



LONMARK Certified System Integrator Program



LONMARK[®]
CERTIFIED
Integrator

Empowering Intelligent Energy Solutions

The demand for safer, greener, energy efficient buildings has never been greater, and the requirement for the integrator to deliver a cost-effective and future-proof solution has never been stronger. The LONMARK[®] Certified System Integrator Program assures the end user that the integration company will deliver a solution that fits their exact installation and performance requirements.

The goal of the program is to create market recognition and demand for certified members of LONWORKS International as well as improve system integration practices and performance in anticipation of an increasing number of open specification frameworks requiring LONMARK[®] Certified System Integrator credentials.

PROGRAM BENEFITS

Entering the program affords the integration company a substantial competitive advantage by leveraging a partnership with industry-leading LONMARK International. Benefits include:

Sales Support

- Access to project leads that help drive new business
- Requirements for LONMARK Certified System Integrator driven into specifications
- Premium visibility in the LONMARK Certified System Integrator online directory
- Listing in the LONMARK Product and Services Guide
- Inclusion in LONMARK advertising and promotional materials

Marketing Support

- Use of LONMARK Certified System Integrator logo on your website and collateral
- Free promotion of case studies and success stories
- Promotion through trade shows and speaking events, monthly newsletter, quarterly magazine and more
- Increased brand awareness through the association's evangelism efforts
- Premium visibility at association events (geography dependent)
- Premium visibility in published LONMARK International case studies

Integrator

www.lonmark.com/integrator

Program Requirements

Integrator

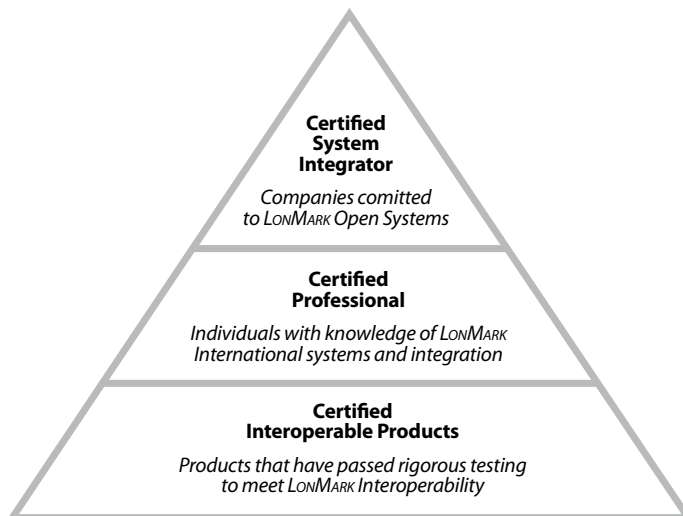
HOW TO QUALIFY

A panel of peers, all current members of LONMARK International will review applications and evaluate candidate companies based on the criteria listed below. If a company has multiple offices, each office will be evaluated separately. The integration company must:

- Be a member of LONMARK International in good standing
- Be a member of the local LONMARK Affiliate (if applicable)
- Have a minimum of two staff members who hold current LONMARK Certified Professional credentials
- Have comprehensive training on the LONWORKS® platform, LONMARK Interoperability Guidelines, and open system integration
- Have company proven field experience with the LONWORKS technology
- Provide reference projects

PROGRAM RENEWAL PROCESS

The LONMARK Certified System Integrator Program is an annual program and must be renewed every year. Renewal dates coincide with the company's LONMARK International membership renewal date. For more information about the program, including the application process, visit www.lonmark.org/LMCSIP



LONMARK International

550 Meridian Avenue, San Jose, CA 95126, USA
Tel.: +1 408-938-5266, Email: info@lonmark.org
www.lonmark.org



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