Corporate Membership for Solution Providers

Seldom has a technology offered more opportunity and more risk than the cloud. Let the marketplace know you are ready for the challenge with the first credential dedicated to cloud security, offered by the world’s thought leader in cloud security.

The cloud market is huge and growing daily. You know that your company has a lot to offer, not only in providing services but also in guiding the direction of the industry. How can you ensure that you take the lead, not follow?
Corporate Membership for Solution Providers

Few would argue that cloud computing represents the next generation of IT and is likely to prove to be even more impactful than the adoption of the Internet. It is a vast market and shows no signs of slowing down. As revenues rise, more companies enter the field. Solution providers face increasing competition for a slice of the budgeted funds and a place to be heard on how the industry should continue to evolve.

As a solution provider you need a venue to learn about latest developments in the cloud and among your fellow providers, showcase your own expertise and good practices to a global marketplace, and connect with users. Cloud Security Alliance is that place. As a solution provider corporate member you can educate potential users and other stakeholders about your company, help shape the future of IT, learn how to manage your client and competitor relationships, and ensure you are part of the important work of securing the cloud ecosystem.

Membership Benefits
Through many discussions with solution providers, CSA has learned that there are two primary advantages those companies seek from engagement with a group: connection and knowledge. CSA offers a diverse portfolio of benefits targeting exactly those outcomes.

Connection
In a crowded field, it is imperative to make your company known. As a member, you will have several ways to accomplish that. You will have a global showcase for your services and a classroom to learn more about user needs. You will have a channel to hear about cloud challenges and opportunities experienced by enterprise users. You will engage with other solution providers on the state of the cloud industry. You will have the chance to educate and influence enterprise users on how your offerings can help them meet their business goals. You can also help set the tone for future CSA education and research, so that the topics you and your peers deem important are addressed. Your benefits in this area are:

• Participation in two corporate membership councils
  You can provide important guidance to the Solution Provider Council, which is focused on marketing and educational events, and the SME Council, in which your company's subject matter experts are invited to advise CSA on its research direction by suggesting pertinent topics and participating in the research itself.

• Corporate listing on the CSA website
  Showcase your logo and corporate profile on one of the industry's most highly trafficked sites dedicated to cloud computing issues. audience.

• Use of the CSA Corporate Member logo in your collateral material and on your website, to further make your company known as a thought leader that is shaping the cloud industry

• Preferred listing and discounts for CSA Security, Trust and Assurance Registry (STAR)
  STAR is widely consulted by enterprise users for discovering information about the security practices of cloud providers they wish to use. STAR includes both a free Level One self assessment and Level Two third party assessment options. All corporate members are eligible to receive a premium listing with their logo prominently displayed. In addition, corporate members receive a 20% discount on the listing fee for the Level Two Certification and Attestation. Use STAR and corporate membership to maximize public notice of your company's good cloud security practices.

• Free copy of CSA STAR Watch
  CSA’s Software as a Service (SaaS) app to help
  organizations manage compliance with CSA STAR security requirements

Interested in learning more about the star program?
Visit https://cloudsecurityalliance.org/star/

• Opportunities to sponsor CSA educational events
  Receive exclusive and unique sponsorship opportunities for CSA conferences, which draw a diverse array of cloud stakeholders and media. Past luminaries at CSA events have included CEOs with major cloud providers, information security leaders, Global 2000 CISOs and even the White House.
• **Participation in CSA’s social media activities**

CSA’s LinkedIn group is a vibrant online forum with more than 80,000 members, growing weekly and you are invited to join the discussion. Your subject matter experts may post as often as they like; marketing notices are also allowed, but you are asked to limit these to no more than three items per month. As a participant in CSA’s LinkedIn group, you will have access to its member list—a valuable source for lead generation. CSA’s blog features cloud industry leaders and syndicated select entries from other information security sites. Become a part of this valuable thought exchange by submitting your own entries or cross-posting from your own corporate blogs. When you couple that with an announcement of your posting to the CSA LinkedIn group, you double your company’s exposure. And, you can also request CSA to tweet relevant news, blog postings, etc., by sending a request to the Twitter account, @cloudsa—one another opportunity to reach a global audience.

