



WTIA Frequently Asked Questions

GENERAL

Q. What is the Washington Technology Industry Association (WTIA)?

A. The Washington Technology Industry Association (formerly the WSA) is the oldest and largest state-wide technology trade association. Washington Technology Industry Association is a non-profit 501(c) 6 organization.

Q. When was the Washington Technology Industry Association founded?

A. The Washington Technology Industry Association was founded in 1984 through the combined efforts of industry executives and a not-for-profit economic development organization.

Q. What is the Washington Technology Industry Association's mission?

A. The Washington Technology Industry Association's mission is to help Washington state technology companies and professionals prosper.

Q. How large is the organization?

A. The Washington Technology Industry Association has nearly 1,000 members representing over 125,000 employees statewide and over one million members worldwide.

Q. What are the benefits of joining the Washington Technology Industry Association?

A. Joining the Washington Technology Industry Association offers a variety of benefits to companies, employees, IT departments, and individual professionals. In addition to over 75 events each year that bring members together to learn, connect, and find resources; the WTIA offers dozens of discounted services, a free job center, a health plan, a variety of publications, and a vocal legislative advocacy.

Q. Who can join the Washington Technology Industry Association?

A. The Washington Technology Industry Association supports a broad membership base of small, medium and large technology companies across many industry sectors – from a few employees to a workforce of thousands. Washington Technology Industry Association membership is open to tech and non-tech companies, individuals, IT departments, and students both inside and outside of Washington.

Q. Who is the Washington Technology Industry Association's primary audience?

A. The Washington Technology Industry Association caters to a wide audience of C-level executives, line management and staff in technology companies, IT departments and other organizations that support the technology industry.

Q. What is a chapter?

A. A chapter is a group of Washington Technology Industry Association members and other technology related entities outside of the Puget Sound region that has organized itself into a self-sustaining group.

Q. How many chapters does the Washington Technology Industry Association have?

A. The Washington Technology Industry Association has four chapters including TAG/Northwest

Washington (Island, San Juan, Skagit and Whatcom counties), Olympic Peninsula (Clallam, Jefferson and North Kitsap counties), Inland Northwest (Spokane west to Wenatchee and Moses Lake, south to Pullman) and Southeast Washington (Tri Cities, Yakima and Walla Walla).

Q. How do I form a chapter?

A. By forming a steering committee of at least 5 people, 3 of whom must be Washington Technology Industry Association members for the purposes of producing events of interest to the local technology community. Other organizations may be part of the steering committee, including Angel Investor groups, educational institutions or other non-profits. There are additional guidelines. Please contact us for additional information and details on forming a chapter.

Q. Does the Washington Technology Industry Association have connections to higher education institutions?

A. The Washington Technology Industry Association works closely with major institutions of higher education including University of Washington, Washington State University and Seattle University to name a few.

Q. Does the Washington Technology Industry Association have a lobbying function? How do we voice our input to Government Affairs?

A. The Washington Technology Industry Association has a staff dedicated to our lobbying and government affairs. In addition we have lobbyists knowledgeable on technology issues who work on our behalf in Olympia and Washington D.C. The organization also is the state presence of TechAmerica with strong advocacy capabilities in Washington D.C.

Q. What legislative work does the Washington Technology Industry Association pursue to enhance Washington State's technology sector?

A. The Washington Technology Industry Association works strategically with government, education and community leaders to foster a positive climate for technology companies and to raise the regional, national and international profile of Washington's thriving technology industry.

Q. What services does the Washington Technology Industry Association offer to help my company compete globally?

A. The Washington Technology Industry Association offers networking and educational events with trade and government representatives across the globe. The Washington Technology Industry Association provides members with tools to make it easier to navigate internationally and now has an office in China.

Q. Who runs the Washington Technology Industry Association?

A. The Washington Technology Industry Association is managed by a full-time, paid staff headed by a CEO. The CEO reports to the Board of Directors; a group of C-level technology and business executives that reflects the composition of our membership. The Board governs and drives the strategic direction of the organization in concert with the CEO.

Q. How can I/we get more involved with the Washington Technology Industry Association? How do I get my company a voice/exposure?

