





COMMERCIAL
MEMBERSHIP
INFORMATION
INSIDE

Make a Bigger **IMPACT**

Get connected with APCO.
Become a leader in the public safety community.



APCO MEMBERSHIP connects you with decision makers in the public safety communications industry. Becoming a member of the Association of Public-Safety Communications Officials (APCO) International brings you the best opportunities for networking and building your business by putting you in front of its members.



"My commercial membership continues to be a very valuable tool. My customers look to me as a trusted advisor to keep them updated on events and technology that will affect their operations, and staying involved with APCO allows me to do this. By participating both locally and nationally in APCO events, I have been given the opportunity to develop a huge network of contacts that I know I can rely on anytime."

– Julie Heimkes, APCO member since 1990

National Sales Director, Combix911
Chair, APCO Commercial Advisory Council

YOUR MOST IMPORTANT CONNECTION

Connect with APCO. Become a leader in the public safety community.

NETWORKING

Commercial membership with APCO allows you to meet public safety communications professionals at chapter, regional and global events.

EXHIBITING

Exhibiting at APCO events is the best platform for you to promote awareness of your brand to your target audience. Attendee surveys tell us that over 80% have purchasing roles at their organizations.

SPONSORSHIPS & ADVERTISING

Position your company as a leader in the public safety community by becoming a sponsor at the many APCO events throughout the year. Getting your name in front of the decision makers in the industry is sure to elevate your brand to a whole new level.

PUBLICATIONS

Another way to connect with members is to submit articles and story ideas for APCO's publications: *PSC* (APCO's bi-monthly magazine), APCO's *Membership Minute* (monthly newsletter), and *PSC eNews* (weekly newsletter).

PROFESSIONAL DEVELOPMENT

There are several ways to contribute to APCO's professional development program including participating in educational programs, hosting a webinar, and participating on committees. Commercial members also receive discounted tuition fees to APCO Institute training courses.

TECHNICAL ASSISTANCE & RESOURCES

Commercial members can develop professional partnerships and work directly with industry leaders by participating in standards development activities and other APCO committees and working groups.

ADVOCACY

APCO advocates on behalf of the public safety communications community by addressing the issues that are important to all of our members, and keeps you informed on the latest developments.

RESEARCH & DEVELOPMENT SERVICES

From online surveys to webinars and focus groups, we have the tools to target your audience and obtain the critical feedback that will help make your product or service a success.

CORPORATE PARTNERS PROGRAM

The Corporate Partners Program is a four-tiered enrollment program that rewards each contributor with a family of benefits including the use of the APCO logo, enhanced visibility at meetings and other benefits.

COMMERCIAL ADVISORY COUNCIL

All commercial members are invited to participate in the Commercial Advisory Council (CAC), a prestigious and leading group within the commercial membership.

COMMERCIAL MEMBERSHIP CATEGORIES

INDIVIDUAL MEMBERSHIP

Individual membership is available to those individuals who receive compensation for providing products and/or services to a public safety communications center. Vendors, consultants, suppliers, sales people, manufacturers and training entities may qualify as commercial members. Voting privileges are not extended to commercial members, though they may otherwise enjoy all benefits and privileges of the association.

GROUP MEMBERSHIP

Commercial group membership is a new category of commercial membership available to organizations who wish to receive additional benefits beyond those offered to individuals. Make a bigger impact in the public safety community by providing memberships for your team. There are four levels of group membership based on the number of staff members you sign up:

Level One

(up to 5 staff)
\$ 832

Level Two

(6 to 10 staff)
\$ 1,599

Level Three

(11 to 20 staff)
\$ 3,159

Level Four

(21 to 40 staff)
\$ 6,284

MULTI-YEAR MEMBERSHIP DISCOUNT

Commercial Group members may pay for three years of membership at a discounted price.

