



How to become an ETS App Developer



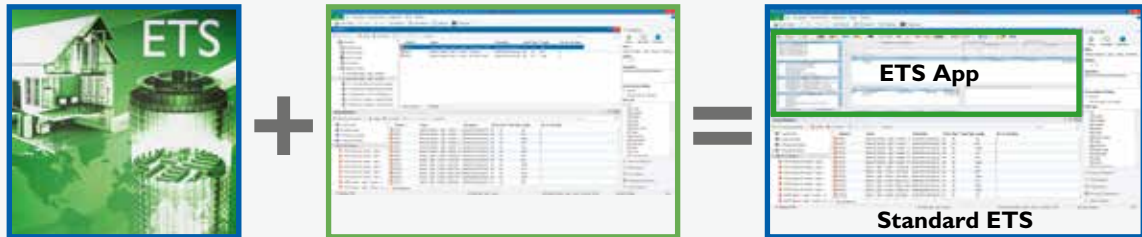
What is an ETS App?

An ETS App is an add-on software program that is used together with ETS. The purpose of an ETS App is to extend the functionality of the ETS Software tailored to the needs of the KNX system integrators.

Any existing software can be adapted to the ETS App interface by using the ETS SDK. Moreover, when a new

ETS App is created and is available to the users, there is no need to recompile ETS. It is plug & play software!

An ETS App is similar to the add-ons for internet browsers or apps for smartphones, but only for ETS and is sold amongst others in the KNX Online Shop!



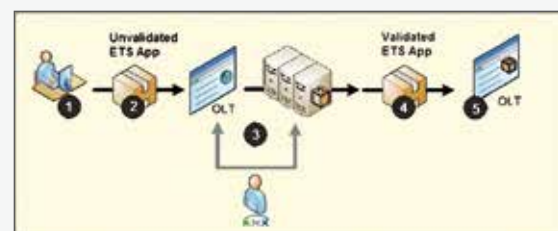
Who can become an ETS App Developer?

The first step for a developer to join the ETS App world is to become a member of KNX Association International. Any company or individual person involved in the development of software can become an ETS App developer. Anyone who wants to offer his software solution or ETS extensions to the KNX Community is welcome to do so.



How to make an ETS App available

ETS Apps are available at least via MyKNX. All ETS App Developers shall have an individual account in MyKNX where they can easily and quick manage all their ETS Apps. When their ETS App is ready (1), they have to upload it and submit (2) it for validation by KNX (3). As soon as their ETS App is validated (4), the ETS App Developers can either select to keep it 'private'; i.e. only for their own use, or make it 'public' in order everybody to be able to download and use it (5).



Advantages of becoming an ETS App Developer

Open your market to all ETS end users



ETS Apps are at least sold via the KNX Online Shop. Users from more than 125 countries from all around the world are potential buyers for your ETS Apps!

Internationally Boost your Company



Present your ETS Apps in the KNX Journal. The Journal is read by more than 80,000 subscribers worldwide and will provide excellent publicity not only for your ETS Apps, but for your company as well.

Get access to specific Tools

By becoming an ETS App Developer you will get direct access to the ETS App Validation Tool and the ETS Software Development Kit.

Manage your ETS Apps yourself



You can easily and quickly manage your ETS Apps via your ETS App Developer account in MyKNX. Check how many people use your ETS App and make your own statistics for your sales!

Become known outside the KNX community



KNX will promote your company worldwide by including your logo in future events (exhibitions, seminars, workshops, etc.)

Use the KNX Logo as a Beacon for your Business



The KNX member logo can be used by companies on their KNX-related promotional or other business related documents (letter paper, envelopes, business cards etc.).

A world of business opportunities – One contact: KNX



KNX offers a world of business opportunities. Achieve these by only using the KNX Online Shop: one account, one tool and one spot for customer support.

Extend your worldwide visibility through the KNX website



Your company and contact details will appear on the International KNX website, extending your reach to more than 125 countries.

ETS App Development Costs

Below are the costs for an ETS App Developer

Name of payment	Amount in Euros	Type of payment
Become KNX Member	€ 1,000	Annually; minimum 'Interested Party' category (stated price applies to companies with less than 100 staff members worldwide), but joining in a different category is also possible. Consult our website for all the types of membership (www.knx.org/knx-en/manufacturers/joining/).
Access to the ETS App Validation Tool	€ 1,000	One time payment
Validation of an initial ETS App	€ 900	For every new to be validated* ETS App
Validation of an upgraded ETS App	€ 250	For every upgraded to be validated* ETS App
Validation of an updated ETS App	€ 25	For every updated to be validated* ETS App
Validation of a commercial or technical repackaging of an ETS App	€ 45	For every repackaging of an existing ETS App
Royalty fee per ETS App	25% of the customer's price	For every sold ETS App; however with a minimum amount of 1000 € per year for companies with less than 100 staff members worldwide and 2000 € for companies with more than 100 staff members worldwide.

* manually by KNX



ETS App Developer reimbursement for sold ETS Apps





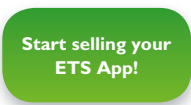
Every quarter – or deviating, at least after a gross turnover of € 5.000,- KNX Association makes available to the Licensee a turnover report. The turnover report entitles the Licensee to invoice

KNX Association. KNX Association invoices the Licensee the costs related to the sale of free ETS Apps. In mutual agreement, such costs may also be deducted by the Licensee from the before-said own invoicing.



ETS App Development procedure

Do you already have an idea for an ETS App? Are you innovative?
Then you are ready to start!

Phase	Phase explanation	Estimated Time
	Create an account in MyKNX and download the ETS Software Development Kit (ETS SDK) and the Tutorial for using the ETS App Validation Tool.	Cannot be estimated
	When you become a KNX Member you get all the necessary technical support to start developing your ETS App. We will assist you in any issue that you might have.	3 to 15 days
	When you are ready to test your ETS App, apply to become an ETS App Developer via your MyKNX account in order to change your status and gain access to the ETS App Validation Tool.	3 to 5 days
	Once your ETS App has been finalized, upload it and ask for validation, so that your App can become available in the KNX Online Shop. Only validated ETS Apps can be installed and used in ETS. This prevents unauthorized use of your ETS Apps. However, when your ETS App is validated, you can either select to keep it 'private'; i.e. only for your own use, or make it 'public', so that everybody will be able to download and use it.	3 to 5 days
	From now on, you can offer your ETS App amongst others via the KNX Online shop!	Immediately



Contact

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For additional information:
www.knx.org