A. Members can participate in different ways. Many of our members contribute by attending, organizing and leading events, offering to speak and contributing articles, or by advocating with us in Olympia.

MEMBERSHIP

Q. What types of Washington Technology Industry Association memberships are available?

A. There are eight categories of members: Industry, Associate, WTIA/TechAmerica Industry, WTIA/TechAmerica Associate, IT Department, Individual, WTIA/NWEN Joint and Student.

Q. What is the difference between an Industry and Associate membership?

A. Industry members include any business or organization that devotes a significant portion of its activities in the state of Washington to the creation, development, support or publication of software, digital content, interactive media, the Internet, or information technology. Associate members are organizations that support Washington State's information technology industry, regardless of where they are located. Examples of Associate members include accounting firms, service providers, law firms, venture capitalists and technology firms whose development activities take place outside of Washington State.

Q. What is the difference between Individual and Company membership?

A. All employees of member companies can take advantage of Washington Technology Industry Association benefits. Company memberships include a complete company listing in the Washington Technology Industry Association member directory, an opportunity to have a listing in the Member2Member Program and a listing in our monthly e-newsletter. In addition, employees of Company members are eligible to take advantage of cost-savings services offered through the Group Purchasing Co-op program. These benefits are not available to Individuals or Students at this time.

Q. How do I become a Student member?

A. Washington Technology Industry Association offers Student memberships to any person who is a full-time student at an accredited institution of higher education. A valid student ID must be submitted at the time of membership application. Student members are treated as Individual members for all purposes other than dues and services offered through the Group Purchasing Cooperative.

Q. Is the Washington Technology Industry Association membership only for Washington-based companies?

A. Any enterprise or organization regardless of its location, which supports the Washington State's information technology industry, but does not qualify as an industry member, is eligible to be an Associate member and will have annual dues of \$620 regardless of employee count.

Q. We have employees across the state and region so, how can we benefit from the Washington Technology Industry Association membership?

A. The Washington Technology Industry Association supports members across the state. In addition to live networking and educational events, the Washington Technology Industry Association offers many opportunities for collaboration through online communities, forums and networking. The Washington Technology Industry Association also supports its members with legislative advocacy and by offering cost-efficient business services through our Discounted Services Program. Members may also join to take advantage of the opportunity to contribute back to the industry that supported their businesses.

Q. How are dues structured?

A. Dues are assessed on a sliding scale based on the number of full-time company employees working in Washington State. For a complete dues schedule, visit <http://www.washingtontechnology.org/benefits/dues.asp>.

Q. Where can I find our more information about membership?

A. For more information about membership, visit http://www.washingtontechnology.org/pages/about/about_membership_member_benefits.asp.

Q. How do I join?

A. To renew or apply online visit http://www.washingtontechnology.org/pages/about/about_membership_member_application.asp or you can call 206.448.3033 or request information by email at: membership@washingtontechnology.org.

Q. What is the membership renewal process?

A. Washington Technology Industry Association submits a renewal invoice to you automatically. A membership account manager will contact you to discuss renewal questions.

Q. How can I get a copy of the membership directory?

A. The membership directory is available on our web site and is easily searchable. Visit http://www.washingtontechnology.org/pages/people/people_findamember.asp to start your search.

SPONSORSHIP

Q. What is the Washington Technology Industry Association sponsorship?

A. A sponsor is a company or individual making a financial commitment or donating in-kind services in exchange for increased visibility to members of the Washington Technology Industry Association.

Q. What sponsorship options are available?

A. The Washington Technology Industry Association offers a variety of sponsorship options depending on the level of financial commitment and visibility desired.

Q. What are the benefits of becoming a Washington Technology Industry Association sponsor?

A. The Washington Technology Industry Association sponsorship can be used strategically in these and many other cases to heighten awareness of your company, advance a positive corporate image and gain recognition for your products or services. The Washington Technology Industry Association's membership is comprised of some of the most influential technology executives, innovators and entrepreneurs in Washington State. As a Washington Technology Industry Association sponsor, you have the opportunity to reach this valuable audience.

