LonMark International

Membership Levels and Benefits

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| **Membership Level** | **Privileges** | **Annual Dues** |
| Sponsor | *Companies committed to ensuring the success of LonMark International* *by providing leadership and strong financial support*• Identification as a major proponent of open, interoperable systems based on I**SO/IEC 14908-1** and related standards• Automatic appointment to the Board of Directors • Participation in task groups, committees and general meetings• Product certification• Marketing and Technical Benefits\* (listed below)  | $20,000 |
| Partner | *Corporate Membership for Manufacturers*• 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) | $5,000 |
| Associate  | *Corporate Membership for Non-Manufacturers*• 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) | $1,000 |
| Individual | *Individual membership for students, consultants, non-profit organizations, government, educational, and research institutions* •Individual participation in task groups, committees and general meetings• Individual participation in educational programs• Receive monthly e-mail newsletter | $200 |

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| 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 |



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| --- | --- |
| **LonMark International Membership Application** |  |

To better serve our members, LonMark International posts a member and certified product 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. (TYPE OR PRINT)

Company Name:

Primary Contact:

Title:

Address:

City, State, Zip     :

Country:

Phone:      Fax:

E-Mail:

Company Web Address:

***Sponsors, Partners, Associates only***

**Alternate Contact**:      \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ ­­­­­­­­­­­­­­­­­­­­­Title:

Address:

City, State, Zip:

Country:

Phone:      Fax:

E-Mail:

**Marketing Contact**:      \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ ­­­­­­­­­­­­­­­­­­­­­Title:

Address:

City, State, Zip:

Country:

Phone:      Fax:

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 [ ]  South America

[ ]  Worldwide [ ]  Middle East

Please indicate the Application Area(s) served:

[ ]  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 [ ]  SCADA

[ ]  Security [ ]  Semiconductor

[ ]  Sub-station Automation [ ]  Supervisory

[ ]  Textile [ ]  Trucking

[ ]  Waste Management [ ]  Water Treatment

[ ]  Window Coverings [ ]  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:

[ ]  **LonMark Individual $200/year***Membership is extended to individuals that represent students, end-users, equipment specifiers, consultants, non-profit organizations, trade associations, government, educational, and research institutions.*

[ ]  **LonMark Associate $1,000/year**

#  Membership is extended to any firm or corporation that integrates, installs, specifies, distributes, or uses products or systems consistent with the purpose of LonMark International.

[ ]  **LonMark Partner $5,000/year**

#  Membership is extended to any firm or corporation that manufactures products or systems consistent with the purpose of LonMark International.

[ ]  **LonMark Sponsor $20,000/year**

 *Membership is extended to companies committed to the success of LonMark International by providing leadership and strong financial support, according to standards specified by the board.*

Please indicate Payment Method (must check one):

[ ]  **Membership Fee enclosed**(Check or Purchase Order payable to LonMark International)

[ ]  **Wire transfer:**

Please contact us for more information: accounts@lonmark.org

[ ]  **Please bill to Credit Card:** [ ]  Visa [ ]  MasterCard [ ]  American Express
**Card #**       Expiration Date:      ­­­­\_\_\_\_\_

 **Name of Cardholder** (as it appears on card)

**Card Security Code**# (usually a 3- or 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:      \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Fax:      \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email      \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

On behalf of the applicant, I affirm that, if accepted for LonMark membership, applicant agrees to abide by the rules and policies of LonMark International and authorizes the use of applicant’s name in the formal LonMark 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