

ISA100 Wireless Compliance Institute

*Market Awareness, Technical Support,
Education, and Compliance for the
ISA100 Family of Universal
Industrial Wireless Standards*

Membership Prospectus

This prospectus is an invitation to suppliers and users of manufacturing and automation control systems to participate in a vital and timely industry consortium to ensure compliance with consensus-based industrial wireless standards.







Overview

Industry leaders from major manufacturing and automation control system users and suppliers have formed an organization to establish essential specifications and processes to be used in the testing and certification of wireless products and systems for the ISA100 family of wireless standards.

The organization's mission: **Decrease the time, costs, and risks** of developing and deploying standards-based, industrial wireless devices and systems by establishing a collaborative industry-based program among users, suppliers, and other stakeholders.

- **Facilitate independent testing and certification** of wireless devices and systems for the ISA100 Wireless Systems for Industrial Automation standards
- **Provide education and technical support** to users and suppliers in the design, certification, deployment, and management of wireless devices and systems that utilize the ISA100 wireless family of standards
- **Accelerate adoption of the ISA100 standards** by certifying that wireless devices and systems meet a common set of specifications for consistent and reliable performance.
- **Ensure interoperability** using standards, tests, and conformance processes for wireless devices and systems to ensure desired performance criteria are met.

Benefits for Your Company

For **USERS**, a well-designed and managed product certification process reduces costs, time, and risk in the selection and deployment of wireless products and systems:

- **Instant recognition** of a product's or system's wireless communication characteristics and capabilities.
- Assurance of **predictable performance 'out of the box'** for *ISA100 Wireless Compliant* products and systems leading to improved process reliability and safety.
- Ability to procure *ISA100 Wireless Compliant* products and systems that will securely and reliably interoperate within any *ISA100* wireless network.
- Single **forum for the product and system test specification requirements** ensuring your needs are understood and accounted for.
- **Technical support for the deployment and configuration** of *ISA100 Wireless Compliant* products and systems.
- **Time and cost savings** for validation and verification of wireless communication characteristics and capabilities.

For **SUPPLIERS AND INTEGRATORS**, the certification process provides a single compliance framework and an *ISA100 Wireless Compliant* stamp of approval, resulting in faster time to market and lower development and integration costs:

- Ability to make and **substantiate clear claims of compliance** to a consensus, open industry standard via the *ISA100 Wireless Compliant* designation.
- **Technical support** for the development and deployment of *ISA100 Wireless Compliant* products and systems.
- **Profiles to support the development of the products or systems that users want to purchase.**
- Commitment to a common need for a **shared wireless communication vision** to be executed by suppliers, users, and integrators.
- **Products and systems that interoperate**--enabling more flexible system configurations that allow consistent and predictable performance in any *ISA100* wireless network.

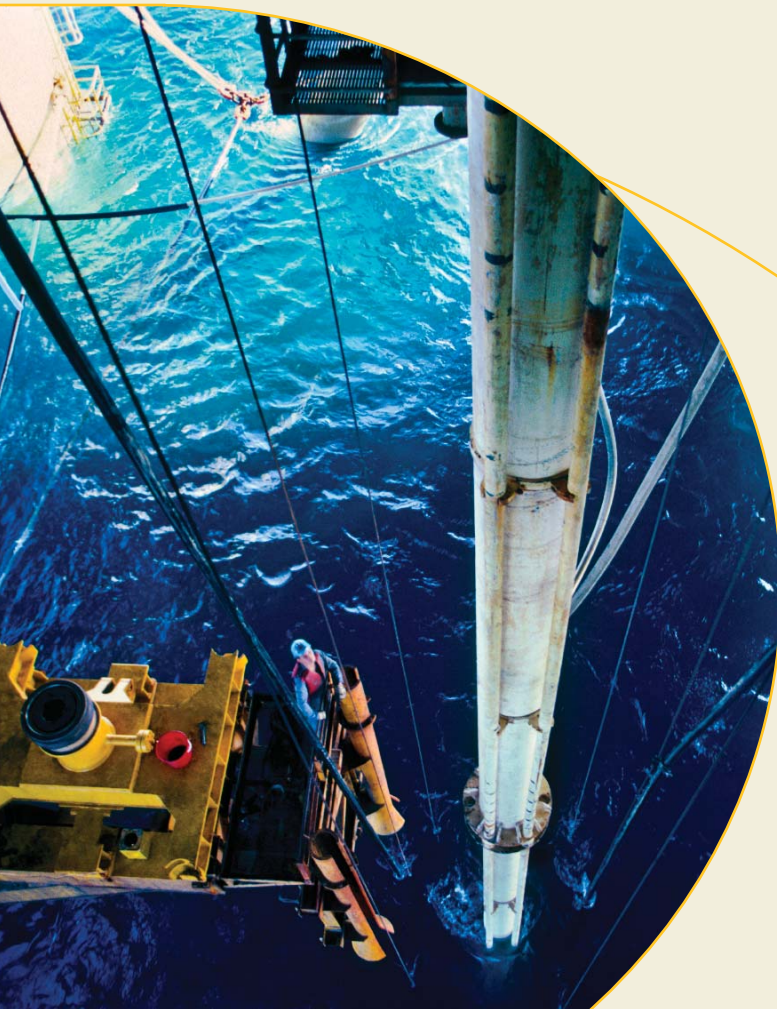
And, for **standards bodies** and **government agencies** developing industrial wireless standards, the *ISA100 Wireless Compliant program* promotes better, field-tested specifications that are clearly being followed by industry.

Why Join Now?

Industry's leading thinkers are among the early supporters of the *ISA100 Wireless Compliance Institute* because they can:

- Understand and shape the compliance program.
- Contribute to and understand the test specifications:
 - Vendors – No false starts; Ensure your product or system is compliant the first time tested; Time to market is critical in the high growth industrial wireless marketplace
 - Users - Ensure your specific needs are met for "out of box" reliable performance in your plants.
- Network with other leading-edge professionals who are executing corporate plans for implementing or developing wireless technologies.
- Collaborate with end users and suppliers to gain valuable insights on how to handle your wireless business needs in a "compliant and standards-based" world.
- Become engaged in the beta testing of *ISA100* product and systems in 2008.

Don't be left behind!



Program Description

The ISA100 Wireless Compliance Institute establishes an *ISA100 Wireless Compliant* designation, to identify and promote ISA100 Wireless Systems for Industrial Automation standards compliant products and systems. Certification provides instant recognition of the wireless communication characteristics to users, integrators, and the buying public, creating a key differentiator for that product or system.

Compliance Testing

Test Specification: ISA100 Wireless Compliance Institute members, working with technical staff retained by the Institute, will develop and publish a set of compliance requirements (test specifications) based on ISA100 wireless communication standards.

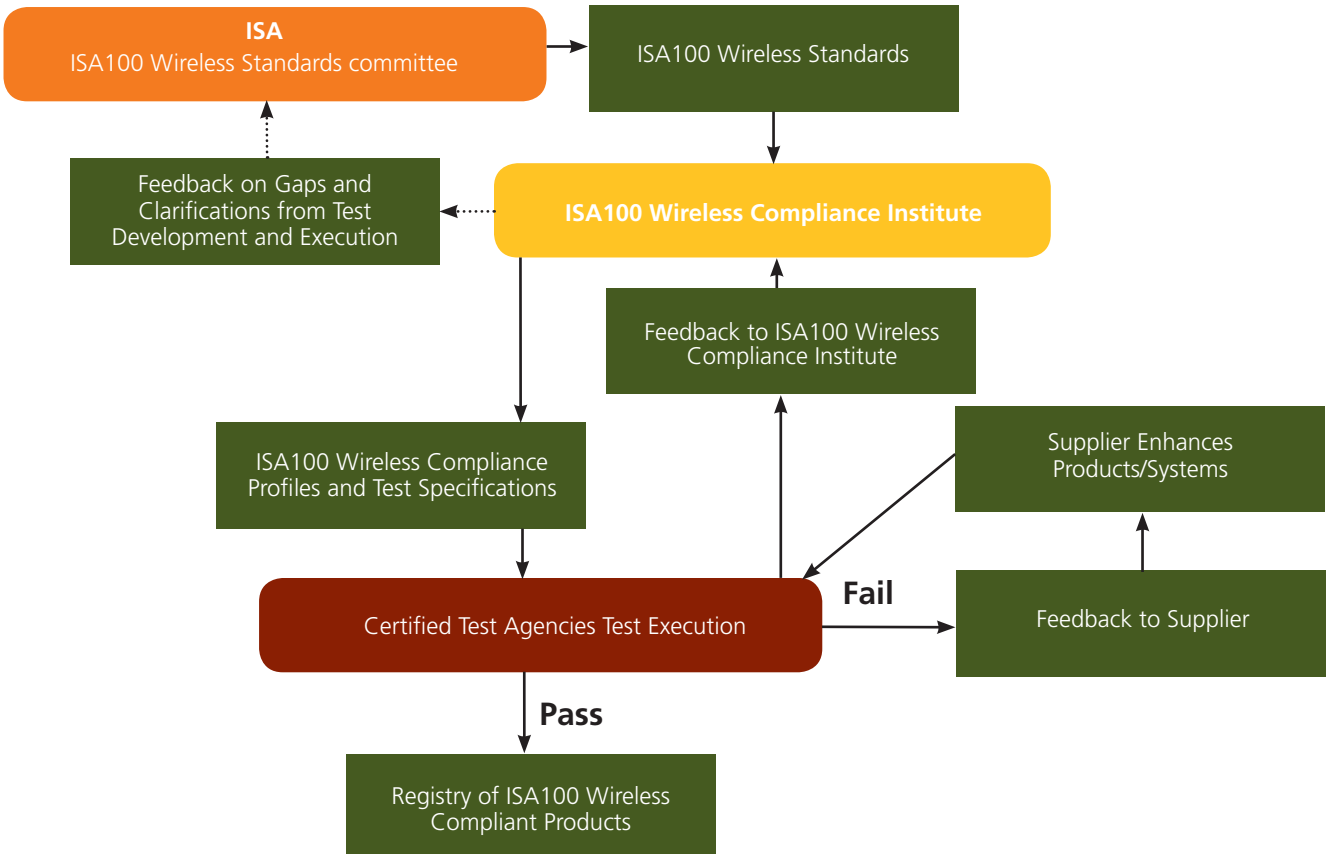
Testing: In addition to establishing a way of certifying compliant products, the ISA100 Wireless Compliance Institute will establish a means of certifying compliant tests and test agencies. Compliance assessment options will include self-assessments by suppliers as well as testing by independent test

agencies. A key guiding principle is to utilize suppliers' existing capabilities and relationships with test agencies to minimize administrative/logistical needs in processing conformance testing.

Registration: The ISA100 Wireless Compliance Institute will establish a means for registering compliant products and tests, such as a web portal listing *ISA100 Wireless Compliant* products; and provide a means for communicating successful compliance results to members and the buying public.

Standards Enhancements: As part of the process, the technical committees may uncover gaps, deficiencies, and/or clarifications needed in existing wireless communication standards used to derive the *ISA100 Wireless Compliant* requirements. Through technical experts retained by the ISA100 Wireless Compliance Institute, the findings and recommendations will be conveyed to the ISA100 Standards Committee through a formal liaison with the goal of rapidly refining relevant, comprehensive international consensus standards.

Compliance Test Specification Development and Execution



Education and Technical Support

Education and technical support resources will be available from the ISA100 Wireless Compliance Institute to end user, integrator, and supplier members. Using the expertise of active member leaders, Institute technical staff, and ISA training resources, programs will be developed to assist suppliers in designing and building products/systems that are compliant, and will assist end users and integrators with understanding how to most effectively select and deploy wireless systems for industrial automation and control.

Market Awareness

Through active marketing and public relations campaigns, the Institute staff will enhance public awareness of the value of ISA100 Wireless Compliant products and systems — accelerating the adoption and implementation of secure and interoperable wireless systems and products using the ISA100 Family of Universal Industrial Wireless Standards.

Schedule

The ISA100 Wireless Compliance Institute's programs are launching over a 12-month timeframe.

ISA100 Standards Development					
2008Q1	2008Q2	2008Q3	2008Q4	2009Q1	2009Q2
<ul style="list-style-type: none"> • Institute Launches • Executive Director Assigned • Marketing Director Assigned 	<ul style="list-style-type: none"> • Draft ISA100.11a Standard Issued for Review • Draft ISA100.11a Test Specification Ready • Technical Director Retained • Outreach Liaisons Established • Governing Board Established 	<ul style="list-style-type: none"> • Draft ISA100.11a Standard Issued for ISA100 Ballot and ANSI Review • Test Kits Available • Beta Test Products/Systems • ISA100.11a Test Specification Refined 	<ul style="list-style-type: none"> • ISA100.11a (Release 1) Standard Published • Beta Testing Complete • ISA100.11a Test Specification Finalized 	<ul style="list-style-type: none"> • Work Continues on Other ISA100 Standards • ISA100 Compliant Certifications Available 	<ul style="list-style-type: none"> • Test Specification Development for Other ISA100 Standards Begins
ISA100 Wireless Institute					

ISA100 Wireless Compliance Institute test specification development will be completed in parallel with the final reviews of the first ISA100 Wireless Systems for Industrial Automation Standard (ISA100.11a) during the first half of 2008.

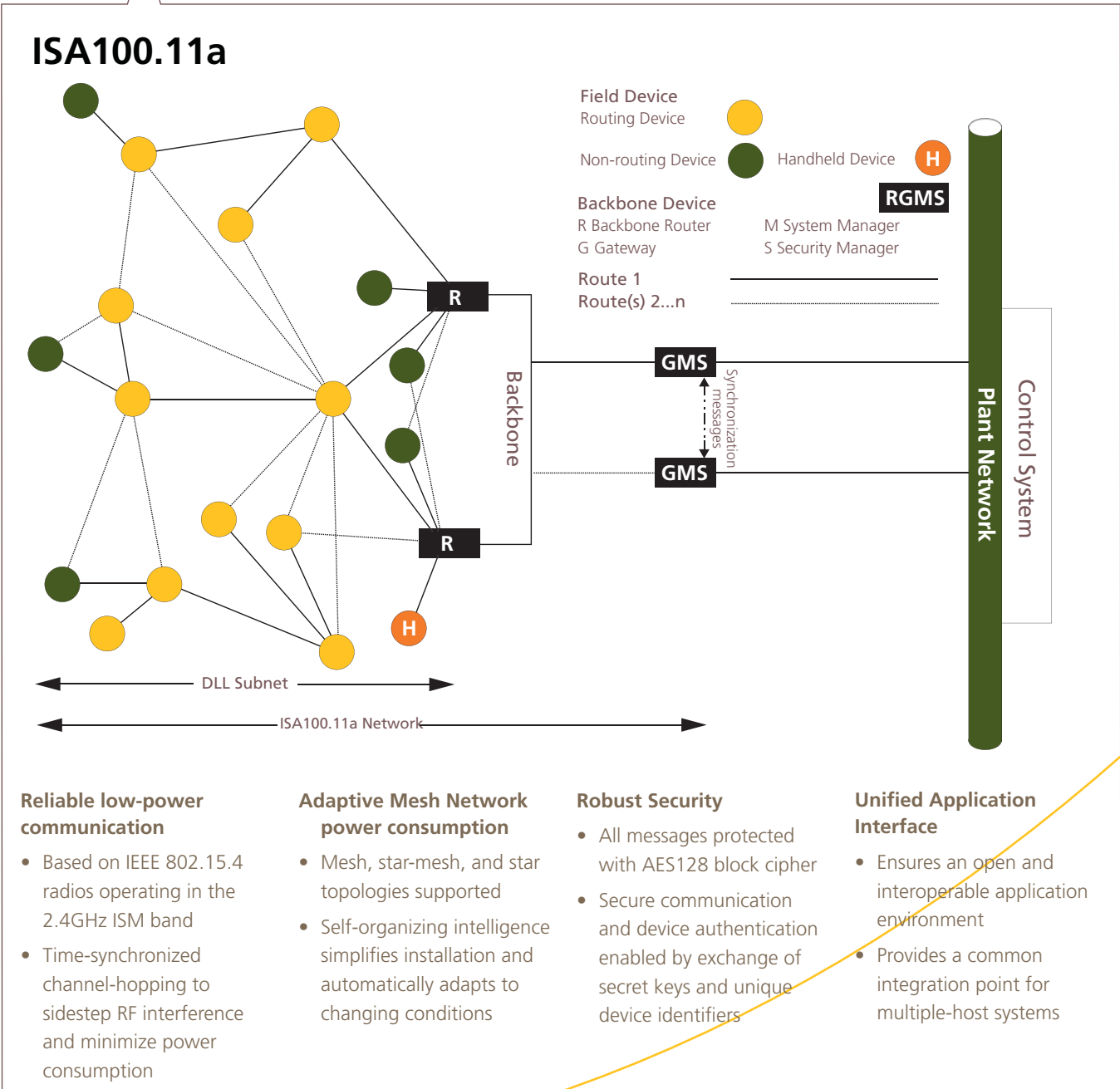
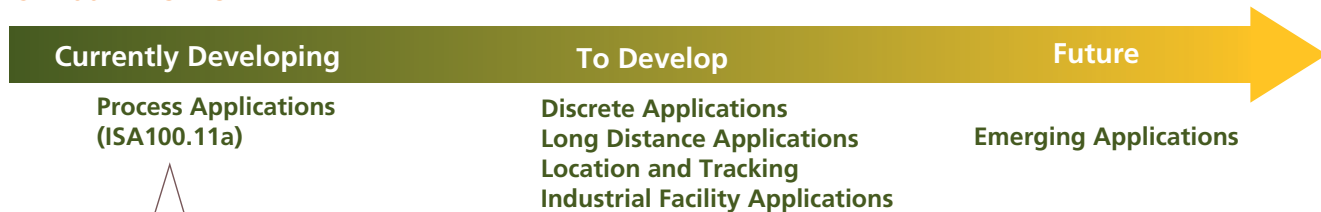
Suppliers will receive kits needed to commence testing selected products using beta specifications and tools during the second half of 2008. *ISA100 Wireless Compliant* testing programs will evolve sequentially, beginning with device testing for each supplier, moving into system testing for each supplier, and progressing into interoperability testing for designated devices/systems among suppliers.

Commencing with the second year of operations, *ISA100 Wireless Compliant* profiles will be expanded based on a conformance requirements schedule. The schedule will be derived from consensus-based compliance topics established by the Institute's membership, and consistent with further standards development of the ISA100 committee.

Technical Scope of the ISA100 Wireless Compliance Institute

The scope of the ISA100 Wireless Compliant Program complements the scope of the ISA100 Family of Universal Industrial Wireless Standards.

ISA100 Timeline



Membership Levels and Fees

Memberships levels include Suppliers and Non-Suppliers.

The Institute is governed by a Board of Directors comprised of seven suppliers members and two end users selected from the non-supplier members. Governing Board members provide the leadership and direction necessary to guide the Institute and participate in setting the strategic objectives and operating policies of the consortium.

The ISA100 Wireless Compliance Institute strives to represent a fair cross section of the manufacturing and automation controls community, using policies and guidelines to ensure that the organization maintains a balance of users, suppliers, and other significant stakeholders.

Supplier Member

Open to any supplier organization that desires to participate in the ISA100 Wireless Compliance Institute.

Entitlements

- Supplier Members may participate in all programs, committees, and initiatives sponsored by the Institute and have the right to cast a vote on policy topics and technical issues in accordance with the policies and bylaws of the Institute
- Supplier Members enjoy all privileges offered by the Institute, many of which are listed in the Entitlements section of this prospectus

Annual Dues

Annual membership dues are based on corporate revenues according to the table below. Dues are paid on a rolling 12-month basis and automatically renewed on the anniversary date of the initial membership application.

Annual Dues	Annual Corporate Revenues
\$30,000	Over \$1,000,000,000
\$20,000	\$500,000,000 - \$1,000,000,000
\$15,000	\$100,000,000 - \$500,000,000
\$10,000	\$50,000,000 - \$100,000,000
\$5,000	Less than \$50,000,000

The annual membership fee for a Supplier who is also a Board Member is \$40,000.

Non-Supplier Member

Appeals to organizations not otherwise classified as a Supplier or manufacturer of products, systems, or components used in industrial wireless products/systems.

Entitlements

Non-Supplier Members receive full, voting participation in all technical processes and enjoy all privileges of all categories of membership, including access to free support and member discounts on all products and services for which fees are required. Two End User organizations in this membership category are eligible to serve on the Institute's Governing Board through a nomination and election process designed to ensure balanced representation of Member organizations.

Annual Dues

Annual membership dues are \$1,800.



Membership Entitlements

1. Member Support Services—Institute members have access to critical services that include technical support, training, and development tools that facilitate more effective design and implementation of wireless products and systems. A broad range of support services and products will be developed by the Institute members and staff.

2. Professional Networking—Members are a select group of leading-edge professionals that have unique and valuable insights on designing and deploying industrial wireless products and systems. The Institute facilitates interaction and information sharing among this *ISA100 Wireless Compliant* community leading to more effective decision making, reduced risks in selection and implementation of wireless systems, and enhanced interoperability and security.

3. ISA100 Wireless Compliant Logo Usage—Members are entitled to use the *ISA100 Wireless Compliant* logo on products and systems that meet the ISA100 Wireless Compliant compliance specifications. Logo style guides will be available to members for guidance in using the *ISA100 Wireless Compliant* logo, on products, in literature, and displays, and other customer-facing communications.



4. Membership Directory—Institute member organizations will be listed in the member directory and on the *ISA100 Wireless Compliance Institute* website. The listing will include descriptions of your products and services and identify *ISA100 Wireless Compliant* offerings. Your company will be recognized for contributions to *ISA100 Wireless Compliant* programs and objectives.

5. Boards and Committees—Depending upon your membership level both users and suppliers have the opportunity to provide leadership and direction to the Institute by participating on the Governing Board, Technical Committees, and Marketing Committees. Users and suppliers will have the opportunity to influence the strategic direction of *ISA100 Wireless Compliant* technology advancements and to gain advance notification of updates and enhancements to *ISA100 Wireless Compliant* profiles.

6. Intellectual Property Rights—Voting members may use the Intellectual Property Rights (IPR) of the ISA100 Wireless



Compliance Institute for design, deployment, manufacturing, and integration engineering of products using *ISA100 Wireless Compliant* technology. Members will receive continuous updates of *ISA100 Wireless Compliant* technical specifications.

7. Voting—Supplier Members and Non-Supplier Members are both voting membership levels who are encouraged to participate in annual elections of Governing Board positions and periodic elections of Technical Steering Committee leaders.

8. Public Awareness—In addition to *ISA100 Wireless Compliant* logo usage, members are offered opportunities to promote their companies and products through sponsorships, joint marketing and advertising, seminars, publishing, technology expositions, and an email newsletter. The Institute will facilitate technical exchanges and technology demonstrations for educational purposes and to promote the use of *ISA100 Wireless Compliant* technology.



About ISA and ASCI

The Automation Standards Compliance Institute (ASCI) is a non-profit organization incorporated by ISA in 2006 to provide a home for certification, conformance, and compliance assessment activities in the automation arena. ASCI extends the work that ISA has conducted for 50 years in standards development by facilitating the effective implementation of automation industry standards. ISA provides professional management services to ASCI, drawing on an experienced staffing, financial, and administrative infrastructure.

The ISA100 Wireless Compliance Institute functions as an operational group within ASCI. ASCI bylaws share the open constructs of ISA, while accounting for compliance organization requirements. Operating the ISA100 Wireless Compliance Institute within ASCI allows the organization to efficiently leverage the organizational infrastructure of ASCI.

ASCI, in partnership with ISA, developed the specific actions necessary to formally launch the ISA100 Wireless Compliance Institute and the ISA Security Compliance Institute.

For more information about ISA and ASCI, including key staff engaged in this initiative, visit: <http://www.isa.org/asci>.

How to Join

Contact us for more information on this prospectus. Interested organizations may join at any time. Organizations who desire to join and participate at the Board of Directors level are encouraged to return completed membership applications with payment to ASCI by 31 March 2008.

Membership application forms, showing member fees and mailing instructions, are available for download at <http://www.isa.org/ISA100Compliant>.

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