



Print. Scan. Go.





***The Mopria Alliance provides universal standards and solutions for print and scan.***

# Mopria Membership\*



<p><i>Founders &amp; Board Members</i></p>				 
<p><i>Executive &amp; Board Members</i></p>				
<p><i>Executive Members</i></p>	  	  	  	 
<p><i>Adopters</i></p>				

\*Represents more than 98% of the worldwide printer business

# Mopria Print Technology Reaches Critical Mass



**1B+ Installs:** Combined Amazon, Huawei, Samsung and ZTE pre-load devices and installations from Google Play and Chinese app stores and the Default Print Service on Android 8 & 9.

**Windows 10 Support for Mopria Certified Printers**

**120+ Million Certified Printers:** From 24 printer companies with 3,000+ certified printer models

**Half a Billion Pages Printed**

# Mopria Print Technology Globally

## Significant Growth



Default Print Service  
Android 8 & 9



Chinese App Stores



豌豆荚



Mopria Website  
Direct Downloads

For MDM and customers without  
app store access

Mopria Print Library  
Integrated with  
Members' Applications



Windows 10 Support

For Mopria Certified Printers



# Mopria Progress on Android



## Mopria Android Apps

- Mopria Print Service
- Mopria Scan



## Mopria Print Technology

- Samsung Print Service with Mopria Print Library
- Huawei, Amazon Kindle Fire and ZTE devices
- Android 8 and 9 Default Print Service



Mobile Device Management

## Expanding the Mopria Ecosystem

- Share-to-Print
- MDM Support
- Expanded print adoption in mobile apps

# Windows 10 Supports Mopria

## Print Ready With Mopria

- Windows 10, version 1809 supports Mopria certified printers
- Print from Windows 10 to any Mopria certified printer
- Eliminates need to install additional software or drivers allowing easy printing regardless of printer brand



# Alliance Structure



# Open Alliance

## Our membership organization

- **An Independent, Membership Organization with a Clear Mission**

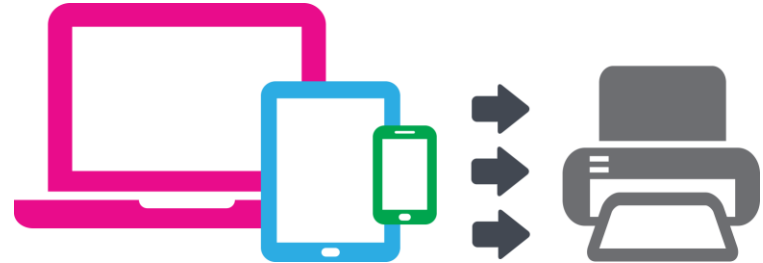
- Provide provides universal standards and solutions for print and scan

**This Collaborative, Open Industry Initiative Represents the Value Chain:**

- Printer and scanner manufacturers
- Smartphone manufacturers
- Tablet manufacturers
- Software companies
- OS providers
- Mobile app developers
- Carriers

- **Open Participation**

- Available to ALL stakeholders globally
- Tiered rights and privileges
- Representation at a company level – one company one vote



# Alliance Structure

## Corporate infrastructure

- Incorporated as a not-for-profit mutual benefit corporation 501(c) (6)
  - Open to new Board members, maximum of nine total
  - Open to unlimited membership at other levels