• **Speaking and spokesperson activities**

As a thought-leading organization in a highly sought-after field, CSA is frequently asked to provide speakers to industry conferences. CSA often recommends its corporate members for such opportunities—a further opportunity to raise your company’s profile. Through CSA’s own webcast channel, CloudBytes, you can showcase your SMEs and introduce your company to a large, diverse audience. In addition, your SMEs may be asked to respond to the many requests CSA receives from media representatives for quotes, statistics and opinions on cloud issues.

• **Free access to CSA experts**

If your company is sponsoring a webcast, CSA can provide noted industry experts to be part of your speaker roster and will also help you promote the event. If you are hosting a local marketing/educational event, you may wish to consider making CSA part of the theme; CSA can help promote the event, provide CSA slide decks and recommend regional speakers. CSA can provide assistance for your news releases and white papers as well: As a CM/SP, you can request quotes from CSA experts and cite CSA research as well (with attribution).

• **Membership in CSA’s International Standardization Council**

As a member, your company may provide an expert to sit on CSA’s council focused on managing relationships with standards bodies, thereby greatly influencing future road maps for cloud technology and assurance.

• **CloudCISC (Cyber Incident Sharing Center)**

CloudCISC is an operational threat intelligence exchange, powered by CSA partner TruSTAR. CloudCISC allows anonymized sharing of security incidents and private collaboration between the exchange members. CloudCISC provides a rich source of security incident information which can complement your security solutions and enhance your security incident response functions. Corporate Members receive two free licenses to the CloudCISC platform.

For more information on CCSK, go to https://cloudsecurityalliance.org/education/ccsk

---

**Corporate Membership for Solution Providers**

If you have questions or wish to discuss expanding your membership to include additional consulting or educational services, contact: membership@cloudsecurityalliance.org.
Knowledge
CSA leads the way in cloud-focused knowledge content. Your company can participate in conducting research, thus enhancing the skills of your employees and giving you the opportunity to leverage the results of that research before it is public. Your favored access to certification will ensure your company is supported by employees who are adept in this growing field. Your benefits in this area are:

• **Two free test tokens for CSA’s Certificate in Cloud Security Knowledge (CCSK™)** The CCSK—the first and only user credential demonstrating awareness of the security threats and best practices for securing the cloud—was named the top cloud computing certification by CIO.com only three years after its introduction. Having employees on your staff with expertise in cloud security helps assure your current and potential customers of your company’s expertise in protecting one of their most valuable assets—their data.

• **Participation in CSA research.** Your employees’ engagement in conducting CSA research helps build their expertise, gets your company noticed by other thought leaders, and assures that your organizational requirements are addressed in evolving best practices and standards for the cloud. You may also wish to consider initiating a new research project, which can be co-branded with CSA, further positioning your company as an industry leader and problem solver.

The annual membership fee is US $10,000. Additional consulting and educational services can be added to the base package.

Here’s How to Join
If you have questions about membership or wish to discuss expanding your membership to include additional consulting or educational services, contact membership@cloudsecurityalliance.org.

---

About CSA
The Cloud Security Alliance is the world's leading organization dedicated to defining and raising awareness of best practices to help ensure a secure cloud computing environment. CSA harnesses the subject matter expertise of industry practitioners, associations, governments, and its corporate and individual members to offer cloud security-specific research, education, certification, events and products. CSA's activities, knowledge and extensive network benefit the entire community impacted by cloud—from providers and customers, to governments, entrepreneurs and the assurance industry—and provide a forum through which diverse parties can work together to create and maintain a trusted cloud ecosystem.

CSA Milestones
• Not-for-profit association, launched in April 2009
• Issued the first comprehensive best practices for secure cloud computing, “Security Guidance for Critical Areas of Focus for Cloud Computing”
• Created the first and only user credential for cloud security, the Certificate of Cloud Security Knowledge (CCSK), named the top cloud computing certification by CIO.com only three years after its introduction
• Created and maintains the Cloud Controls Matrix (CCM), the world’s only meta-framework of cloud-specific security controls, mapped to leading standards, best practices and regulations
• Maintains a registry of cloud provider security practices, the CSA Security, Trust and Assurance Registry (STAR), and offers certification and attestation

---