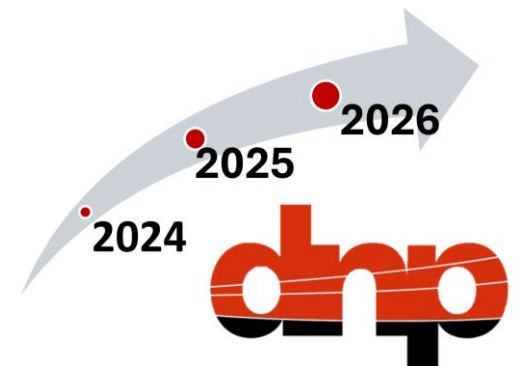


VISION 2024 Overview, Member Services and Fee Structure

July 2024

Board of Directors, DNP Users Group

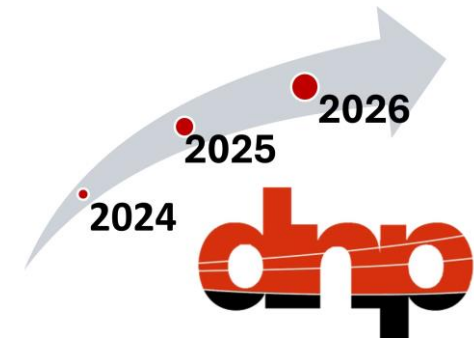


Outline

- What is VISION 2024?
- Why VISION 2024?
- Member Service and Fee Tables
- Member Service and Fee Guide

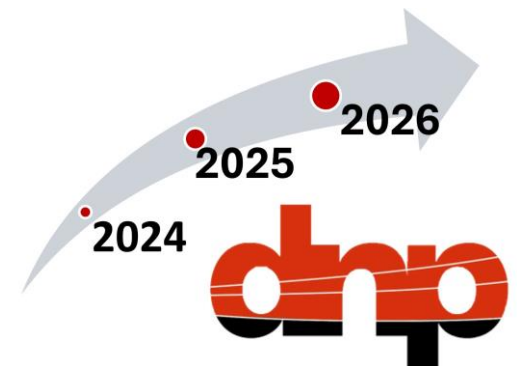


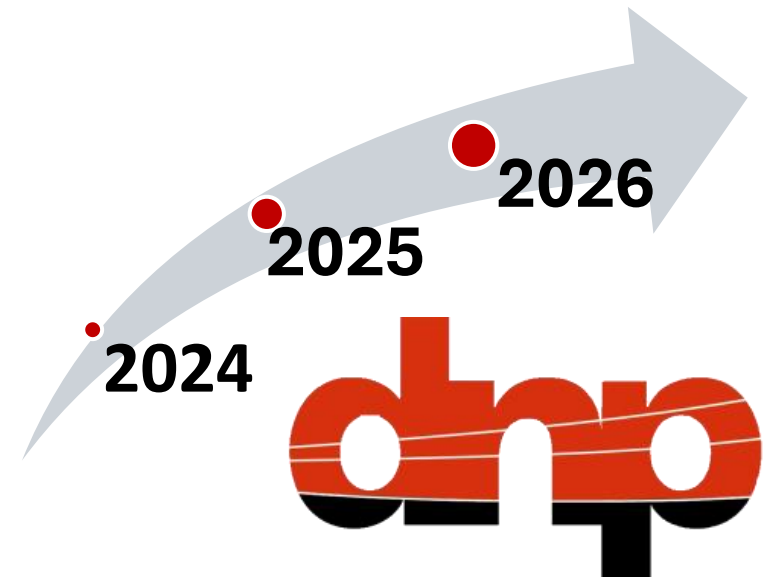
For a background on the DNP Users Group go [here](#).



A Fresh Vision!

- A call to our UG leadership and teams to raise the bar on our efforts in three ways:
 - **Faster Developments**
 - **Better Support, Closer Contact, Improved Website**
 - **New Education Initiatives**
- A call to our members and the industry to raise the bar on participating and supporting the DNP-UG.





Why VISION 2024?

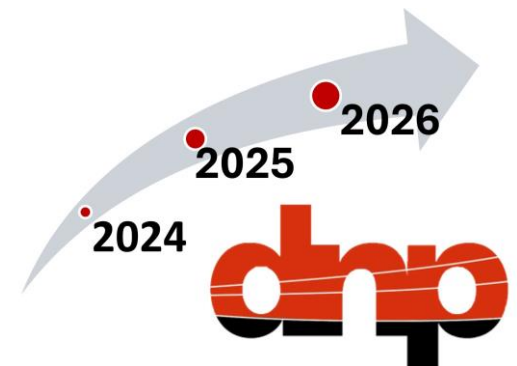
July 2024

Board of Directors, DNP Users Group



The Need for VISION 2024

- Current and potential members are asking us to improve what we do in some key areas.
- Missed opportunities to move faster are hurting our members and the industry.
- Members are asking for better access to our experts through training (tutorials), workshops and technical support.
- Cybersecurity improvements and other developments must be provided faster.
- The UG needs to do a better job of staying in touch with and communicating with our members and the industry. Our website needs to provide our members and the industry with more information, faster and easier.



