

# LONMARK International Member Benefits & Opportunities 2015/2016

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LonMark International has been a leader in the development, adoption, promotion, and education of open, interoperable systems for over 20 years. As a valued member, be sure to maximize your organization's visibility with the following member benefits and opportunities.

## **LonMark Magazine**

Published once a year and printed for distribution at key industry events such as AHR Expo and Light+Building, the magazine features coverage of the latest topics, trends and regulatory updates. This is a great vehicle for the industry to stay up-to-date on the latest LonMark products and services to hit the market. LonMark Magazine will be available to readers in a fully interactive digital version.

If interested in submitting content for the 2016 issue please submit a 200-word abstract by Sept. 21<sup>st</sup> to [Shannon@lonmark.org](mailto:Shannon@lonmark.org). The editorial committee will review all content.

If interested in advertising please contact Henny van de Bovenkamp at [henny@lonmark.org](mailto:henny@lonmark.org) or download the media kit [here](#).

## **Monthly e-Newsletter**

Members and non-member can stay informed of the latest industry developments and association news. The LonMark newsletter is sent to approximately 2,000 contacts as well as posted to the LonMark website and social media vehicles.

Please submit your LonMark related content to Shannon Mayette at [Shannon@lonmark.org](mailto:Shannon@lonmark.org) or Henny van de Bovenkamp at [henny@lonmark.org](mailto:henny@lonmark.org). Content is due the second Tuesday each month.

If interested in advertising in the newsletter please visit [here](#) for more information.

## **LonMark Website**

The LonMark website is the gateway for members and non-members to access information about the organization, its members, certified products, case studies, training, etc. Position your company in front of a dynamic group of influential professionals today. To learn more about advertising on the LonMark website please visit [here](#).

As part of your membership be sure to share your LonMark press releases and articles. LonMark International will feature your latest industry news on the member section of the website. Please submit content to Shannon Mayette at [Shannon@lonmark.org](mailto:Shannon@lonmark.org) or Henny van de Bovenkamp at [henny@lonmark.org](mailto:henny@lonmark.org)

## **Case Studies**

LonMark wants to help promote your success using LonMark technology! Let us assist in drafting and editing your case studies to help inspire other members to share and collaborate new ways to implement LonMark solutions as well as raise visibility among influencers in the industry. Please contact Shannon Mayette at [Shannon@lonmark.org](mailto:Shannon@lonmark.org) or Henny van de Bovenkamp at [henny@lonmark.org](mailto:henny@lonmark.org) for more information.

### **Best of Year Award Program**

Every year LonMark International accepts submissions for the “Best of the Year” awards program. The organization recognizes companies, projects and individuals in the following areas:

- Multi-Vendor Project: Large Campus Integration
- Multi-Vendor Project: Small Repeatable Solution
- Certified Device
- Visionary of the Year.

For more information and to download submission forms click [here](#).

For 2015 nominations will be accepted until **OCT. 09, 2015**. Award winners will be unveiled in the January 2016 issue of the LonMark International Magazine distributed at key events. Companies are encouraged to enter products released within the past 12 months.

### **Ambassador Program**

Launched in 2012, the LonMark Ambassadors Program allows LonMark advocates to reach multiple industries and geographies supporting multiple languages including: Chinese, Germany, Swedish, English and Spanish to spread the news of what LonMark can offer to integrators, end-users, vendors, and communities.

Led by Chief Ambassador, Ron Bernstein, the program now has Ambassadors in nearly all corners of the world. If interested in learning more or to nominate an ambassador please click [here](#) or contact Ron at [ron@lonmark.org](mailto:ron@lonmark.org).

### **Speaking Opportunities and Sponsorships at Upcoming Industry Events**

#### **AHR Expo Orlando (January 25-27, 2016)**

LonMark will once again host a full day of educational sessions. These well attended sessions draw large, diverse audiences eager to hear from you, our members. Speaking and sponsorship opportunities are available, but time is limited. Please click [here](#) for more information.

