

part·ner (pärt'nər)

One that is united or associated with another or others in an activity or a sphere of common interest.



The value of Partner Membership

Like many things in life, membership in LONMARK International means different things to different people. Some join for technical reasons, some join for marketing reasons, and others join for both. For manufacturers of hardware and software products, LONMARK Partner membership is a resource to help achieve corporate objectives.

Few organizations have had such a dramatic impact on the development and acceptance of open, interoperable solutions than LONMARK International. For over a decade, the LONMARK organization has been creating and publishing guidelines supporting the independent development of products that can be seamlessly connected together.

LONMARK International counts among its members industry leading manufacturers, distributors, system integrators, consultants, specifiers, developers, engineers, end-users and individuals. Each is committed to the development and use of open, interoperable products utilizing ANSI/CEA 709.1-B-2001 and related protocol standards.

LONMARK Partner Members = Manufacturers

LONMARK Partner members play an important role in the organization as suppliers of products that are certified by LONMARK International. Companies producing LONMARK certified products enjoy an expanded market presence. Global demand for open, interoperable products is creating an insatiable appetite for certified products.

Product certification is easy with the LONMARK Certification Tool (LCT). This web-based resource allows developers to test and certify products in the comfort of their own facilities. The powerful LCT is often used as a development resource to test products for communication and compliance. Once completed, products can be quickly tested and certified for compliance. Products successfully completing certification are eligible to carry the distinctive LONMARK logo.

As an added benefit to LONMARK Partner Members, free technical support is offered to assist developers struggling with technical challenges concerning interoperability.

Membership Make a Difference

LONMARK membership, gives you the opportunity to make a difference. You can impact how Open Systems are defined, specified and used. The LONMARK organization is the only global organization dedicated to the successful development and use of open, interoperable solutions for control and M2M in multiple industries. Only LONMARK open systems deliver freedom of choice, best-of-breed products, plug-and-play functionality, flexibility and reduced installation and operating costs.



LONMARK®
INTERNATIONAL

LONMARK Mission

To enhance the success of our members through the education and advocacy of Open Systems.

Membership Benefits

The LONMARK brand is one of the most recognized marks of excellence in the world.

Today, our services extend to helping member companies succeed. Manufacturers certified by LONMARK International benefit by the organizations undisputed reputation as the leader in the promotion and advancement of open, interoperable systems.

- ◆ Membership in a global organization
- ◆ Access to member section of website and message board—an interactive technical and marketing forum for exchanging information
- ◆ Access to LONMARK Certification Tool (LCT) for testing and certifying products for conformance
- ◆ Opportunity to certify employees or entire company for open systems knowledge
- ◆ Marketing opportunities to help promote products and services
- ◆ Use of LONMARK logos on brochures, business cards, etc.
- ◆ Participation in industry and application specific Task Groups
- ◆ Participation in regional and national marketing events
- ◆ Ability to influence the technical direction of products, technology and industry standards
- ◆ Opportunity to influence the direction of the organization
- ◆ Networking opportunities with forward-thinking industry experts with common business objectives and interests



Users Demand Certified Products.

There is no such thing as a LONMARK compatible or compliant product. Only products that carry the distinctive LONMARK symbol are certified.

- ◆ Free technical support concerning interoperability
- ◆ Company listing and profile on LONMARK web site
- ◆ Company logo featured in advertising, print, event and web site promotions
- ◆ Web access to marketing materials, promotions, specifications, etc.
- ◆ Voting privileges in task groups and officer elections
- ◆ Elected appointment to Board of Directors
- ◆ Participation in press articles and interviews
- ◆ Participation in LONMARK Case Studies
- ◆ Co-marketing opportunities through exhibitions, press interviews, conferences, etc.
- ◆ Use of marketing tools to help promote your company's business
- ◆ Participation in task groups, committees and general meetings
- ◆ Free subscription to LONMARK magazine
- ◆ Free monthly e-mail newsletter

To learn more about how LONMARK membership can help your company, please contact:



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