VISION 2024 – Faster Developments

1. The Need:

- Our members and the industry need us to be more responsive to the needs of our members as we develop new technology, define new standards, write test procedures and our other tools and guides.

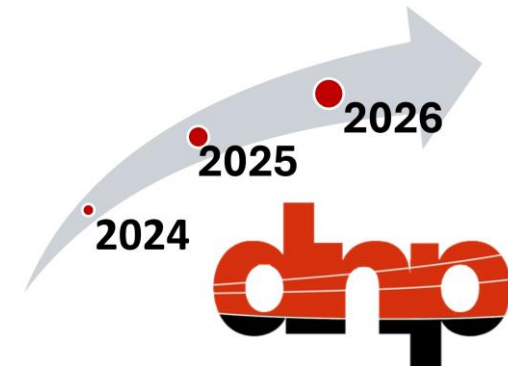
2. Our goal: to be faster!

3. Actions to date:

- Over 4,000 hours of volunteer effort in 2023!
- UG funds the maximum level of development we can afford.

4. VISION 2024:

- Improved funding for development programs leading to faster developments.
- Key focus areas: cybersecurity, forum, device profile, test procedures, engagement with other groups.



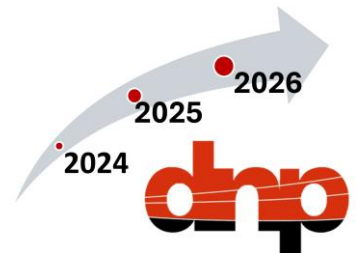
VISION 2024 – Better Support, Closer Contact, Improved Website (1)

1. The Need:

- a. Members are finding that staff transfers, retirements and budget changes have resulted in a loss of knowledge and experience. Members are asking that the UG provide for more support options.
- b. The UG needs to be more engaged with our members to better understand their requirements.
- c. Our website needs upgrading, and we need to be better at communicating our work to the industry.

2. Our goal: To leverage our expertise to support our members, work harder to maintain closer relationships with our members, improve our website and better communicate our work to the industry.

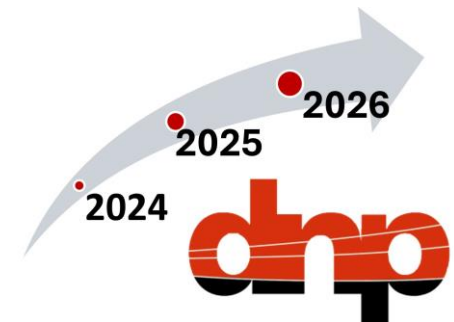
3. Action to date: Hired part-time Membership Coordinator to improve member support.



VISION 2024 – Better Support, Closer Contact, Improved Website (2)

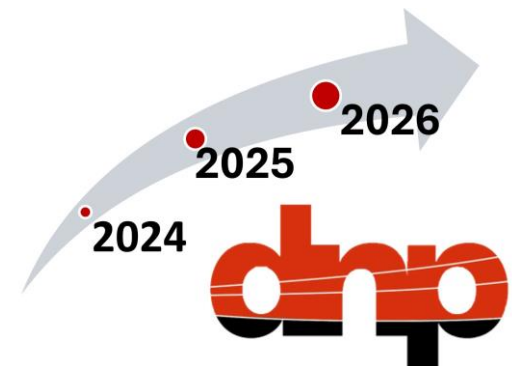
4. VISION 2024:

- a. Member workshops, tutorials and training – see next section.
- b. DNP-UG manages the Conformance Certification Program (CCP) which includes our Conformance Test Review (CTR) process.
- c. Phase 1 of the CTR process is a review of a DNP3 Device Profile (DP):
 - a. Members get one FREE (or discounted) annual review of a DP file (word format) by one of our experts.
 - b. The regular price for this service is \$1,200.
- d. Phase 2 of the CTR process is a review of test logs:
 - a. Members get one DISCOUNTED (20% to 100%) annual review of test logs for up to two interfaces by one of our experts.
 - b. The regular price for this service is \$6,000 for two interfaces.
- e. Technical Support by one of our experts:
 - a. Members get included technical support ranging from 2 to 20 hours.
 - b. The value for this service is at least \$500 to \$5,000 per year.