#### **Light + Building (March 13-18, 2016)**

LonMark International will continue its presence at Light+Building 2016 by exhibiting in the Urban Lighting section located in Hall 5 of Messe Frankfurt and in Hall 9 in the Building Automation section with our affiliate, LonMark Germany.

Together with our street lighting members we will demonstrate an open Outdoor Control Solution to over 500 hundred potential customers, showing LonMark certified products from several competing companies connected together in the same streetlight network. Take part and reserve your place! For more info please contact Henny van de Bovenkamp at [henny@lonmark.org](mailto:henny@lonmark.org).

### **Event Calendar**

To view other events LonMark International is endorsing throughout the year please visit: [http://www.lonmark.org/news\\_events/calendar/](http://www.lonmark.org/news_events/calendar/). Through our conference partnerships LonMark International is invited to speak at a number of global industry events such as Internet of Things Global Summit, Energy Central, Guangzhou Electrical Building Technology - GEBT, Shanghai Intelligent Building Technology, SIBT and others. If interested in learning more on how your organization can participate please contact [marketing@lonmark.org](mailto:marketing@lonmark.org).

## **O LLC – Outdoor Lighting LonMark Committee**

At Light + Building Frankfurt 2014, for the first time eleven members of LonMark International demonstrated a unique open Streetlight Control Solution to hundreds of customers: competing but compatible products working together on the same streetlight network to provide energy savings to cities. Building on the momentum generated, LonMark formed the Outdoor Lighting LonMark Committee (O LLC) to increase industry awareness of networked street lighting solutions worldwide and educate cities on the benefits of open systems. The O LLC includes an impressive collection of companies committed to the delivery of LonMark interoperable solutions. For more information visit: <http://www.lonmark.org/connection/solutions/lighting/outdoor/street/>

Companies selling interoperable street lighting solutions are encouraged to join this important industry initiative. For more info please contact [henny@lonmark.org](mailto:henny@lonmark.org)

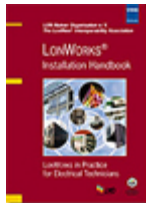
## **Training and Testing**

### **LonMark Certified Professional (LCP)**

[http://www.lonmark.org/certifications/professional\\_certification/](http://www.lonmark.org/certifications/professional_certification/)

LonMark International offers a six-hour refresher-training course to those interested in becoming a LonMark Certified Professional. The course is structured to refresh existing knowledge of LonWorks® technology. The refresher training courses are offered online, in person, and at industry events.

Members can take advantage of group training/testing discounts for the LonMark Certified Professional (LCP) training and testing classes at your company's location. Our on-site classes are taught by a LonMark certified trainer and are designed to meet your needs and schedule.



### **LCP Test Preparation**

LCP test candidates can leverage a number of existing education programs supported around the globe. LonMark International provides the LonWorks® Installation Handbook, which is now available in English, German, Japanese, and Spanish. This book is one of the primary tools recommended for the LonMark Certified Professional Exam.

To view the testing schedule, test center locations, and register to take the test, visit [http://www.lonmark.org/certifications/professional\\_certification/test\\_centers/](http://www.lonmark.org/certifications/professional_certification/test_centers/)  
For more information please contact [testing@lonmark.org](mailto:testing@lonmark.org)

## **Certification and Standards**

### **Design LonMark Certification into Your Products**

[http://www.lonmark.org/certifications/device\\_certification/](http://www.lonmark.org/certifications/device_certification/)

Certifying products is now easier than ever! The LonMark Certification Tool (LCT) verifies products conform to the LonMark Interoperability Guidelines and are eligible to carry the LonMark logo. Displaying the LonMark logo on your products is an indicator that they have completed the LonMark certification tests and have been designed to interoperate with other LonMark certified products.

LonMark Interoperability Application Layer Guidelines for Profiles, SNVTs, SCPTS, etc. are now both an EN and ANSI/CEA standard. Compliance to these standards requires certification using the LCT. The certification process is extremely fast, online, and secure. Our technicians will help you every step of the way.

For more information please contact [cert@lonmark.org](mailto:cert@lonmark.org)