



MEMBERSHIP APPLICATION FORM

LMI - Membership Levels and Benefits

Membership Level	Privileges	Annual Dues
Sponsor	<ul style="list-style-type: none">• Automatic appointment to the Board of Directors• Participation in task groups, committees and general meetings• Product certification• Marketing and Technical Benefits* (listed below)	\$US20,000
Partner	<ul style="list-style-type: none">• Participation in task groups, committees and general meetings• Assistance with product development• Product certification• Able to pursue elected office as member of Board of Directors• Marketing and Technical Benefits* (listed below)	\$US5,000
Associate	<ul style="list-style-type: none">• Participation in task groups, committees and general meetings• Able to pursue elected office as member of Board of Directors• Marketing and Technical Benefits* (listed below)	\$US1,000
Individual	<ul style="list-style-type: none">• Individual participation in task groups, committees and general meetings• Individual participation in educational programs• Receive monthly e-mail newsletter	\$US200

Membership Benefits	Sponsor	Partner	Associate	Individual
Automatic Seat on Board of Directors	Yes	No	No	No
Access to LonMark web-based certification tool (LCT)	Yes	Yes	No	No
Access to product testing and certification service	Yes	Yes	No	No
Certified products included in online product database	Yes	Yes	No	No
Access to integrator certification program	Yes	Yes	Yes	No
Free technical support concerning interoperability	Yes	Yes	Yes	No
Company listing and profile on LonMark web site	Yes	Yes	Yes	No
Use of LonMark logo on brochures, business cards, etc.	Yes	Yes	Yes	No
Website Member Focus of the Month opportunities	Yes	Yes	Yes	No
Worldwide event participation and promotion	Yes	Yes	Yes	No
Editorial coverage and publicity	Yes	Yes	Yes	No
Special editorial supplements in industry targeted publications	Yes	Yes	Yes	No
Use of LONMARK logo in marketing materials (requires license agreement)	Yes	Yes	Yes	No
Member's logo featured in advertising, print, event and web site promotions	Yes	Yes	Yes	No
Web access to marketing materials, promotions, specifications, etc.	Yes	Yes	Yes	No
Voting privileges in task groups and officer elections	Yes	Yes	Yes	No
May serve on the Board of Directors	Yes	Yes	Yes	No
Discount on LonMark Magazine Advertising	Yes	Yes	Yes	No
Discounts on LonMark organized events	Yes	Yes	Yes	No
Participation in press releases, articles, and PR resources	Yes	Yes	Yes	No
Participation in LonMark Case Studies	Yes	Yes	Yes	No
Co-marketing opportunities through exhibitions, press interviews, conferences, trade missions, etc	Yes	Yes	Yes	No
Inclusion in LonMark Product and Services Guide	Yes	Yes	Yes	No
Use of marketing tools to help promote your company's business	Yes	Yes	Yes	No
Participation in definition of LonMark Interoperability Guidelines	Yes	Yes	Yes	Yes
Discount on LonMark Certified Professional Examination Fees	Yes	Yes	Yes	Yes
Names of individuals/companies who passed the LonMark Proficiency test published on LonMark website	Yes	Yes	Yes	Yes
Participation in task groups, committees, and general meetings	Yes	Yes	Yes	Yes
Access to member section of website and message board	Yes	Yes	Yes	Yes
Free monthly e-mail newsletter	Yes	Yes	Yes	Yes
Free subscription to LonMark Magazine	Yes	Yes	Yes	Yes

Your details

To better serve our members, LMI a member and certified product and services directory at www.lonmark.org.

As an active member, we encourage you to gain the benefit of membership by providing the following information. Periodically we may promote your organization as part of our member marketing objectives. By completing this information you can help us to help you become more successful. In the event the Primary Contact cannot be reached, please provide an Alternate Contact.

Company Name:

Primary Contact:

Title:

Address:

City, State, Zip:

Country:

Phone:

E-Mail:

Company Web Address:

Sponsors, Partners, Associates only

Alternate Contact:

Title:

Address:

City, State, Zip:

Country:

Phone:

Marketing Contact:

Title:

Address:

City, State, Zip:

Country:

Phone:

E-Mail:

Information gathered in this section will be used to ensure that the applicant appears in the appropriate listings on the LonMark web site and other marketing opportunities.

Please indicate the type of organization that best describes the applicant:

- | | |
|---------------------------------------|--|
| Manufacturer | Distributor |
| End-User | Educational Institution |
| Systems/Network Integrator | Research Institution |
| LonWorks® Independent Developer (LID) | Government Agency |
| Consultant | Consulting & Specifying Engineer (CSE) |
| Individual | Other (please specify): |

Please indicate the size of your company:

- | | |
|------------------|-------------------|
| 1-10 employees | 101-250 employees |
| 11-25 employees | 251-500 employees |
| 26-100 employees | 500+ employees |

Please indicate the Industry Market(s) served:

- | | |
|--------------------|----------------|
| Buildings | Home |
| Industrial | Transportation |
| Telecommunications | Utilities |

Please indicate the Geographic Market(s) served:

- | | |
|----------------|--------------------------|
| North America | Europe |
| Asia / Pacific | Central/South America |
| Worldwide | Subcontinent/Middle East |

Please indicate any Application Area(s) of relevance, (if applicable):

- | | |
|----------------------------|---------------------|
| Access Control | Alarm |
| Audio/Video | Automotive |
| Avionics | Cable/Television |
| CCTV | Co-generation |
| Elevator | Emergency Lighting |
| Energy Management | Field Bus |
| Fire Suppression/Detection | Fluid Handling |
| HVAC | Industrial Discrete |
| Industrial Hybrid | Industrial Process |
| Lighting | Manufacturing |
| Marine | Materials Handling |
| Monitoring | Pharmaceuticals |
| Power Distribution | Pulp & Paper |
| Rail/Train | Refrigeration |

Remote Metering

Security

Sub-station Automation

Textile

Waste Management

Window Coverings

SCADA

Semiconductor

Supervisory

Trucking

Water Treatment

Other:

Sponsors, Partners, Associates only

Optional: Please provide a brief description of your business (200 words or less). Your company profile will be displayed on the LonMark website, feel free to use a separate page:

Membership Fees

Please indicate the appropriate membership level below:

- LMI Individual \$US200/year
- LMI Associate \$US1,000/year
- LMI Partner \$US5,000/year
- LMI Sponsor \$US20,000/year

Please indicate Payment Method (must check one):

- Membership Fee enclosed
Cheque or Purchase Order payable to LonMark International
- Wire transfer
Please contact us for more information accounts@lonmark.org

Please bill to Credit Card:

- Visa LonMark MasterCard American Express

Card #

Expiry

Name of Cardholder
(as it appears on card)

Card Security Code#

(usually a 3-4 digit number printed on the back of the card)

Please check here if you were referred directly by another LonMark member.

Referring Company Name

Our organization would like to use the LonMark logo as part of our branding programs. Please send me the LonMark logo license agreement. This agreement is required by any member wishing to use the LonMark logo. Once executed a logo file will be available to the member.

Billing Information

Company Name:

Primary Billing Contact:

Title:

Address:

City, State, Zip:

Country:

Phone:

Email:

On behalf of the applicant, I affirm that, if accepted for LMI membership, applicant agrees to abide by the rules and policies of LMI and authorizes the use of applicant's name in the formal LMI membership lists and marketing efforts.

Signature:

Name (Print):

Title:

Company:

Date:

Please email the completed application to: accounts@lonmark.org

LonMark International

3600 Peterson Way

Santa Clara, CA 95054 USA

E-mail: accounts@lonmark.org