VISION 2024 – New Education Initiatives

1. **Issue:** We are not leveraging the depth and breadth of knowledge and experience that our experts have to the benefit of our members and the industry.
2. **Our goal:** to provide a range of workshops, tutorials and training options to our members.
3. **Actions to date:** identified instructors and developed a preliminary workshop and tutorial plan.
4. **VISION 2024:**
 1. Quarterly events free for members
 2. Value from \$250 (one hour) X four events per year = \$1,000 per user
 3. Tutorials, workshops, training
 4. See other slide for more details



New (Included) Education Initiatives (Preliminary)

- **Training Tutorials (on-line)**

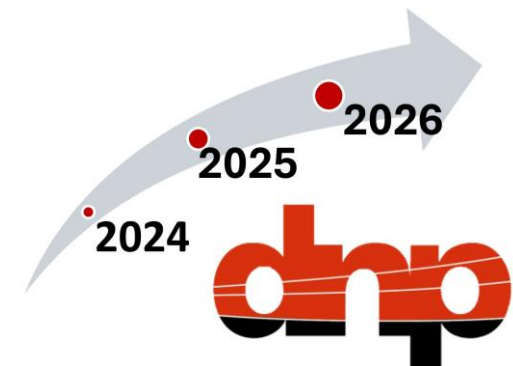
- IEEE 1815
- IEEE 1815.2
- SAv5, SAv6, AMP
- 1815.1 – Mapping to IEC 61850
- Fundamentals
- Using the DNP3 Device Profile
- Advanced topics
- Troubleshooting
- Lessons Learned

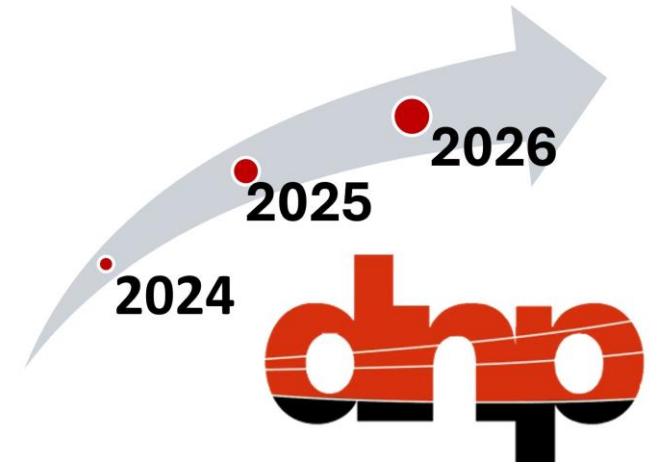
- **Technical Support by DNP-UG experts Included in Membership:**

- Technical guidance and assistance with troubleshooting
- Custom training courses
- Member forum (on-line)
- Periodic Q and A email support

- **Workshops (on-line)**

- Industry trends
- Development update – DNP3 technical changes
- Development update – DER communications
- Development update – Cybersecurity – SAv6
- Development update – Cybersecurity – AMP
- Migrating from DNP3 to IEC 61850
- SCADA fundamentals
- SCADA advanced topics
- DER communications Overview
- OT Cybersecurity overview





VISION 2024 Member Service and Fee Tables

July 2024

Board of Directors, DNP Users Group



Summary Rationale for Fee Increases (1 of 2)

.....New Services and Benefits

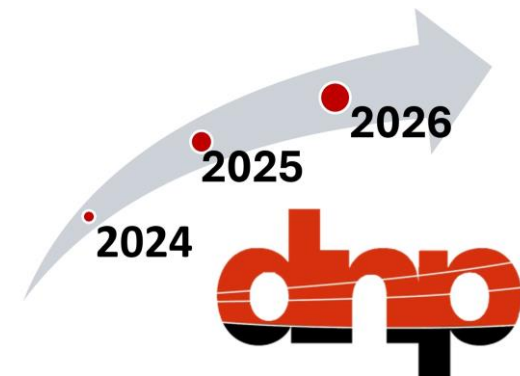
1. VISION 2024:

- **Faster Developments**
- **Better Support, Closer Contact, Improved Website**
- **New Education Initiatives**

2. Big new member benefits:

- Included quarterly workshops and tutorials
- Included (or discounted) CTR Phase 1 - DP review
- Discounted CTR Phase 2 – test log review
- Included (most members) – technical support

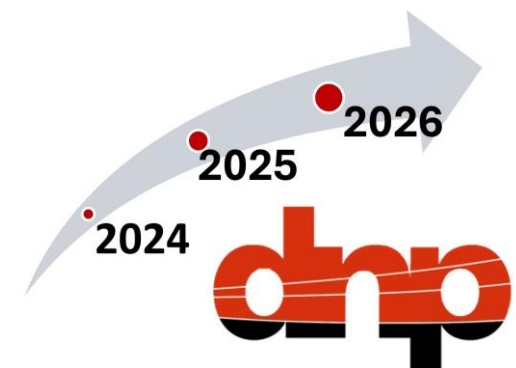
3. Net benefits total at least the cost of membership if not far more!