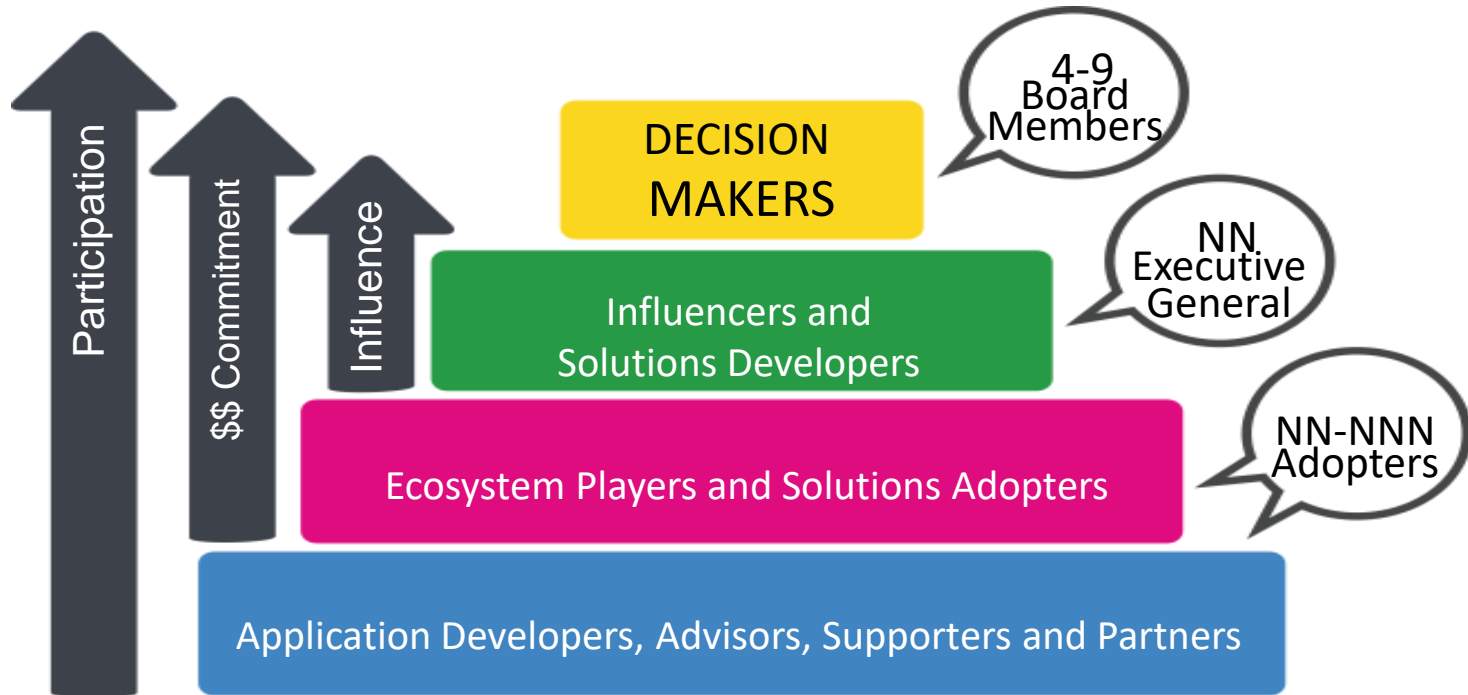
**Adopter Membership**

**Executive Membership**

- Professionally managed by an independent entity:



# Alliance Structure



# Alliance Benefits

## Safely moving industry forward

### Provides corporate veil/safe harbor

- Liability separation and insurance (for participants and leaders) - Errors and Omissions, Directors and Officers, General Liability
- Individual and company indemnification
- Anti-trust provisions

### Vendor neutral entity manages, owns and enforces key deliverables

- Rules of participation/rights/privileges
- Intellectual property provisions/cross licenses for deliverables
- Specification(s), reference implementations, test suites
- Certification logos



# Alliance Member Benefits

## Benefits for every member

- Meet consumer demand for ease-of-use
- Broad compatibility of certified devices
- Increase consumer engagement and device use
- “Unlock” printed pages
- Enable new applications previously limited by lack of print/scan features
- Turn resources away from simply establishing and maintaining basic print to new innovations involving mobile device and printers
- Alliance support from test tools and device certification to marketing the benefits of the Mopria brand mark



Founders:

**Canon**



**SAMSUNG**



# Adopter Membership

## Access and benefits snap-shot

Membership level designed for companies interested in providing comments to the Mopria standards and access to final specifications. Membership includes:

- Access to Members Area website
- Submit suggestions on Draft and Final Specifications, sample code and other deliverables via website
- Access to Final Specifications, sample code and other deliverables
- Access to certification process in order to certify devices
- Review Mopria Print Service and Mopria Scan app analytics
- Free licenses for Mopria Print and Mopria Scan Libraries
- Use of the Mopria Alliance trademarks
- Utilize user group and on-line support; receive development support
- Participate and appear in press releases
- Upon invitation, participate (but not vote) in Working Groups and receive Member communications
- Fee for product certification and related Android Support Program



**Annual dues: \$30,000**

# Executive Membership

## Access and benefits snap-shot

Full access designed for companies interested in contributing to the selection and development of standards behind the Mopria mark. Participation in Alliance Membership Participation and Android Support programs is required or members may opt-out of participation for a fee. In addition to all entitlements of Adopter Member, benefits include:

- Nominate representative to stand for election to the Board
- Participate and vote in Working Groups
- As part of participation to Working Group, access to Draft Specifications before review period
- Free product certification
- Free licenses for Mopria Print and Mopria Scan Libraries
- Review website analytics and operating budget



Annual dues: \$50,000

# Founders & Seated Executive Members



## Access and benefits snap-shot

Complete access with automatic and a permanent right to appoint a representative to seat on the Board. In addition to all entitlements and obligations of Executive Members, benefits include:

- Through Board Action:
  - Chair Working Groups
  - Approve Final Specifications
  - Approve operating budgets and appoint the Executive Director
  - Set-up and approve certification process and requirements
  - Authorize use of Mopria Alliance Trademarks
- Appoint representative and alternative to Steering Committee
- Approve and give interviews on behalf of the Alliance



Annual dues: \$125,000



# Customer Outcomes



- Intuitive print and scan solutions
- Minimal to no set-up
- Standard way to connect to a printer or scanner across various connected devices
- Many connection methods: cloud, local wireless network or peer-to-peer
- Print solution that meets IT security requirements for business

# Mopria Alliance and You



**We want you to join and help us drive the future!**

- Opportunity to join the Alliance and be a Board or Executive Member
  - Industry and thought leadership attributes come with membership
- Influence future direction
- Harvest first mover advantages through the value chain