



Heating, Ventilating and Air Conditioning

Empowering Intelligent Energy Solutions

Proper heating, ventilating, and air-conditioning (HVAC) are key to maintaining a comfortable, healthy and productive work environment. Energy-efficiency and cost concerns remain a top priority for facility managers. Better energy efficiency and improved operational costs start with better visibility and control of HVAC systems within a facility. Those HVAC systems with distributed intelligence in a control network enable greater functionality and lower costs.

HVAC systems supporting open standards with a track record for interoperability provide further savings when products break or require replacement, because they can be sourced from multiple suppliers. Further savings can be achieved by utilizing a network of installers and system integrators that competitively bid on present and future HVAC installations, maintenance and upgrades. This durable competitive environment provides a rapid return on investment for HVAC systems.

For nearly two decades, LONMARK International has been a leading trade association helping build a multi-billion dollar industry based on the ISO/IEC 14908-1, the standard implemented by LONWORKS® technology, and related standards. Millions of LONMARK® certified devices and tens of thousands of systems have been installed worldwide. Whether installing a new HVAC system, or servicing or upgrading an existing system, LONMARK International provides building owners and operators, consulting engineers and system integrators access to a catalog of more than 800 certified products.

PROGRAM BENEFITS

Key benefits of LONWORKS technology in the HVAC market include:

- Reduced owning and operating costs
- Improved equipment reliability and uptime
- Increased energy efficiency and sustainability
- Increased building comfort and indoor air quality
- Enhanced responsiveness and service to clients

LONMARK International is a driving force in creating and promoting interoperability standards to reduce costs and increase the use of open systems in a wide variety of control applications in the building, industrial, lighting and other industries.



HVAC

How Being Part of LONMARK International Can Help You

AS A MANUFACTURER YOU CAN:

- Become part of a networked, standards-based world
- Reduce your development cost and time to market
- Leverage standards already in place and drive new standards to help shape your industry
- Increase your market opportunity with certified products;
- Lower warranty and service costs
- Create new business opportunities through Internet connectivity to device networks

AS A SYSTEM INTEGRATOR/SOLUTION PROVIDER YOU CAN:

- Gain access to a wide array of interoperable products that help you build solutions better tailored to suit your customers' needs;
- Choose from a wide variety of vendors;
- Build more reliable systems;
- Reduce your service costs;
- Respond to specifications requiring LONMARK International certified products;
- Easily interface with all other commonly used technologies and standards.

AS AN END USER YOU CAN:

- Have free choice of vendors and manufacturers of products, choice of integrators, choice of service contractors
- Use smart LONMARK certified products and integrated LONMARK International systems for significant energy savings
- Create totally integrated building systems containing interoperable lighting, HVAC, security, air quality, energy metering, data logging, remote access systems to lower operating and maintenance costs
- Include certified products as part of your demand response strategy on the smart grid
- Add new devices and functions into existing system without the need to replace or reprogram existing devices
- Easily run energy compliance and savings reports

For more information about the many ways LonMark International can help you, visit www.lonmark.org

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