Summary Rationale for Fee Increases (2 of 2)

.....Other Considerations

- Operating costs have increased substantially since 2000.
- Some categories such as Small Vendors have not seen an increase since the 1990's.
- Marketing and website support costs have increased substantially (sustaining).
- Costs to maintain our User Forum are higher than expected. This is potentially a very effective reference for our members. Access is free.
- Improved industry engagement is needed (sustaining):
 - Participation in standards development (expanded)
 - Sharing thought leadership
 - Better visibility to the industry
 - Awareness of trends



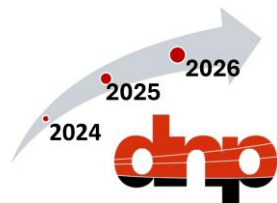
DNP Users Group - Member Service and Fee Table (2024)

Category					CCP/CTR P1	CCP/CTR P2	Tech Support
No.	Membership Category	Fees	User Accounts	Workshops	Discount	Discount	Hours
Member Fees and Services							
1	Individual (personal non-commercial use only)	\$400	1	✓	0%	0%	0
Utilities							
2	Water Utility	\$1,000	5	✓	50%	0%	1
3	Small Muni/Coop	\$1,000	5	✓	50%	0%	1
4	Large Muni/Coop (> \$500 million)	\$3,000	10	✓	100%	20%	2
5	Small utility (< \$1 billion)	\$2,000	5	✓	50%	20%	1
New - 6	Medium utility (\$1 billion to \$10 billion)	\$6,000	15	✓	100%	50%	5
7	Large utility (\$10 billion to \$20 billion)	\$9,000	20	✓	100%	75%	10
New - 8	Very large utility (>\$20 billion)	\$15,000	25	✓	100%	100%	15
Vendors and Consultants							
9	Micro vendor (0-\$1 million)	\$500	1	✓	50%	0%	0
10	Small vendor (1-\$20 million)	\$2,000	5	✓	50%	20%	2
11	Medium vendor (\$20 to 100 million)	\$6,000	15	✓	100%	50%	5
12	Large Vendor (> \$100 million)	\$15,000	25	✓	100%	100%	15
13	Vendor - revenue not declared	\$15,000	25	✓	100%	100%	15
Research Related (e.g. National Labs)							
New - 14	Research organization	\$5,000	10	✓	100%	50%	4
Program and UG Support							
New - 15	Silver UG Support Option	\$5,000	5	✓	0%	0%	10
New - 16	Gold UG Support Option	\$10,000	10	✓	0%	0%	20
Sponsored (free) Categories							
17	Academic (Student/Research) - (personal non-commercial use only)	\$1	1	✓	0%	0%	0
18	Emeritus Member - (personal non-commercial use only)	\$0	1	✓	0%	0%	0
Non-Member Fees and Services							
19	Non-Member option to access the Conformance Certification Program	\$15,000	0	0	0%	0%	0

Notes:

- Currency: US dollars

Note: For more information refer to the notes following the tables.



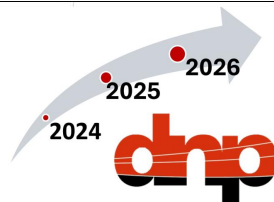
DNP Users Group - Member Service and Fee Table (2024) - Member Values