FOR MORE INFORMATION, VISIT [APCOINTL.ORG/COMMERCIAL-MEMBERSHIP](https://apcointl.org/commercial-membership)

GROUP MEMBERSHIP BENEFITS

The following list of benefits are available to commercial group members only:

ONLINE SURVEYS

Discount

15%

FOCUS GROUPS

Discount on full or half-day

10%

ADVERTISING

New or additional* advertising in:

APCO website (apcointl.org)

PSC Magazine

PSC eNews

15%

EXHIBIT BOOTH SPACE

7% discount,

if reserved and paid for before December 31 the year preceding the conference.

3% discount,

if reserved and paid for after December 31.

WEBINARS

Discount on sponsorship

15%

PSCONNECT RIBBON

Designation of commitment posted to APCO's online community

FREE



ANNUAL CONFERENCE RECOGNITION

Company name listed in the official conference program guide. Exhibitors will receive a plaque for their booth.

FREE

**Not applicable to existing advertising contracts. In the case of renewed periodic contracts, discount will only be applied to additional spending above the original term.*

Commercial MEMBERSHIP APPLICATION

Fill out the application below, or join online at www.apcointl.org/online.

JOIN
ONLINE AT
APCOINTL.ORG/
ONLINE

NAME _____ TITLE _____

ORGANIZATION _____ AMATEUR CALL SIGN _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

EMAIL _____ PHONE _____ FAX _____

HOME ADDRESS _____ CITY _____ STATE _____ ZIP _____

PRIMARY ADDRESS: HOME WORK REFERRED BY _____

FUTURE INVOICES: BILL ME DIRECTLY ADD TO COMPANY MASTER INVOICE COMPANY # _____

INDIVIDUAL MEMBERSHIP

Commercial Member — \$154 USD

Commercial members are those who receive compensation in any form for providing products and/or services to a public safety communications center. Vendors, consultants, suppliers, sales people, manufacturers and training entities may qualify as commercial members. Voting privileges are not extended to commercial members, though they may otherwise enjoy all benefits and privileges of the association.

(Primary chapter membership is included.)

Additional Chapters

Persons residing and/or permanently employed in the chartered area of a chapter are required to be members of such chartered chapter.

Members belonging to one chapter may join any number of other chapters as outlined in the by-laws. Please list the additional chapters by name:

of Additional Chapters _____ × \$46.20 _____

Total Due _____

GROUP MEMBERSHIP

Membership Levels

- Level One (up to 5 staff) \$832
- Level Two (6 to 10 staff) \$1,599
- Level Three (11 to 20 staff) \$3,159
- Level Four (20 to 40 staff) \$6,284

Please provide a primary contact to oversee your group membership.

PRIMARY CONTACT (group membership only)

NAME _____

EMAIL _____

MEMBER PROFILE

Organization Type — Please select one that best fits:

- Association
- Academy
- Consultant Services
- Distributor
- Equipment Vendor
- Manufacturer
- Service Provider
- Other _____

Job Classification — Please select one that best fits:

- Account Manager
- Consultant
- C-Level
- Director
- Engineer/Technician
- Information Systems
- Manager
- Marketing
- Owner
- President/CEO
- Product Specialist
- Other _____

PAYMENT INFORMATION

- Check enclosed # _____
- AMEX
- MASTERCARD
- DISCOVER
- VISA

CARD NUMBER _____

EXPIRATION DATE _____

SIGNATURE _____

PRINT NAME _____

CARDHOLDER'S EMAIL _____

Mail completed application with payment to:

APCO International Membership

351 North Williamson Blvd., Daytona Beach, FL 32114

-or- fax to 386-944-2729

-or- email to membership@apcointl.org

Your membership will be activated upon full payment of applicable dues.

***Note:** APCO International annual dues are not a deductible contribution for federal tax purposes, but may be deducted as a business expense. **PSC** subscription price (\$35) for one year is included in membership dues and members may not deduct the subscription price from dues. APCO estimates that an additional 3% of your dues are not deductible because of APCO's lobbying activities on behalf of its members. Membership runs through the calendar year. See website for proration information.

JOIN TODAY!

Sign up at www.apcointl.org/commercial-member.



351 North Williamson Blvd
Daytona Beach, FL 32114
www.apcointl.org
P. 386.322.2500
P. 888.272.6911
membership@apcointl.org