Q. Can a company with a limited marketing budget still sponsor?

A. Yes. The Washington Technology Industry Association offers a variety of sponsorship levels that can fit any budget.

EVENTS

Q. Who attends your events?

A. The WTIA events are open to everyone, but members receive benefits such as free access or discounted rates to many events. The audience for our events can vary depending on the type of event.

Communities are content-rich and specifically geared toward the staff and manager levels whereas our annual Golf Open is geared towards C-level technology executives.

Q. What are Community Groups?

A. Community Groups meet on a regular basis to discuss content relevant to professionals at WTIA member companies. Connecting with a Community Group allows you to connect with fellow WTIA members in an environment for networking, peer mentoring and the sharing of ideas. Groups are formed around a business function (*i.e. Human Resources*), a technical function (*i.e. Software Developers*), a technical interest (*i.e. Cloud Computing*) or a technical sector (*i.e. Gaming*.) Meetings are free of charge to WTIA members while non-members pay a nominal participation fee. We strongly encourage non-members that regularly participate to join the WTIA and support our role in Washington's technology ecosystem. To see all of the benefits you can receive as a member visit [WTIA Member Benefits](#).

Q. What is the Industry Achievement Awards (IAA)?

A. IAA is an annual event that celebrates the technology industry and its practitioners in Washington State. This event is a celebration that recognizes the accomplishments of the best and brightest individuals, companies and students during the past year. Some of the historically recognized awards are: "Commercial Product or Service of the Year", "Consumer Product or Service of the Year", "Breakthrough Start-up of the Year", "Service Provider of the Year", "Best use of Technology in the Government, non-profit or Educational Sector", "Technology Innovator of the Year", and "Technology Leader of Tomorrow". [Click Here](#) to check out last year's IAA!

Q. What is the WTIA's Northwest Tech Summit & Expo?

A. The Northwest Tech Summit & Expo event provides a unique vehicle for Northwest technology companies to connect with national press, industry visionaries, key venture capitalists and angel investors to provide an unparalleled exchange of business ideas, information and feedback. Nearly 300 attendees will gather to take advantage of leading speakers in key tech segments sharing trends and innovations in the technology industry as well as to observe presenting company exhibits & pitches. [Click here](#) to check out this past year's showcase.

Q. What is the annual Golf Open?

A. The WTIA's Golf Open is the most memorable technology industry tournament in the Northwest. This Around the World themed tournament is consistently sold-out. The full-day tournament brings together nearly 150 executives from Washington state's leading technology and associate firms for a day of golf (best ball format) and networking on the green complete with a post tournament awards banquet featuring high ticket raffle items.

Q. What are Signature Networking Events?

A. WTIA's Signature Networking events are a great place to connect and grow with Washington's technology leaders and professionals. Signature Networking events include: Summer Celebration, Oktoberfest and Cocktails & Contributions. Events are held in Seattle as well as in the Bellevue/Kirkland area, and normally draw more than 200 people. It's a perfect way to enjoy hors d'oeuvres and special drink prices while connecting with the WTIA's tech community.

Q. What is the annual Predictions Dinner?

A. The WTIA's Annual Predictions Dinner brings together a panel of futurists as they attempt to predict what technology innovations are expected in the next year and beyond. Over 250 attendees from the tech community gather to hear the experts insights while enjoying a delicious dinner and networking opportunities.

Q. How can I donate items to be raffled off at Upcoming Events?

A. Throughout the year, the WTIA has many events that draw in a wide variety of attendees from the technology industry. At some of these events we raffle off prizes donated by a number of local companies. While the attendees enjoy the opportunity to win a prize - individual and company donors also gain a substantial amount of visibility. If you are interested in donating an item or items please email us at info@washingtontechnology.org.

Q. Does the WTIA support charitable causes?

A. Yes, the WTIA does support charitable causes and focuses their efforts towards two identified, aligned organizations.

The first is the WTIA's annual charitable partner, the Technology Access Foundation (TAF). TAF prepares underserved children of color for higher education and professional success by providing a rigorous and relevant K-12 curriculum. TAF instills values that will benefit their students for a lifetime such as Technology and Life Skills, Access to Opportunity, Strategic and Collaborative Leadership & Partnerships, Fiscal Responsibility and Sound Business Ethics, and Continuous Improvement and Learning. The WTIA is continuously involved with this non-profit organization by providing students with scholarships because we believe in the mission of the Technology Access Foundation and the purpose that it serves in our community.