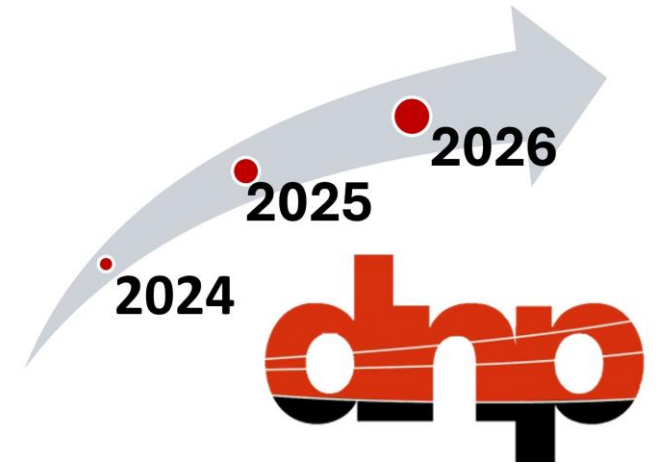
Category No.	Membership Category	Fees	User Accounts	Workshops	Workshop Values	CCP/CTR P1 Discount	CCP/CTR P1 Value	CCP/CTR P2 Discount	CCP/CTR P2 Value	Tech Support Hours	Tech Support Value	Total Member Value
Member Fees and Services												
1	Individual (personal non-commercial use only)	\$400	1	✓	\$1,000	0%		0%		0		\$1,000
Utilities												
2	Water Utility	\$1,000	5	✓	\$5,000	50%	\$600	0%	\$0	1	\$250	\$5,850
3	Small Muni/Coop	\$1,000	5	✓	\$5,000	50%	\$600	0%	\$0	1	\$250	\$5,850
4	Large Muni/Coop (> \$500 million)	\$3,000	10	✓	\$5,000	100%	\$1,200	20%	\$960	2	\$500	\$7,660
5	Small utility (< \$1 billion)	\$2,000	5	✓	\$5,000	50%	\$600	20%	\$960	1	\$250	\$6,810
New - 6	Medium utility (\$1 billion to \$10 billion)	\$6,000	15	✓	\$5,000	100%	\$1,200	50%	\$2,400	5	\$1,250	\$9,850
7	Large utility (\$10 billion to \$20 billion)	\$9,000	20	✓	\$5,000	100%	\$1,200	75%	\$3,600	10	\$2,500	\$12,300
New - 8	Very large utility (>\$20 billion)	\$15,000	25	✓	\$5,000	100%	\$1,200	100%	\$4,800	15	\$3,750	\$14,750
Vendors and Consultants												
9	Micro vendor (0-\$1 million)	\$500	1	✓	\$1,000	50%	\$600	0%	\$0	0	\$0	\$1,600
10	Small vendor (1-\$20 million)	\$2,000	5	✓	\$5,000	50%	\$600	20%	\$960	2	\$500	\$7,060
11	Medium vendor (\$20 to 100 million)	\$6,000	15	✓	\$5,000	100%	\$1,200	50%	\$2,400	5	\$1,250	\$9,850
12	Large Vendor (> \$100 million)	\$15,000	25	✓	\$5,000	100%	\$1,200	100%	\$4,800	15	\$3,750	\$14,750
13	Vendor - revenue not declared	\$15,000	25	✓	\$5,000	100%	\$1,200	100%	\$4,800	15	\$3,750	\$14,750
Research Related (e.g. National Labs)												
New - 14	Research organization	\$5,000	10	✓	\$5,000	100%	\$1,200	50%	\$2,400	4	\$1,000	\$9,600
Program and UG Support												
New - 15	Silver UG Support Option	\$5,000	5	✓	\$5,000	0%	\$0	0%	\$0	10	\$2,500	\$7,500
New - 16	Gold UG Support Option	\$10,000	10	✓	\$5,000	0%	\$0	0%	\$0	20	\$5,000	\$10,000
Sponsored (free) Categories												
17	Academic (Student/Research) - (personal non-commercial use only)	\$1	1	✓	\$1,000	0%	\$0	0%	\$0	0	\$0	\$1,000
18	Emeritus Member - (personal non-commercial use only)	\$0	1	✓	\$1,000	0%	\$0	0%	\$0	0	\$0	\$1,000
Non-Member Fees and Services												
19	Non-Member option to access the Conformance Certification Program	\$15,000	0	0		0%		0%		0		0

Notes:

- Currency: US dollars

This version of the Service and Fee Table shows the values accrued to each category of membership. For all categories, the values exceed the cost of membership. For more information refer to the notes following the tables.





VISION 2024 Member Service and Fee Guide

July 2024

Board of Directors, DNP Users Group



VISION 2024 – Member Service and Fee Guide (2024)

The DNP-UG is grateful for the support and participation of our members which enables us to continue as a vital entity serving our members and the industry.

Our member benefits, services and fees have changed effective July 1, 2024.

The VISION 2024 – Member Services and Fee Guide (2024) is available [here](#).

- The notes in the Guide relate to the columns in the Member Services and Fee Tables above.
- The table (above) showing Member Values includes the normal industry value (workshops and tech support) and normal UG pricing for services (Conformance Certification Program).

More information on VISION 2024 is provided in an announcement [here](#). An endorsement and a separate background document are also included.

