Email: _____

Technical Contact: _____

Phone: _____

E-mail: _____

PR Contact _____

Phone: _____

Email: _____

Brief Description of Company, Business Focus, Products and/or Services:



Interoperability Clearinghouse

Please indicate payment method:

_____ check enclosed

_____ invoice my organization

SPECIAL TERMS: Payment terms: \$10k upon signature of this membership agreement; the balance of \$15k payable in 45 days.

Name of Contact in Accounts Payable: _____

Address: _____

City, State, Zip: _____

Phone: _____

By signing below, the applicant acknowledges and agrees that, when signed and accepted by ICH, this application represents a binding contract between the parties and commits the applicant to (i) payment of annual Membership dues and fees as determined from time to time by the Board of Directors and (ii) compliance with all the terms and conditions of ICH's Certificate of Incorporation and Bylaws (the applicant hereby acknowledging that it has reviewed the copies of these documents posted on ICH's website) and such rules and policies as the Board of Directors and/or committees may from time to time adopt. The applicant certifies that it meets the conditions of Membership specified in the Bylaws and that it has accurately stated its intentions with respect to the membership class that it has selected above.

ICH may elect to avail itself of certain protections offered by the National Cooperative Research and Production Act of 1993, as amended, which requires disclosure of the names of all members of ICH. Accordingly, the undersigned hereby appoints such person who shall be the President or acting President of ICH as the undersigned's true and lawful attorney-in-fact authorizes him or her to (1) notify government agencies of the undersigned's membership in ICH, (2) make, approve the form of, execute and deliver filings with government agencies on behalf of ICH and on behalf of the undersigned as a member of ICH, (3) receive notifications, including without limitation, notifications pursuant to the National Cooperative Research and Production Act on behalf of ICH and on behalf of the undersigned as a member of ICH, and (4) authorize and direct other officers of, and/or counsel to ICH, to do any of the foregoing acts.

Agreed to by:

Member Name and Title _____ Date: _____

ICH Exec Director _____ Date: _____
John Weiler



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The ICH Economic Model:

ICH is a 501 C6 non profit architecture collaboratory. ICH primary focus areas are Enterprise Architecture, Capital Planning and Interoperability. Its primary source of revenue is through Membership and Client Advisory Engagements. ICH augments its engagements with certified partners to assist in Client EA and IT Planning project fulfillment. To ensure effectiveness and maximum reuse of architecture artifacts, ICH will provide Project Management and Assurance function as Client insurance for a successful engagement (from pre-proposal to client sign off). It is estimated that the level of effort to perform IV&V is 15% of a deliverable to perform this validation and audit service.

In addition ICH will add a 15% Facilitation and Risk Management fee to FFP or T&M as insurance for each deliverable. This includes access to the shared knowledge repository and community outreach to bring in commercial best practices. This is significantly less than prevailing rates of 40 to 50%, is in keeping with its non-profit status, and reflects ICH's concern for egregious overhead fees.

EA Offerings	\$	ICH % Target Service Provision	ICH % (IV&V)	Research Partner	Product Partner	EA Consulting Partner	Integrator Partner	Stnds Partner
ICH Core Offerings								
ICH Basic Membership	25k	90 %						
ICH Charter Membership	60k	75 %						
Mentoring	100k	25 %	15 %					
Validation	150k	25 %	15 %					
Immersion	250k	25 %	15 %					
Combined Offerings	500 k	25 %	15 %					
Solution Audit	25k	85 %						
EAMS Mgt								
EAMS Code Updates	variable	10 %	15 %					
EAMS Installation Support	200k	15 %	15 %					
EAMS Maint. Support Contract	50k/yr	75 %	15 %					
EAMS integration	100k+	10 %						
EA Follow-ons								
Strategic Planning	150-250k	30-50 %	15 %					
EA Strategy	150k	30-50 %	15 %					
EA Development	800k+	15 %	15 %					
ITIPs Set up	500k+	15 %	15 %					
300s Audit & Assurance	250k+	50 %	15 %					
EA Tool Implementation	variable		15 %					
EA Capital IT Planning	variable		15 %					
EA Training	variable	25%	15 %					

ICH Revenue Sharing Worksheet:
