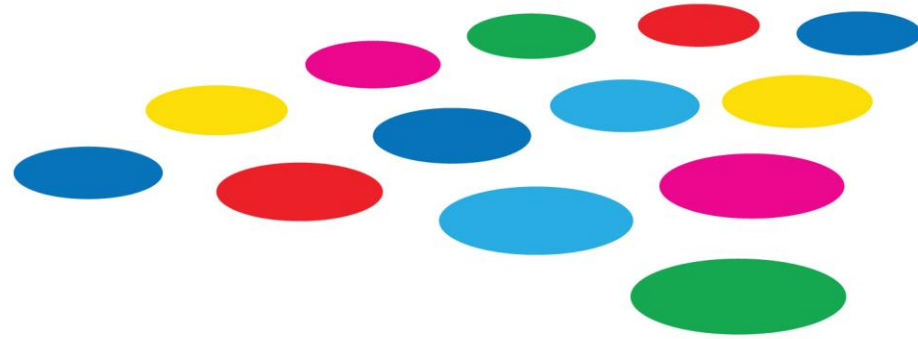




mopria®

Print. Scan. Go.™

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

Mopria Membership



Board

Canon



Xerox

Executive

Adobe

brother
at your side

EPSON



FUJIFILM

Google



KYOCERA

Lexmark



Microsoft

PANTUM

PRIMAX

RICOH

SAMSUNG

TOSHIBA

YSOFT

Adopters



KATUN

OKI
Open up your dreams



SHARP

VIVO

Software Supporters

PaperCut

Qualcomm

ThinPrint

TiS

TUNGSTEN
AUTOMATION

Reseller

DEX
imaging

olivetti

Mopria Technology Reaches Critical Mass



5B+ Devices Use Core Print Technology From Mopria

100+ Billion Pages Printed to Date

120+ Million Certified Devices Shipped

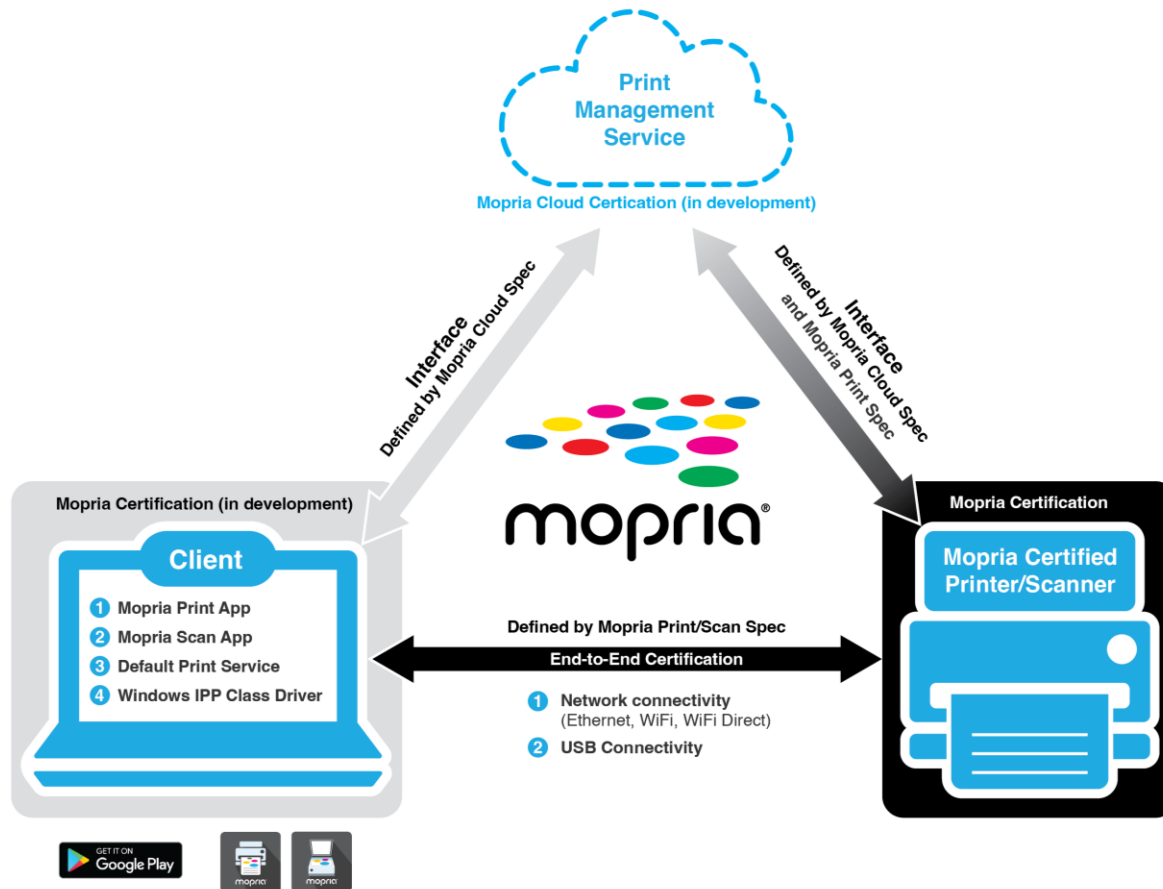
- From 24 printer companies with 10,000+ certified printer and scanner models

Windows Support for Mopria Certified Printers and Scanners



**Samsung Print Service by HP, Inc.*

Mopria Print & Scan Ecosystem



Mopria Print Technology Globally

Significant growth



**Android Default Print
Service**



Chromebook Support
For Mopria Certified Scanners



Windows Support
For Mopria Certified Printers
and Scanners



**Mopria Print Library
Integrated with
Members' Applications**




**Mopria Website
Downloads**

For customers without app store
access



**Samsung Print Service by HP, Inc.*

Mopria Progress on Android



Mopria Android Apps

- Mopria Print Service
- Mopria Scan



Android 



amazon appstore **Fire OS**

Mopria Print Technology

- Android Default Print Service
- Samsung Print Service* with Mopria Print Library
- Amazon App Store and Amazon Fire OS



Expanding the Mopria Ecosystem

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

*Samsung Print Service by HP, Inc.

