



SAMI

**Security Association for
the Maritime Industry**

www.seasecurity.org

Guidelines on joining the Security Association for the Maritime Industry



August 2012

Welcome



The Security Association for the Maritime Industry (SAMI) is a global organisation representing companies working in maritime security and related industries.

SAMI has introduced a level of compliance and scrutiny to ensure that the maritime industry can easily identify reputable private maritime security companies. SAMI provides reassurance, guidance, and minimum quality and standards in the delivery of maritime security where none has existed before. The SAMI Standard has been established as the international benchmark for standards within the industry.

The Association is an international non-governmental organisation (NGO), which exists to facilitate clear dialogue and a common standards framework in the delivery of maritime security products to the shipping community.

The international membership encompasses maritime security providers, consultants, trainers, individual operatives and the maritime security equipment, technology and hardware manufacturers to provide direct links to the commercial shipping industry, offshore oil & gas industry and ports too.

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The key benefits of joining:

- SAMI provides **representation** for the maritime security industry within the IMO, flag States, International Shipping Associations and other important industries such as Lloyd's markets and naval coalitions, initiating two-way discussions with all parties.
- SAMI is **involved in** shaping international maritime security policy and facilitating the deployment of security personnel.
- SAMI is **raising the profile** of the security industry in shipping, but also the offshore oil & gas industries and port facilities sectors by identifying new opportunities for constructive and effective security support.
- SAMI produces maritime security **regulation** guidelines and best practice.
- SAMI provides **assistance** for maritime security providers and operatives, decreasing risk through a standardised certification process.
- SAMI membership will **highlight your company**, showing clients and the industry that you are at the forefront of applying the highest standards.
- SAMI will raise your company profile and the profile of maritime industry **professionalism**.
- SAMI membership will provide you with access to a range of leading service providers, and you will benefit from offers and savings which will help you to drive your business forward.
- The BRIDGE is an innovative industry portal, SAMI membership grants you free access.
- SAMI partners with leading events and training providers on maritime security conferences, exhibitions, events and affiliates and members receive information and discounts as appropriate.

Completing the Process



How to Apply

1. New companies applying for membership of SAMI should complete the Application Form and return it with their logo (.jpeg format) and company description (Maximum 150 words in Microsoft Word format) to SAMI via ajp@seasecurity.org

2. Upon checking the application form and associated materials, SAMI will raise an invoice for the Initial Membership Fee and send the invoice, together with a copy of the Industry Membership Agreement consisting of Terms and Conditions and a form that requires your signature. This is to be signed and returned by email to ajp@seasecurity.org and a signed hardcopy posted to:

SAMI Membership

HQS Wellington
Temple Stairs
Victoria Embankment
London WC2R 2PN
United Kingdom

3. Once the signed Membership Agreement and the Initial Membership Fee have been sent to SAMI and the funds have cleared, you will be given a unique identification number and become a “Pending Member” of SAMI (for the purposes of the SAMI Articles and Constitution). SAMI will countersign and return a copy of the Membership Agreement to you as a Pending Member.

At this point the Pending Member is required to start the SAMI Certification Programme. Pending Members can use the ordinary SAMI logo and will be sent a copy. You will also receive a digital membership pack for free access to the BRIDGE.

4. If a Pending Member completes Stage 1 of the Certification Programme within the required timeframe, it will become an “Industry Member” for the purposes of the Articles and Constitution and be entered on the SAMI corporate register of members; provided that it continues to pursue and successfully complete the applicable outstanding stages of the Certification Programme within the required time frame.

Fee Schedule



SAMI Membership Categories & Fees

SAMI membership is split into a range of different categories, with a price structure arranged by company activity and size.

Membership Category Description	Annual Membership Fee - £GBP
IC - Independent Consultancy Companies that employ up to 3 permanent employees internationally	1000
SSP1 - Security Service Provider Class 1 - Small to Medium Service Providers Companies that employ between 3-10 permanent employees internationally	1600
SSP2 - Security Service Provider Class 2 - Large Service Providers Companies that employ more than 10 permanent employees internationally	2400
TE - Training Establishment and/or Personnel Agency	1600
ET&H 1 - Small Equipment Technology & Hardware Providers Companies that employ up to 20 permanent employees internationally	2400
ET&H 2 - Medium Equipment Technology & Hardware Providers Companies that employ between 20 and 50 permanent employees internationally	3200
ET&H 3 - Large Equipment Technology & Hardware Providers Companies that employ more than 50 permanent employees internationally	1000

It may be that your company provides two services (such as armed escort teams and ISPS training). If this is the case you should register under the category that provides the greatest proportion of company revenue.

Full payment details will be provided with your membership invoice.

For any questions relation to membership please contact our Membership Manager, Anneley Pickles: ajp@seasecurity.org

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HQS Wellington • Temple Stairs • Victoria Embankment

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SAMI Membership Application Form

Company Name _____	
Company Address _____ _____	
Name of Company Secretary _____	
Email Address of Company Secretary _____	
Company Website URL: _____	General Enquiries Email: _____
Telephone Number (incl. International dialling code) _____	
Fax Number (incl. International dialling code) _____	
Company Registration Number _____	
Date of Company Registration _____	
Country of Incorporation _____	
VAT Number (if applicable) _____	
List of Named Directors and Secretary _____ _____ _____	
Membership Category _____ IC - SSP1 - SSP2 - TE - ET&H - ET&H2 - ET&H3 (highlight as appropriate)	
Membership Fee _____ £	
Date became signatory of the ICoC _____	
Designated SAMI contact within company:	Invoice Details:
Name _____	Client Reference _____
Job title _____	Contact Name _____
Email _____	Email _____
Telephone _____	Telephone _____