

# Fact Sheet



## Global Presence

Globalization is a common theme among large institutions and organizations. Finding common technology and solutions that can be implemented anywhere on the planet without re-engineering, is a significant advantage over regionally based solutions.

LONMARK International is answering this call with an expanding global presence. Over the past three years, LONMARK International has established affiliate organizations in countries around the world. These organizations are providing local and regional solutions based on the LONMARK standards.

Significant effort is being undertaken to ensure the standards are implemented uniformly, no matter which country. The various components of an open controls solution follow international standards and are not “open to interpretation”. LONMARK tests each certified product to verify conformance. This ensures product vendors can build a product and it can be used ANY place on the planet, which significantly reduces engineering time and cost.

Additionally, LONMARK’S training, testing, and educational programs follow a global model. Material has and will continue to be translated into local languages. Local language support is paramount to global acceptance. The LONMARK Magazine now delivers editions in English, German, Russian, and Chinese, with more to come. The LONMARK website is being upgraded to support browser language identification where pages will be displayed based upon the primary language choice selected. LONMARK testing programs are currently available in English and German and soon in Russian and Spanish. The global support of LONMARK continues to expand. Current active affiliates and users groups include:

- Americas
- China
- Denmark
- Finland
- France
- Germany
- Italy
- Japan
- Netherlands
- Poland
- Russia
- Spain
- Sweden
- Switzerland
- UK

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Affiliate organizations support the local markets with educational programs, technical and marketing support, solution development; address local regulatory issues, local trade shows and conference support, press support, and much more. A complete listing of affiliates and a link to their web sites can be found at [www.lonmark.org](http://www.lonmark.org).

LONMARK'S 600+ members provide a wide variety of control system hardware, software, and integration solutions for practically any application and can help with:

- Enterprise system integration
- Master System Integration expertise
- Master planning strategies
- Specification development
- Fair competitive bidding support

LONMARK is helping the green movement achieve the energy efficiency requirements of today. Looking for guidance in taking advantage of open, interoperable, integrated systems? We can help. LONMARK International offers the following resources and services:

- Complete listing of certified interoperable products
- Training programs for organizations looking to implement a strong energy efficiency program through intelligent control
- Educational seminars for conferences, trade events, or corporate teams
- Sample specifications for open systems projects
- Guidance in developing a solid energy control master plan
- Support in securing multiple competitive bidders for your projects
- Technical support for LONMARK product certification
- LONMARK Certified Professional Credentialing program and directory
- References and Case Studies

As a non-profit trade association dedicated to helping organizations change the way they think about energy control, LONMARK is eager to help. Our worldwide team of affiliates and support staff are at your disposal.



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