

as·so·ci·ate (ə-sō'shē-āt')

A person united with another or others in an act, enterprise, or business; a partner or colleague



The value of Associate 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 non-manufacturers, such as distributors, contractors, integrators, specifiers, planners, and users, LONMARK Associate 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 Associate Members = Non-Manufacturers

LONMARK Associate members play a vital role in the world of open, interoperable solutions since they distribute, specify,

install, commission, maintain and use LONMARK certified products. Their unique position in the marketplace makes them ideally suited to shape the strategic and technical direction of the organization.

Recognizing the importance of corporate participation and visibility, Associate members use their LONMARK membership to differentiate their companies. As corporate members, there is no limit to the number of individuals that can participate. This corporate resource can be a natural extension of your organization.

Membership Makes 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 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. Members of 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
- ◆ Marketing opportunities to help members promote their products and services
- ◆ Opportunity to certify employees or entire company for open systems knowledge
- ◆ 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
- ◆ Free technical support concerning interoperability



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.

- ◆ 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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