The second organization that the WTIA supports is the local chapter of Toys for Tots. Each year the WTIA hosts a networking event entitled "Cocktails and Contributions", which draws in a large number of attendees who hand over new, unwrapped toys to U.S. Marine Corps Reserve in attendance at the event. The mission of the U.S. Marine Corps Reserve Toys for Tots Program is to collect new, unwrapped toys during October, November and December each year, and distribute those toys as Christmas gifts to needy children in the community in which the campaign is conducted. Check out the 2008 [Cocktails and Contributions Holiday Networking](#).

Q. I'm a member of the WTIA – how can I check to see if I already have an online profile?

A. You can check to see if you have an existing profile online at [Online Profile](#).

Q. I have an online profile, but can't remember my login / password.

A. You can reset your login / password online here at [Reset Login / Password](#).

Q. I don't know if my company is a member of the WTIA.

A. You can check to see if your company is a member of the WTIA online here at [WTIA Company Member Lookup](#).

Q. Why do WTIA members get a better rate than non-members?

A. One of the many benefits of WTIA membership is discounted registration rates to WTIA events and programs. Members pay dues to be able to receive benefits such as Brand Awareness, Networking Opportunities, Industry News/ Trends, Membership Support, and Discounted Services. To see all of the benefits you can receive as a member visit [WTIA Member Benefits](#).

Q. What is an email list?

A. An e-mail list is a list that provides a specific group with specific information that they have requested. You have a choice of which e-mail lists you would like to sign up for in your profile. After you sign up for an e-mail list you will begin receiving e-mails and information on events in that topic area.

You can sign yourself up to receive interest-based emails online:
If you already have an online profile:

- Login
- Click “Edit My E-mail Lists”

If you do not already have a profile, please refer to:

“Q: I’m not a member of the WTIA-how can I register for an event?”

This question includes information on how to sign-up for a profile on the WTIA website and then once you are logged on you will follow the directions above.

Q. How can I make sure that I am notified about all WTIA events and programs I’m interested in?

A. You can receive email notifications about events and programs you’re interested in by creating an online profile and selecting any one of the many interest-based e-mail lists. If you already have an online profile, you can login at any time to select/deselect an email list.

- Login
- Click “Manage your account”
- Click “Email Lists” located on the left-hand side

This will provide a list of all of the e-mail lists that the WTIA provides, you can check and un-check any lists at your own discretion.

If you do not already have a profile, please refer to:

“Q: I’m not a member of the WTIA-how can I register for an event?”

This question includes information on how to sign-up for a profile on the WTIA website and then once you are logged on you will follow the directions above.

Q. I’m not a member of the WTIA – how can I register for an event?

A. Not a member?

If you are not a member of the WTIA you will need to create an online profile at www.washingontechology.org

- Click “Create a new WTIA profile”
- Add information
- Continue with “Already a member?” instructions below

Already a member?

- Log on to your account
- Click “Manage Your Profile”
- Click “Events”
- Click “Events Registration” located on the left-hand side

This will load a list of all of the WTIA upcoming events, and includes information on registration.

Q. I have purchased a ticket to an event and now want to add guests. However, the system won’t let me purchase additional tickets.

A. If you are experiencing frustrations with or have any questions about online registration, please call 206-448-3033 x107.

Q. I tried to register online, but registration is closed. Can I still attend?

A. Yes, onsite registration is available at the event/program, unless otherwise noted on the website. Onsite attendance is handled on a space-available, first-come, first-served basis. Registration for WTIA events is closed in advance of the event so that name badges can be made and final food/beverage counts can be given to the venue.

