



Make better connections Discover the benefits of GSMA Membership



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Introducing the GSMA

The GSM Association is the global trade group for the mobile industry.

Its purpose is to unite the industry, by extending reach, enhancing its value and driving its development.

We represent nearly 800 mobile networks across 219 countries and territories as Full Members. Today there are also over 200 suppliers, vendors and manufacturers supporting the GSMA as Associate Members, and four non-GSM operators supporting the goals of the GSMA.

Our members provide mobile services via more than 3 billion connections and represent 86% of the world's mobile phone market.

Maximise the Potential of your Business

with GSMA Membership

Maximise the potential of your business with GSMA Membership

GSMA membership provides you with access to all the latest industry information. Everything from knowledge bases on all aspects of mobile communications to up-to-date market data from all over the world. It's a platform to promote your business and your brand on the world stage. There are opportunities for communicating with the industry, exhibitions and sponsorship, as well as global marketing, PR and online promotional programmes.

In short, membership provides you and your organisation with the opportunity to get to the heart of issues facing our industry with other members whose interests coincide with yours. It is an opportunity to be involved in discussions, decisions and initiatives that will shape the future of mobile communications, keeping your business in touch, forward-thinking and competitive. With the GSMA, you can make a difference, not just to your business, but to your industry.

Your Keys to the Industry

- Access **global market data** and **industry news**
- Take advantage of an **invaluable networking resource** and **database**
- Join **working groups** and **specialist projects**
- Use this unique platform to **promote your business**
- Enjoy exclusive invitations and discounts to **world-class industry events**



Exclusive Access

The Infocentre is an extranet available exclusively to GSMA members, featuring knowledge bases on every aspect of mobile communications to industry contacts from all over the world, and containing constantly updated industry information.

- Membership directories & access to over 18,000 industry contacts
- Technical document libraries
- Details of Working Groups, projects, & interest groups
- Knowledge bases, guidelines, white papers & e-newsletter access

Wireless Intelligence is the cellular industry's leading reference source for global operator data and analysis. It provides access to up to the minute industry data and forecasts with powerful tools for analysis and charting.

Access to Wireless Intelligence is offered at a significant discount for all members.

“The GSMA enables mobile operators and equipment vendors from across the globe to work together to ensure that new services will provide users with a compelling experience no matter where they travel or who they want to communicate with. The GSMA is shaping the industry’s future and ensuring the continued vitality and growth of the wider mobile ecosystem.”



Robert G. Conway
CEO & Member of the Board
GSMA

Participation and Networking



The GSMA facilitates working groups and carries out specialist projects that direct the strategy and long term future of the industry. GSMA members are encouraged to participate in programmes such as:

- **Working and Regional Interest Groups**
- **Industry focused projects**
- **Seminars and training**
- **Mobile Innovation Market**

Key areas of focus include:

- **Public Policy: representing the mobile industry to governments and regulators**
- **Mobile Money: increasing the availability of mobile money solutions**
- **Development Fund: accelerating mobile solutions for those living on under \$2 per day**
- **Green Power for Mobile: helping the mobile industry use renewable energy sources**

Marketing Opportunities



GSMA Membership is an ideal platform to increase member company profiles on both GSM World and the Infocentre. Opportunities include:

- **Company listing on the web-based directory**
- **Developing GSM success stories**
- **Publishing press releases and white papers**
- **Use of the GSMA Member logo**
- **Discounted rates for advertising in select GSMA publications**

“The GSMA offers an increasingly important role to vendors through Associate Membership. Facilitating increased industry collaboration has allowed innovative concepts such as RCS and Mobile Broadband to take off rapidly. In addition, GSMA-led research and discussion on breakthrough subjects such as eco-sustainability and energy efficiency has encouraged a global approach to reducing power consumption costs.”



Emmanuel Darmois
Corporate CTO
Alcatel-Lucent
VP Standards and
GSMA Associate Member

Global Trade Events



The World's leading communications events, the Mobile World Congress and the Mobile Asia Congress attract over 50,000 delegates from the Mobile industry each year.

- **Approximately 84% of participants have direct buying power**
- **On average 60 new business leads per organisation (23% of exhibitors collect more than 100 leads)**

Key Benefits for Members

- **30% discount on delegate passes**
- **3% discount on MWC exhibition and hospitality space**
- **10% added to points list total for returning exhibitors**



Access to Roaming Data

Full GSMA members are provided with access to roaming data, including: Knowledge bases, guidelines, white papers and e-newsletter access.

- **Access to IMEI Database***
- **Access to standard global roaming agreements***
- **Access to security algorithms***
- **Invitation to Roamfest and Hubfest events***
- **Free* TAP Testing Toolkit software licence. (50% discount for Associate and Rapporteur members)**

* Full GSMA members only.



“The GSMA continues to drive the evolution of the mobile industry and we at MACH have been an active contributor to GSMA programmes that unlock the complexity of pan-national operator relationships. Through working group involvement including; Roaming Fraud, NRTRDE and Operator Interconnection and Interworking, we are proud to be an integral part of initiatives to establish and secure the international mobile operating infrastructure.”



Guy Dubois
President & CEO
MACH
GSMA Associate Member

Mobile World Live



Mobile World Live is an exciting new online portal that serves as the voice of the mobile communications industry. Building on the reputation of and complementing the onsite experience of our flagship events, Mobile World Live will feature:

- Dynamic, thought-leading content including TV and conference coverage and webinars
- Networking opportunities to mobile industry executives
- Sponsorship opportunities





“GSMA membership is invaluable to NTT DOCOMO as it has enabled us to play a key role in the development and evolution of the mobile industry. This is achieved through our participation on the GSMA Board and Executive Management Committee (EMC), and through our active involvement in GSMA working groups and programmes such as the Mobile Broadband and CSR initiatives. Membership also gives us privileged access to the whole mobile ecosystem through key networking events and an unrivalled database of contacts.”



Kiyoyuki Tsujimura
Senior Executive Vice President
& Member of the Board
NTT DOCOMO

Becoming a Member

There are three types of GSMA membership: Full, Associate and Rapporteur

Full Membership

Full Membership is open to licensed GSM mobile network operators.

Associate Membership

Associate Membership is open to designers, manufacturers and suppliers of GSM technology platforms. These might include anything from software and infrastructure, equipment and accessories, to billing, data, finance or security.

Rapporteur

Membership is open to non-GSM licensed operators moving to LTE/HSPA or those wishing to roam on GSM And also to affiliates of Full members, who are Machine to Machine (M2M) operators.



Member Services

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