Windows Supports Mopria

Print and scan ready with Mopria

- Windows supports Mopria print and scan technology
- Print from Windows to any Mopria certified printer, multi-function printer or scanner
- Eliminates need to install additional software or drivers allowing easy printing regardless of printer or scanner brand



Chromebook Supports Mopria



Scan ready with Mopria

- Chromebook supports Mopria scan technology
- Scan with Chromebook from many Mopria certified scanners and multi-function printers
- Eliminates need to install additional software or drivers allowing easy scanning regardless of scanner or multi-function printer brand



Scan with any Mopria
certified device



Alliance Structure

Open Alliance

Our membership organization

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

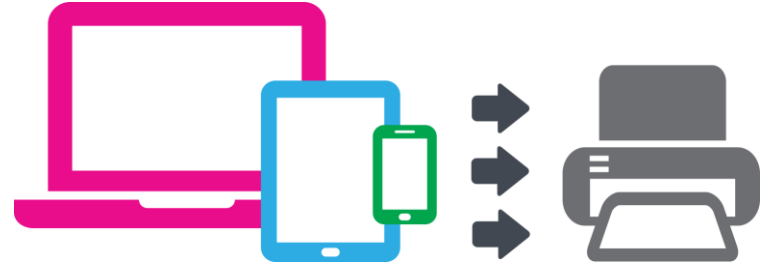
- Provide provides universal standards and solutions for print and scan

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

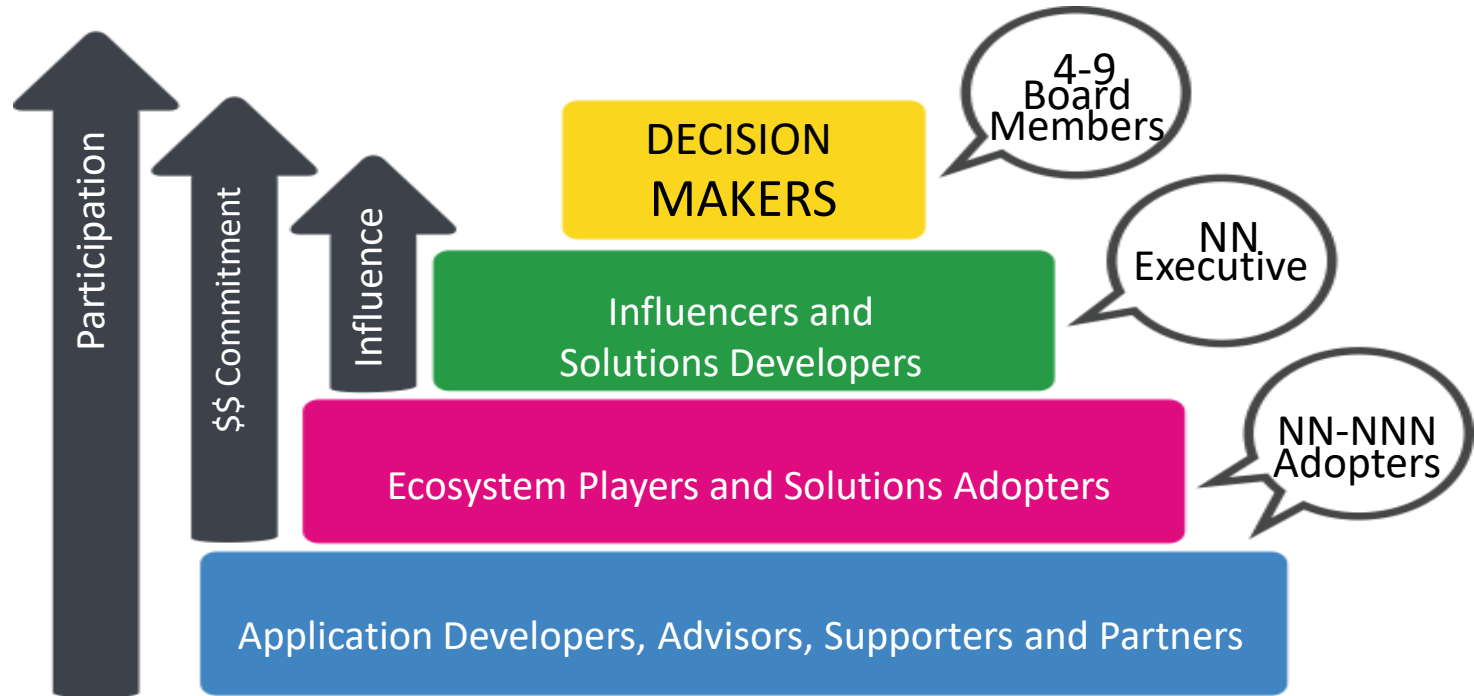
Executive Membership

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

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

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

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

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