

in060078

Report of the first meeting of the Ad Hoc on INCITS Business Model

The first meeting of the Ad Hoc on INCITS Business Model took place at 1pm PST on January 11, 2006

Those in attendance were:

Don Deutsch
Dave Michael (chair)
Pat Morris
Don Stanwyck

The Ad Hoc reviewed in050795 as a basis for forming the Ad Hoc and what issues needed to be addressed. As a result, the Ad Hoc had a brainstorming kind of discussion that covered the following areas:

- The financial stability of INCITS perhaps without revenue from document sales
 - o Other SDO's are getting their revenue from Product (standards), Membership fees, and Certification Programs
- What is "membership"?
 - o People are getting the benefits of membership but not paying
 - o How were the "alternate" rules established and should they be changed?
 - o Maybe we need to re-define what a TC is and what a TG is and their relationship to one another
 - o No more "friends of the committee" at least from a revenue perspective
- INCITS has a revenue leak – leads to people attending TG meetings and not paying their \$800
 - o Do we care who attends?
 - o Should we pay by person or by company and let whomever attend that the company designates?
- Should we relax the rules - charge \$1000 for attending a TC meeting and have as many alternates as you choose – but charge a fee for all TG attendees?
- What about meeting fees – how hard is that to administer and does it recoup the cost of running a meeting and does it create additional revenue for a TC/INCITS – is it burdensome to administer?
- Now is a good time to simplify the management of the TC's and their relationship with the subordinate TG's
- What about a "buy out" scheme' where you pay one fee and attend whatever you want – EB or EB + TC's?
- Same scheme for TC's?

Pat will research data that will help the Ad Hoc weigh these various options.

The next meeting of the Ad Hoc is scheduled for February 24 at 10.a.m. PST