



## Membership in KNX Association

KNX Association International

[www.knx.org](http://www.knx.org)



# KNX Certification: what are the options?

## 1. **KNX compliant products are developed from scratch on basis of KNX specifications**

- High development time and time to market
- KNX Certification: all tests required (KNX PhL, stack and application)
- High independence from external system component/stack providers
- Ideal for high KNX sales volume
- Ideal for experienced KNX partners

## 2. **KNX compliant products are developed integrating already certified system components**

- Reduced time to market
- KNX Certification: tests limited to interworking/functionality tests
- Dependence on provider of stack and/or physical layer solution
- Ideal for newcomers in KNX market and in KNX development

## 3. **KNX compliant products are bought via OEM channel from KNX member**

- OEM customer wishes *also* to brand products *with Logo*
  - Membership in KNX needed
  - simplified (administrative) certification process only – no retesting
- OEM customer does *not* want to brand products with *Logo*
  - Membership in KNX not needed – no KNX certification needed
  - No support of product in KNX Engineering Tool Software



## Membership in KNX Association: when to choose what?

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	Shareholder	Royalty per Unit licensee	Interested Party
<i>Company Size</i>	Large size company	Any company	Any company
<i>Turnover</i>	Large KNX Turnover	Small or medium KNX turnover	<u>No</u> KNX turnover
<i>KNX mark</i>	KNX mark on product desired	KNX mark on product desired	<u>No</u> KNX mark on product desired



# Membership in KNX Association: tailored to everybody's needs!

	Shareholder	Royalty per Unit licensee	Interested Party
<i>Annual Fee</i>	> 100 staff members: 12.500 € 26 to 100: 6.250 € 11 to 25: 3.125 € < 10: 2.500 € - Shares have to be paid	<b>Advance fee each year February</b> > 100 staff members: 2.000 € < 100 staff members: 1.000 € <b>Rest on KNX sales volume at the end of year</b>	> 100 staff members: 2.000 € < 100 staff members: 1.000 €
<i>Access to specifications and KNX tools</i>	<b>Yes</b>	<b>Yes</b>	<b>Yes</b>
<i>Free use of KNX Standard IPR</i>	<b>Yes</b>	<b>Yes</b>	<b>No</b>
<i>Access to KNX certification (logo on products)</i>	<b>Yes</b>	<b>Yes</b>	<b>No</b>
<i>Vote in General Assembly and working groups</i>	<b>Yes</b>	<b>No (guest only)</b>	<b>No (guest only)</b>