

Enterprise VPN Users Association

Supplier Membership

Our mission is to influence the development and improvement of global ICT strategies and services for the benefit of our members and their businesses
www.evua.org

Benefits of membership

- **Marketing** through conferences and other events
- **Services development** through focus groups and workshops
- **Product and news** updates through publications
- **Understanding** of customers service requirements
- **Networking** with major multinational users

Major deliverables

- **Free** participation in two European conferences each year
- **Free** attendance at focus workshops
- **Invitations** to EVUA supported events in AsiaPac and North America
- **Free** strategy, mobile and convergence user members survey reports
- **Input** to EVUA newsletters and newsflashes
- **Exclusive** website page and links to supplier webpages
- **Access to** the EVUA-Ovum Knowledge Library
- **EVUA support** of supplier member events

Free invitation to prospective members

Companies who are considering joining the EVUA are invited to attend one conference or workshop free of charge (except travel/hotel costs), to experience our activities and meet members and associates.

To Join

Annual corporate membership is £15,000 (approximately €18,000).

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What is the EVUA?

The EVUA (Enterprise VPN Users Association) is an independent, non-profit, global ICT user group for multinational companies. User representatives are key professionals responsible for the strategic direction of ICT service delivery and management. Our mission is to influence the development and improvement of these global ICT strategies and services for the benefit of our members and their businesses.

The EVUA was formed in 1992 and is the leading global service development forum for global ICT users and suppliers. The EVUA has strong independent industry partners and links with other (national) user groups. The EVUA enables members to both influence and gain knowledge of the latest technology and service developments in the ICT world. Members of the EVUA share their experiences and gain tactical information to make better strategic and operational decisions. Focus areas include the increasing trend for mobility services, convergence of technologies and sourcing strategies including infrastructure outsourcing and service and cost management. The EVUA is committed to assisting its members in developing ICT strategies that can contribute to a greener world, sustainability and regulatory compliance.

Services to members are provided in partnership with Ovum, a leading research and consultancy group owned by Datamonitor. Ovum provides consulting, service reviews and surveys for user members and supplier partners. Ovum also supports other EVUA activities including conferences and workshops.



Viviane Reding

European Commissioner,
Information Society and
Multi Media at the EVUA
conference in Brussels

Highlights of EVUA Supplier Membership

- Participation at two EVUA-Ovum members' conferences in Europe annually
- Invitations to participate in conferences in Asia and North America held in conjunction with local partners and user groups
- Membership of special interest Forums including Mobility, IP Convergence and TEM
- Participation in a number of one day development workshops in conjunction with Ovum (subjects such as unified communications, network security, telecom expense management)
- Publication of supplier information on EVUA website
- EVUA management support of supplier member events
- Exclusive copies of three user members survey reports published annually with Ovum (mobility, convergence and sourcing)
- Access to the EVUA ICT Knowledge Library, which contains user case studies, analyst reports and supplier information
- Exclusive copies of other reports published in conjunction with Ovum and other associates such as Current Analysis and Quocirca
- Input to two member newsletters published annually
- EVUA website links to supplier members' web pages

Conferences and Forums

The EVUA holds two conferences each year in Europe and supports two other conferences, one in Asia and one in North America. Attendance is restricted to EVUA members, invited suppliers, and guests of the EVUA Board. Normally, all delegates stay in the conference hotel and attend all day and evening functions, thus allowing plenty of time for networking. User members can send multiple representatives to each of these events. Closed user sessions are a feature of EVUA-Ovum conferences.



The EVUA Board - all ICT end user members – defines the conference and workshop themes. The EVUA aims to organise conferences such that users, industry analysts and suppliers views can be presented whilst allocating sufficient time for debate and conclusions. EVUA conferences attract an equal volume of user and supplier representatives and have an enviable user attendance level. User members are encouraged to participate in the agenda and present on topical themes.

EVUA has an ongoing engagement with the press and industry analysts. EVUA-Ovum conferences attract participation of professional media and industry analysts. Amongst these are Current Analysis, Total Telecom, Capacity and Quocirca. Highlights of the conferences – including EVUA's views on developments – are visible in the media a few days after the events. Both Ovum and Current Analysis produce conference reports which are free to EVUA members.

EVUA-Ovum holds a number of one-day focus forums on topical subjects ranging from TCO management, convergence and next generation networks to managing outsourcing and services development. Forums are interactive and intended to discuss certain developments, to identify best practices and strategies and to provide opportunities for users and suppliers to discuss their demands and developments. The EVUA also supports forums held by national user groups and associates.

Publications

The EVUA and joint venture partner Ovum publish annual reports detailing the results of user members' surveys on strategies, mobility and IP convergence. These are exclusive to EVUA members. The EVUA issues two newsletters annually to members. Members are invited to contribute. Ovum and Current Analysis also publish, on behalf of EVUA members, conference summaries and other papers on topical interests and events.

Knowledge Data Base

For EVUA members it is important to understand ongoing market developments and what competitors of their main service providers are doing. Current Analysis, one of the EVUA's associates, provides an information data base which is available free to EVUA members. The data base contains analyst reports for a large number of suppliers, their services and competitive position. Current Analysis is also working with the EVUA to understand the demand side of the ICT industry and to analyse the supply side against it.

The EVUA library contains all presentations given at EVUA meetings in the last two years. In addition all reports (surveys, conference proceedings, handbooks, etc.) produced by EVUA, its members and Ovum and associates over the past two years are included in the data base.

What others say about EVUA

“Accenture has benefited greatly from the networking opportunities with other MNCs and suppliers provided via our EVUA membership. We have also been able to achieve substantial costs savings in the provisioning of our network infrastructure by leveraging knowledge obtained via benchmarking and other organized activities within the EVUA and the Special Interest Groups (SIGs).”

Meredith Rose, Infrastructure Outsourcing, Accenture

“Orange Business Services (formerly Equant) has benefited greatly from our partnership with the EVUA. In addition to making new contacts and leads through conferences and other events, we have gained valuable customer insights to help tailor our services and strategy to meet the demands of global customers. More recently, the EVUA provided an excellent Forum for announcing our transition from Equant to Orange Business Services.”

Chris Ellis, Head of Customer Marketing, Orange Business Services

“The EVUA is a key forum in the global telecoms sector. It is the best place to engage with large corporate network builders and managers. Their experience is particularly important for telecoms operators and Internet service providers building new network services in broadband and mobile because their end-users are first to try out these technologies and services. And they are key to understanding the business models that will develop out of the networks.”

David Molony, Principal Analyst, Ovum

“The EVUA and their conferences and other activities are a great source of knowledge, and provide very professional networking opportunities.”

Gerard Wood, Supervisor Network Services Applications, Telecom Alticor Inc

Quotes from recent EVUA-Ovum events

“The EVUA is useful group in which to share and confirm validity of concepts outside of a sales situation”

“Great opportunity to speak to companies that we do not normally deal with”

“Extremely beneficial: this event has helped me with providing the information to progress a UC strategy”

“I can take back an insight into what is happening outside my company”

“Good opportunity to get knowledge on important subjects in two days”

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