



2026/27 STRATEGIC PARTNERSHIP PROGRAMME

Who are we?

Founded in 1995, the Internet Service Providers' Association (ISPA) is the leading voice of the UK internet industry, representing over 160 providers of internet services covering the breadth of the UK market.

Our Mission: To bring together the UK internet industry to provide essential support through innovation, knowledge and experience in order to benefit the UK economy and society.

"Internet related issues now top the list of policy challenges facing policymakers in the UK and across the world. ISPA reflects the full spectrum of the UK ISP industry and the contributions that the sector makes to businesses and consumers across the UK".

~ Steve Leighton, Chair, ISPA



Our members



[Click for full list](#)

What do we do?

ISPA acts as the central conduit of the UK's internet sector, playing a central role in the advancement of internet connectivity across the UK.

Our work helps shape future regulation on behalf of its members and provides opportunities for members to convey their interests to industry, government, regulators, parliamentarians and the media.

The Council sets ISPA's strategic objectives and signs-off policy decisions. ISPA's regulatory activity is coordinated through several policy subgroups including: broadband, consumer, infrastructure, cybersecurity, and liability.

In addition, ISPA organises many events for our sector including the high-profile ISPA Awards, ISP Business Summit and the main UK internet policy conference.



How we work

ISPA's work is primarily two-fold: with dedicated teams, one focussing on policy & advisory work, and the other focussing on strategic partnerships & events.

Policy

ISPA and its members contribute to a variety of Government and parliamentary initiatives and are regularly approached by Government for help and advice and to effect better policy. ISPA represents the views of members, bringing together officials, parliamentarians and industry to effect better policy. This includes face-to-face meetings, responding to consultations, participating in parliamentary committees, organising events and fora and taking part in roundtable discussions.

Partnerships & Events

ISPA works on an annual basis with a number of core and complementary partners, whose products and services deliver added value to UK ISPs and infrastructure builders.

Events form a large part of ISPA's offerings. Ranging in venue, format, and content, ISPA events provide partners with a fantastic platform to gain industry insights and network with senior decision makers all while actively promoting your brand.

What is the Partnership Programme?

ISPA works on an annual basis with a number of core and complementary partners, whose products and services deliver added value to UK ISPs and infrastructure builders on their most pressing challenges (as listed on the right-hand side).

Through annual exposure to our members, ISPA's partnership programme provides comprehensive access and engagement with the UK internet's ecosystem, from fibre infrastructure builders to ISPs. The programme achieves three main benefits:

1 Brand Positioning

Your organisation will be featured on ISPA's:

- Social media channels
- Website
- Newsletters
- Emailing campaigns
- Event programmes

2 Commercial Activation

ISPA will provide you with multiple touchpoints to:

- Engage with your key targets and build conversations
- Promote your solutions
- Cultivate comprehensive messaging campaigns

3 Market Access

ISPAs credibility and position can enable your growth through:

- Networking with senior sector leaders
- Developing key relationships with a range of specialties from technology to marketing

Full Fibre Rollout

Network Security

Business Management

Consumer Take-Up

Network Monitoring

Network Devices

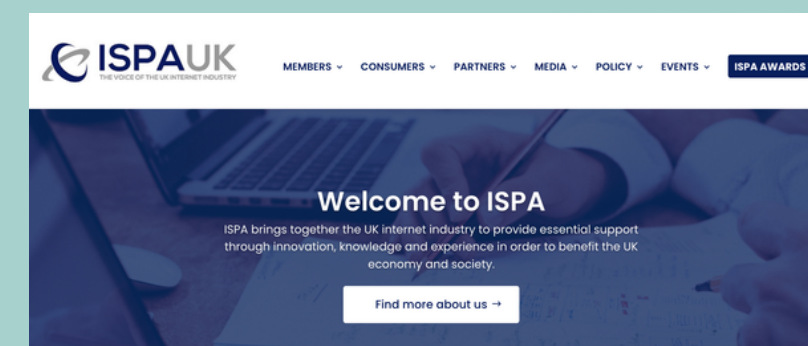
SaaS

Legal

Where will your brand be promoted?

Website

Your logo will sit on the ISPA website's homepage, and you will have a company profile with your logo, a blurb, and contact details displayed on the dedicated partners' page.



Newsletter

As a partner, you will receive quarterly inclusions in our monthly newsletters which are sent out to over 1,400 internet sector professionals.



Social media

ISPA has a strong social media presence, with over 5,000 followers across platforms. Your partnership will be announced via X and LinkedIn, and our events will be promoted with your logo attached.



