

mopria®

Print. Scan. Go.™

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

Mopria Membership*

*Founders &
Board Members*

Canon



SAMSUNG

xerox™

*Executive &
Board Members*



*Executive
Members*

brother
at your side

EPSON®
EXCEED YOUR VISION

FUJIFILM

KYOCERA
Document Solutions



PANTUM
The New Era for Printing

Qualcomm

RICOH

TOSHIBA

YSOFT™

Adopters



OKI
Open up your dreams

PRIMAX

Mopria Print Technology Reaches Critical Mass



2B+ Combined Installs:

- Amazon, Huawei and ZTE pre-load devices
- Samsung Print Service
- Google Play and Chinese app stores installs
- Default Print Service on Android 8 and higher

Windows 10 Support for Mopria Certified Printers

120+ Million Certified Printers: From 24 printer companies with 5,000+ certified printer models

Half a Billion Pages Printed

Mopria Print Technology Globally

Significant Growth



Default Print Service
Android 8 and Higher



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

SAMSUNG

Windows 10 Support

For Mopria Certified Printers



Mopria Progress on Android



Mopria Android Apps

- Mopria Print Service
- Mopria Scan



Mopria Print Technology

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



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**

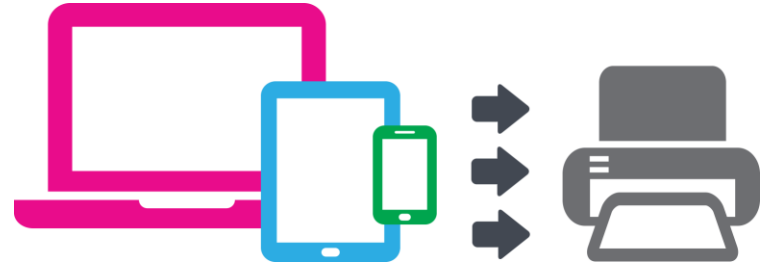
- Provide provides universal standards and solutions for print and scan

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

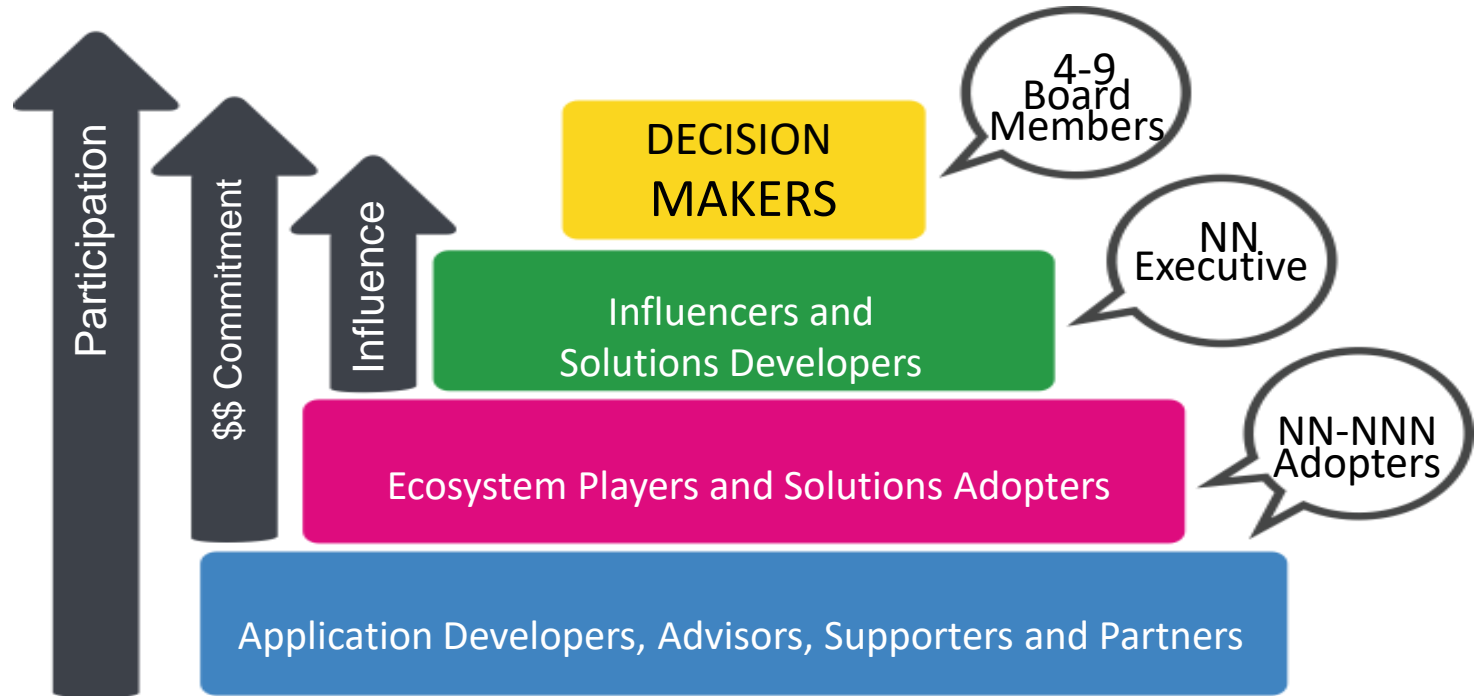
Executive Membership

Adopter Membership

**Software Supporter
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

xerox™



Software Supporter Membership



Access and benefits snap-shot

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

- Access to Members Area website
- Submit suggestions and notes about the Draft and Final Specifications, sample code and other deliverables via website
- Access to final specifications, sample code and other deliverables
- Access to certification process
- Fee to license Mopria Print and Mopria Scan Libraries
- Use of the Mopria Alliance trademarks
- Receive development support
- Participate and appear in press releases
- Receive Member communications and participate in select meetings
- Fee for solution certification



Annual dues: \$10,000

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 online 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



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 a 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

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

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