Q. I registered for an event but can no longer attend. Can I get my money refunded?

A. As a non-profit organization, the WTIA regrets that we cannot refund registration fees due to cancellations or non-attendance. However, we do encourage you to send another person in your place for that particular event, should you be unable to attend. If there is no way for you or someone else to attend in your place we also provide the option of crediting you for another event. To request an attendee substitution and more information on being credited for another event, please call us at 206.448.3033 x107 or email info@washingontechology.org.

Q. I can't make an event, but am interested in the topic. Will you have a video/audio recording of it?

A. WTIA often records audio and video for its events. We are currently re-vamping the audio/video recordings and event material offerings on our website. More information to come soon.

Q. Where can I see Event Photos?

A. To see pictures and get an inside look on many WTIA events visit [WTIA Event Photos](#).

Q. We don't have employees in the Seattle/Puget Sound area - how can we benefit from WTIA events?

A. The WTIA is reaching out to chapter members across the state by using forums, streaming video and event material offerings on our website. If you have any further questions on this you can e-mail info@washingontechology.org.

MARKETPLACE

Q. What is the Marketplace?

A. The Marketplace is where members will find our Discounted Services Programs for both companies and individuals, as well as, our Member2Member Program. These partner programs offer member companies the opportunity to purchase health/dental/vision insurance, business supplies, marketing services, operational equipment, telecom and other services at a cost savings. The size of the Washington Technology Industry Association's membership allows us to leverage volume discounts. All Industry members qualify for the services; Associate members may/may not qualify depending on the service.

Q. What business services are currently offered through the Discounted Services Program for Companies & Individuals?

A. The Marketplace offers health insurance (medical, dental, vision, employee assistance), life insurance, auto and home insurance, HR services, salary info, telecommunications, payroll services, investing services, office supplies, media services, digital photography, office equipment, computer equipment, conferencing, IT classes, international job postings and corporate travel. Visit the Marketplace section of our website for the latest service offerings.

Q. What is the Member2Member (M2M) Program?

A. The Member2Member (M2M) program is a unique opportunity to promote a special product or service available only to other WTIA members. With M2M you'll be able to save money on a variety of business services including employee screening, IT support services, printing, recruiting and much more. Whether you're looking to save money on purchases or generate new sales by offering a member discount, participating in the WTIA's Member to Member Program is a win-win opportunity.

Q. What are the benefits of the Marketplace and why should member companies participate?

A. Buying through the Marketplace saves member companies the time and resources to vet and negotiate rates and services. The Washington Technology Industry Association negotiates discounted pricing and value-added services not offered at retail.

Q. How do I find out more about your health insurance options? Who qualifies and participates in the health insurance coverage?

A. The Washington Technology Industry Association may offer member companies and their employees' health care coverage through the Washington Technology Industry Association Health Benefits Trust. Please call your broker for more information or you can contact Washington Technology Industry Association's endorsed broker, AH&T at 206-770-7954 or www.ahtins.com.

Q. Why can't an Associate member or Individual qualify for health insurance coverage?

A. The composition of the Washington Technology Industry Association Trust is limited to employees of technology companies. Individual health care coverage is not provided by the Washington Technology Industry Association Trust.

Q. What is an endorsed 'provider'?

A. Provider(s) are partners that provide services within the Marketplace.

Q. What is the Washington Technology Industry Association Health Benefits Trust?

A. The Trust is a collection of endorsed business partners brought together to provide a comprehensive employee benefits program with preferred pricing and administrative discounts tailored to the needs of technology industry.

Q. What other business products/services do you offer to members besides health care coverage?

A. The Marketplace offers life, auto and home insurance. Additionally, the Marketplace offers HR services, salary info, telecommunications, payroll services, investing services, office supplies, media services, digital photography, office equipment, computer equipment, conferencing, IT classes, international job postings and corporate travel. Visit the Marketplace section of our website for the latest service offerings.

Q. How can I/we contribute articles to the different e-newsletters? How can I/we participate in developing new business partnerships, content development or tool procurement for the Washington Technology Industry Association's web site?

A. Members can participate in different ways. Many of our members contribute by organizing and leading events, offering to speak, contributing articles, advocating in Olympia and developing strategies and tools to further member collaboration online. Email info@washingtechnology.org for more information.