Our work with partners

Showcasing the latest products and services available to ISP leaders with **Genexis**



Championing inward investment and infrastructure with wholesaler **Nexfibre**



Leading the discussion on MDU build and compliance with **Altnets**



Celebrating initiatives that minimise the digital divide and raising money for digital charities with **TP-Link**

Our partners

Adtran

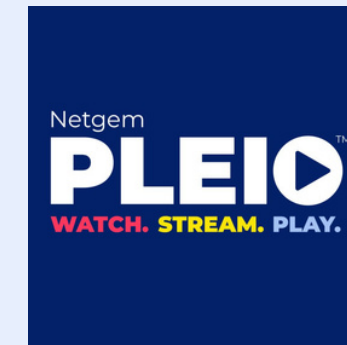


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ISPA Events

EVENT	LOCATION	DESCRIPTION
<u>ISP Summit</u>	London	The Business Summit brings together around 200 C-suite industry leaders to discuss and explore business and technological challenges faced by members
<u>Parliament & Internet</u>	London	This conference gathers over 150 delegates from Government, Parliament, Whitehall, Civil servants and industry leaders to showcase the importance of the UK internet sector.
ISPA Conference	North	ISPA Conference is our annual, half-day Northern event, gathering industry leaders for insightful conversations.
<u>ISPA Awards</u>	London	The ISPA Awards are the UK's largest industry celebration, with over 500 guest gathered for an evening of Michelin star food, drinks, live music, and a full awards ceremony.
Roundtables, Workshops & Webinars	In-Person/Online	ISPA hosts a number of roundtables and webinars in conjunction with their partners as part of your packages. These can be entirely bespoke, helping you shape your engagement, messaging and growth opportunities

Our Packages

ISPA offers a variety of packages at different price points, encompassing a variety of features. Please note that these are guideline packages, and we would be happy to discuss bespoke packages with you to include elements that you believe will be most beneficial to your organisation.

STANDARD FIBRE

Our entry level package, comprising fundamental features that will raise your profile in the UK market.

£15,000 + VAT

ULTRAFAST FIBRE

Our ideal package for those wanting to grow, comprising our some of our most useful features with some extra room for creativity.

£22,000 + VAT










FULL GIGABIT

Our premium and comprehensive package, including all ISPA benefits and features to promote your organisation in the most effective way.

£30,000 + VAT

Please see a comprehensive breakdown of each package on the following page



COMPONENT	DESCRIPTION	STANDARD	ULTRAFAST	FULL GIGABIT
Account Management	A dedicated account manager to help you get the most out of your budget and develop a strategic engagement campaign			
Brand Awareness	<ul style="list-style-type: none"> • Logo on ISPA homepage • Logo and company profile on ISPA homepage • Logo included in the monthly newsletter • Social media partnership announcement • Promotional branding at all relevant in-person events and event marketing • ISPA logo available to use on your digital platforms and channels • Social media synergy between ISPA and your organisation 			
Policy Insights	<ul style="list-style-type: none"> • Regular updates on industry insights that are important to your organisation and the broader direction of the market • Access to member meetings and sub-groups 			

Continued 

COMPONENT	DESCRIPTION	STANDARD	ULTRAFAST	FULL GIGABIT
ISPA Events	<ul style="list-style-type: none"> ISPA Awards - general sponsorship and attendance 	5 seats	10 seats + category sponsorship	20 seats + category sponsorship
	<ul style="list-style-type: none"> ISPA Awards - branding at the event ISPA Summit - speaking slot at the summit for Ultrafast and Full gigabit partners bespoke workshops are available ISPA Conference - free attendance to the event, some relevant speaking opportunities available for full gigabit package. Free attendance to all other ISPA conferences, events, and webinars throughout the year 	✓	✓	✓
	<ul style="list-style-type: none"> Parliament & Internet Conference - attendance to the annual conference on internet policy 		✓	✓
Digital Thought-Leadership	<p>2 Thought Leadership articles throughout the year.</p> <ul style="list-style-type: none"> 500 - 800 thought leadership pieces, promoted on the ISPA website, social media, and newsletter 	✓	✓	✓

Continued 

COMPONENT	DESCRIPTION	STANDARD	ULTRAFAST	FULL GIGABIT
Digital Thought-Leadership	<p>Promotional Email Campaign</p> <ul style="list-style-type: none"> A bespoke email campaign promoted in an exclusive mailshot to ISPA's email network of 1700 contacts (Full gigabit receives 2 emails) 		✓	✓
Digital Thought-Leadership & Market access	<p>Roundtable/Webinar</p> <ul style="list-style-type: none"> An opportunity for your organisation to direct the conversation in the ISP community and inform the industry on areas of importance, raising your prominence within the sector and engaging with the community 			✓
Digital Thought-Leadership & Market access	<p>Network with senior industry representative that are your key targets over a dinner organised and operated by the ISPA secretariat. As host, you will be welcome to provide a keynote address and lead the topic of discussion.</p>			✓

★ Please note that all packages are bespoke, and can be tailored to your needs, dependant on which components you are interested in.

Bespoke Opportunities

ISPA is happy to work with our partners to deliver bespoke opportunities to deliver you a market assess campaign with multiple touch points throughout the year. These can take multiple formats, however some of the most popular options include:

1 Bespoke summit, conference, or workshop

Showcase your organisation to the sector and engage senior industry leaders in a bespoke setting. Working with the ISPA team and utilising its connection to the UK market, create an event that puts a topic of your choosing and your organisation at the heart of the discussion. ISPA will develop the agenda, market the event and execute an impressive event on your behalf.

2 Industry report

Develop a comprehensive piece of research that cross examines key topics and challenges in the market. Use the research to cultivate your presence in the market, showcase your expertise and investment in the success of internet providers.

 *Costs dependent on scope*

Get in touch today



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"Are you looking to capitalise on the opportunities available in the UK market? Develop your brand? Convey your expertise? and build a tangible presence among the sector? Then please reach out so we can discuss how our association can cultivate your success"



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