

## Background Information.

### Small and Medium-sized Enterprises (SMEs)

#### Membership: SMEs as Associates in the Sectors.

- New reduced fee membership option **was implemented in January 2020.**
- **PP-18 Resolution 209 (Dubai, 2018)** encourages SMEs to participate as Associates in all three Sectors of the Union: Radiocommunication, Telecommunication Standardization and Telecommunication Development, with reduced fees. PP-18 decided that entities must be approved by their respective Member State as meeting national criteria for an SME. PP-18 decided that entities must also have fewer than 250 employees as well as annual revenues below a maximum determined by the ITU Council. Council 19 set this maximum annual revenue amount at CHF 15 million.
- The reduced fees are set at **CHF 3,975** in the case of SMEs from developed countries, and **CHF 1,987.50** in the case of SMEs from developing countries, subject to ongoing review by the Council.

#### Examples of SMEs contributions to ITU's work:

- **ASTEM (Japan)** contributed significant specifications for standards on accessible IPTV terminals and their testing (ITU-T Study Group 16);
- **Wayfindr (UK)** brought specifications for audio-based network navigation system for persons with vision impairment and its conformance testing ( ITU-T Study Group 16); and,
- **Vaulto Technologies (Israel)** contributed a technical report on the abuse of SS7 vulnerabilities to commit financial fraud. Vaulto's work promoted a new work item to raise awareness and advance the adoption of mitigation measures among telecom operators and financial institutions around the world (ITU-T Study Group 11).

#### The application process for SMEs.

In order to apply for the SME reduced fee, the company will need to follow the steps below:

1. Complete the [online application form](#) and submit it to the Secretariat.
2. Upon receiving the application, ITU will seek approval from the relevant Member State. In terms of eligibility for SMEs, each Member State determines which companies meet the established national criteria. In addition, as noted above, entities must also have fewer than 250 employees as well as annual revenues below a maximum of CHF 15 million.
3. Once national approval has been obtained, ITU will issue the membership fee invoice (for one year of membership).
4. Membership will be activated after payment has been received by ITU.