

## **Corporate Buyers**

The yearly membership fee for **Corporate Buyers** is 250 Euros.

Corporate Buyer Membership is on a “Corporate” level instead of an “Individual” level.

This means that, whenever a Corporate Buyer is not available, he or she can easily be replaced by someone else from the same company.

The maximum number of Members per company is extended at three (3) persons.

### ***Advantages:***

- Complimentary access to the BATM annual forums,
- Possibility to offer complimentary BATM membership up to two (2) additional colleagues from the same organization,
- Access to members area of the BATM website which includes:
  - free download of available resources,
  - access to the member contact listings,
  - quarterly e-newsletter with useful news and information on association programs and activities,
- ACTE membership at reduced rate through the ACTE/BATM joint membership program,
- Reduced rates at meetings, events, workshops, etc. organised by BATM partners,
- Complimentary access or access at discounted rates to BATM and other BATM's partners social events and/or initiatives.

## Suppliers

There are three levels of Membership: **Gold**, **Silver** and **Ivory**. The fees associated to these levels will change.

### **Membership Levels**

- **Gold Supplier Membership** - This is the highest level of Supplier Membership and is available to those Suppliers who, on their first registration into the Membership Agreement, introduce two (2) Corporate Buyers.
- **Silver Supplier Membership**  
For those Suppliers who, on their first registration into the Membership Agreement, introduce one (1) Corporate Buyer.
- **Ivory Supplier Membership**  
For those Suppliers who, on their first registration into the Membership Agreement, are not in a position to introduce Corporate Buyers.

### **Advantages**

- Possibility to offer complimentary access to the annual forums to **one** (1) representative from the same organization.
- Possibility to offer a 12 months complimentary BATM membership up to two (2) non BATM member Corporate Buyers. The number of complimentary memberships to be offered is depending on the supplier membership entry level (2 for Gold, 1 for Silver, 0 for Ivory),
- Access to members area of the BATM website which includes:
  - free download of available resources,
  - access to the member contact listings,
  - quarterly e-newsletter with useful news and information on association programs and activities.
- Reduced rates at meetings, events, workshops, etc. organised by BATM partners,
- Complimentary or access at discounted rates to BATM and other BATM's partners social events and/or initiatives.

### **Rates**

<b>New Supplier members</b>		
	Year 1	from Year 2
Ivory	€ 3.000	€ 3.000
Silver	€ 2.000	€ 1.750
Gold	€ 1.750	€ 1.250

**Notes**

- Ivory and Silver Suppliers can, at any time, upgrade to a higher Membership Level (Ivory → Silver → Gold) upon the introduction of the required number of Corporate Buyers. This higher Membership level will automatically be retained for next year's subscription.

**Rules**

We have introduced or reinforced the following general rules for Supplier Members:

- No exceptions will be granted with relation to the new Membership Fee Structure,
- In consideration of the total number of BATM Members, the percentage of Supplier Members can never exceed 45% of the Membership base,
- Only one (1) representative per Supplier Member is invited to attend the BATM Forums free of charge,
- Additional participants will be charged 100€ per forum and per person.
- “*Introduction of a Corporate Buyer*” is held to mean that the Supplier Member will offer free Membership to the new Corporate Buyer. The first year Membership Fee for the new Corporate Buyer is thus paid by the Supplier Member. However, this Fee is already calculated into the Supplier Membership Fee and will not be charged on top.
- Membership Fees are payable per calendar year. Meaning fees will apply as from 1<sup>st</sup> January of each new year.

**Non-Corporate Buyers and Suppliers**

Non-Corporate Buyers and Suppliers – such as Press, Academics, etc. – will continue to receive free Membership to BATM but with a limited attendance of 2 representatives per Company.