

MEMORANDUM OF UNDERSTANDING

Between
The American National Standards Institute (ANSI)
and
SES - The Society for Standards Professionals (SES)

1.0 Purpose

- 1.1 The underlying purpose of this Memorandum of Understanding (MOU) is to outline the parameters for cooperation between ANSI and SES for complimentary reciprocal affiliations with the other party's organization.
- 1.2 The American National Standards Institute (ANSI) and SES - The Society for Standards Professionals are in agreement that each party will benefit from a joint effort to actively promote affiliation with the other party's organization pursuant to the terms set forth herein.

2.0 ANSI's Responsibilities and Rights

2.1 ANSI's Responsibilities.

- 2.1.1 Current and new SES members shall automatically be eligible to be enrolled in ANSI's Affiliate Program for one year. SES Members enrolled in ANSI's Affiliate Program will receive the following benefits: (i) a personalized and professional affiliation with ANSI, (ii) up to a 5% discount on selected standards purchased through the ANSI eStandards Store (full list of standards is available at http://webstore.ansi.org/member_discount.aspx); (iii) a subscription to *What's New*, ANSI's weekly electronic newsletter, (iv) informational access rights to a select ANSI Policy or Program Oversight Committee of its choice, (v) the standard and customary discount for ANSI sponsored events held during World Standards Week (not including World Standards Day Dinner), (vi) access to the ANSI online membership rosters.
- 2.1.2 ANSI shall provide SES with access to the ANSI online membership rosters.
- 2.1.3 ANSI shall work with SES to draw up a mutually acceptable marketing plan for the reciprocal arrangement.

- 2.2 ANSI's Rights. ANSI can: (i) notify ANSI members of the SES Individual Membership by including it under the Full Membership Benefits on its website, (ii) promote the ANSI-SES reciprocal affiliations on ANSI social media sites, (iii) create a banner ad to run on ANSI-hosted websites, (iv) run a news item in *What's New* announcing the new benefit, and (v) promote SES's offering to the ANSI Membership.


3.0 SES's Responsibilities and Rights

3.1 SES's Responsibilities.

- 3.1.1 The Technical Contact of current and new ANSI Full Members shall automatically be eligible to become an Individual Member of SES for one year. Such person shall be eligible to receive the following benefits: (i) a personalized and professional affiliation with SES, (ii) electronic receipt of *Standards Engineering*, SES's bi-monthly journal, (iii) the standard and customary discount on the registration fee for the SES Annual Conference, (iv) the standard and customary discount on SES-sponsored continuing education courses; (v) the standard and customary discount on the SES Certification Program (to become a certified standards professional), and (vi) access to the SES Membership Directory.
- 3.1.2 SES shall provide ANSI with electronic access to a list of SES Members.
- 3.1.3 SES shall work with ANSI to draw up a mutually acceptable marketing plan for the reciprocal arrangement.
- 3.2 SES's Rights. SES can: (i) publish the new ANSI Affiliate Program benefit for SES Members in Standards Engineering, (ii) create a banner ad regarding this new offering to run on the SES website, and (iii) add the ANSI Affiliate Program offering to the SES Benefits of Membership PDF on its website (<http://www.ses-standards.org/associations/3698/files/Individual%20Member%20Benefits.pdf>).
- 4.0 Term. The Term of this MOU shall commence on 5/2/11 and shall be in effect for a period of one (1) year. No later than sixty (60) days prior to the end of the term the parties shall jointly determine whether to extend the term of this MOU and their responsibilities and rights contemplated herein. Any extension would pertain only to new members of each organization.

Agreed to by:

The American National Standards Institute:

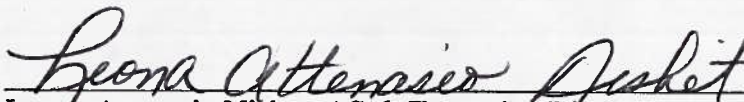


George A. Gupta, Vice President, Publication Sales & Membership

5/2/11

Date

SES - The Society for Standards Professionals:



Leona Attenasio Nisbet, AStd, Executive Director

5/14/11

Date