



## AIM North America Membership

As the premier source of industry support for the automatic identification market, AIM North America delivers access to information and cutting-edge solutions to grow your business.

**Resellers, integrators, manufacturers, distributors, and consultants** are provided marketing tools, resources to generate leads, and educational opportunities that can increase sales and maximize profits.

**Sales leads** – Potential customers submit Requests for Proposals on the AIM web site. AIM members have exclusive access to these searchable leads through a unique member login. Average 10-15 leads per month, with approximately 60% in North America.

**Inclusion in the AIM online searchable Buyer's Guide** with your company description, products and services offered, and contact details. This resource is widely used by potential customers to locate all types of AIM solutions, products, and services.

**Company Listing on the AIM North America and AIM Global web sites** with a link to your company home page. Average number of monthly visitors to AIM web sites is 100,000.

**Free Subscription to The Competitive Edge, AIM Connections, and RFID Connections** e-newsletters.

**Networking opportunities** via regional events provide members the chance to establish business partnerships with vendors and potential customers.

**Webinars** conducted periodically online on such educational topics as the state of the industry, vertical market opportunities, bar code, POS, healthcare, UID, RFID, and other mobile computing technologies.

**Discounts** on advertising, publications, educational materials and standards located in the AIM Store; electronic subscriptions to *SCAN: The Data Capture Report*; *PR Newswire* services; *teleconferencing, e-marketing development and distribution*, and *Academia RFID* training and certification opportunities.

**Preferred member pricing** on select educational events, Webinars, and trade shows produced or sponsored by AIM or AIM partners.

**Recognition** as an industry leader via participation in the industry association and display of the "Member of AIM North America" logo.

**Exclusive advertising opportunities** available only to members.

**Speaking opportunities** for knowledgeable members to reach end user audiences.

**Access to "Members' Only" section of the AIM web site.**

## Value Added Resellers (VARs) Membership

AIM North America delivers regular opportunities to grow their business through sales leads, visibility, networking, negotiated discounts, education, and exclusive advertising opportunities. The VAR membership category is structured for those businesses whose primary role is of a

- reseller
- system integrator (SI)
- independent software vendor (ISV)
- POS dealer
- service provider (SP)
- solution/system provider
- software developer

Whether you're a large or small organization, AIM NA has a membership tailored for you. Our dues structure provides organizations of all types and sizes the opportunity to get involved. Dues are commensurate to your level of service and involvement.

As a VAR member, you can choose from the following membership levels and corresponding benefit options.

	<b>Council</b> \$1,200	<b>Charter</b> \$900	<b>Affiliate</b> \$495
• Contribute newsletter content	✓		
• Contribute web content	✓		
• Serve on the board	✓		
• Serve on committees	✓	✓	
• Guaranteed early-bird discount @ AIM NA's annual meeting		✓	
• Buy 1 get 1 registration @ AIM NA's annual meeting	✓		
• Sales leads via RFP Service	✓	✓	✓
• AIM Buyers Guide	✓	✓	✓
• Networking	✓	✓	✓
• E-news and information	✓	✓	✓
• Access to market trends	✓	✓	✓
• Webinars	✓	✓	✓
• Voting Privileges	✓	✓	✓
• Discounts	✓	✓	✓

For more information, contact AIM NA at [info@aim-na.org](mailto:info@aim-na.org) or call +1 724-934-5688.



Did someone recommend you join AIM NA? \_\_\_\_\_ yes \_\_\_\_\_ no

If yes, who? (please provide name and company): \_\_\_\_\_

Trading Territory (served from your office)

Africa       China       Japan       Middle East     Asia     Europe  
 Latin America     North America     Australasia     India     Mexico     Global

Primary Role in the Industry - please check only one

Consultant     Manufacturer     Systems Integrator     VAR       Distributor  
Other \_\_\_\_\_

Primary Technology Involvement (please check no more than three)

Barcode       Biometrics     Consumables     Contact Memory     EDI  
 RFDC     RFID     EAS     Machine Readable Cards     OCR/OMR     Software

**Signature** of Corporate Officer (or person, if not a corporation) authorizing this application. I have read the Bylaws of AIM North America and certify that the company meets the requirements of the Bylaws.

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

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

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

The company's **primary representative** to AIM North America will be (name and title):

\_\_\_\_\_  
Delegate Name: \_\_\_\_\_

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

\_\_\_\_\_  
Address (if different from above): \_\_\_\_\_

\_\_\_\_\_  
City: \_\_\_\_\_ State/ Province: \_\_\_\_\_ Zip/Postal: \_\_\_\_\_

\_\_\_\_\_  
Country: \_\_\_\_\_

\_\_\_\_\_  
Telephone: \_\_\_\_\_

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

\_\_\_\_\_  
Email: \_\_\_\_\_

**Please describe in 50 words or less how your products or services relate to AIDC** or how Active AIM Members can benefit from your products or services. This description will be included on the AIM web site and in the next edition of the Buyers' Guide.

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**DISCLOSURE TO U.S. ORGANIZATIONS:** For federal income tax purposes in the U.S., your payment may be deductible as an ordinary business expense. Your payment is NOT deductible as a charitable contribution.

**Payment Methods:**

AIM will accept payment via **Company Check, Visa, MasterCard, American Express** or **Wire Transfer**. Checks should be made payable to AIM North America in U.S. Dollars and mailed to AIM North America, 125 Warrendale-Bayne Road, Suite 100, Warrendale, PA 15086. Applications with credit card payment included may be faxed to +1 724-934-4495. For electronic transfer instructions, please call 724-934-5688.

For payment by **Check** (U.S. Funds), provide check number:

For payment by **Credit Card**:     \_ VISA     \_ MasterCard     \_ American Express     \_ DISCOVER

Credit Card Number:

Expiration Date:

Cardholder Name (please print):

Cardholder Signature:

For payment by **Wire Transfer**, provide date of transfer: