



# ISA 100 Wireless Compliance Institute

- Assured Interoperability
- ISA100 Compliance Certification
- Education
- Technical Support

**Membership Prospectus**

## 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.

- **Conduct independent testing and certification** of wireless devices and systems to comply with the ISA100 Wireless Systems for Industrial Automation standards
- **Provide education, tools, 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
- **Assure interoperability** using standards, tests, and conformance processes for wireless devices and systems



### Founding WCI Members

Apprion	Flowserve	Procter & Gamble
BP	Fuji Electric	R3 Sensors
Chevron	Gastronics	Shell
Chongqing University of Posts and Telecommunications	GE	Shengyang Institute of Automation
ExxonMobil	Honeywell	Yamatake
	Nivis	Yokogawa

## 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
- Ability to procure *ISA100 Wireless Compliant* **products and systems that will securely and reliably interoperate "out of the box"** within any ISA100 wireless network
- Single **forum for product and system test specification requirements and issue resolution** ensuring your needs are accounted for and understood
- **Technical support for the deployment and configuration** of *ISA100 Wireless Compliant* products and systems
- **Expected 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.**

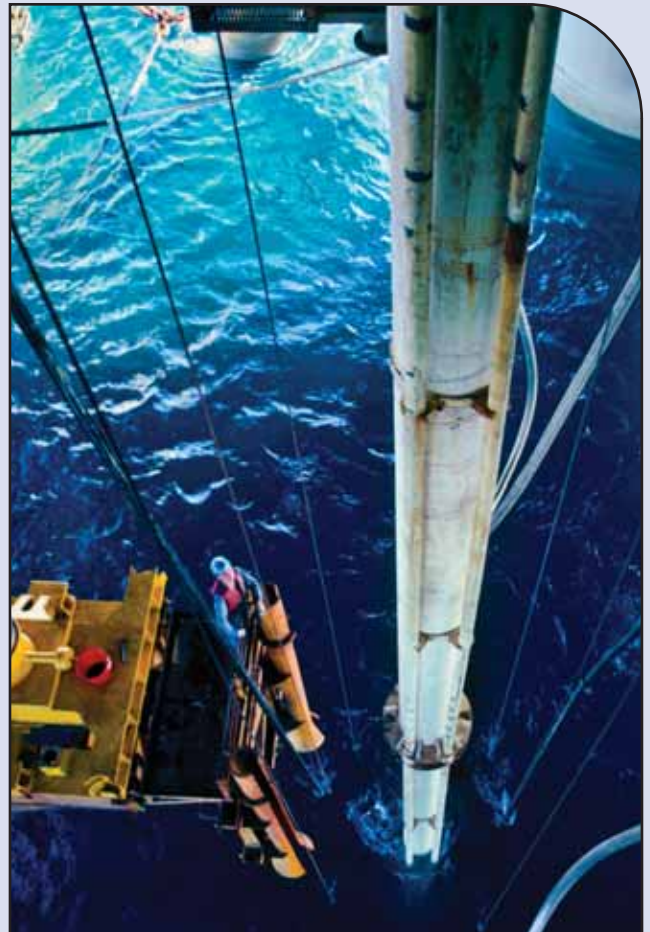
- Ability to make and **substantiate clear claims of compliance** to a consensus, open industry standard via the *ISA100 Wireless Compliant* designation
- **Technical support** for the development and deployment of *ISA100 Wireless Compliant* products and systems
- **Profiles to support the development of the products or systems that users want to purchase**
- Commitment to a **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:

- Understand and shape the compliance program
- Can contribute to and understand the test specifications:
  - Vendors: Want to ensure their product or system is compliant the first time with no false starts, especially because time to market is critical in the high growth industrial wireless marketplace
  - Users: Want to ensure their specific needs are met for "out of the box" reliable, secure, and interoperable performance in their plants
- Want to network with other leading-edge professionals who are executing corporate plans for implementing or developing wireless technologies
- Want to collaborate with end users and suppliers to gain valuable insights on how to handle their wireless business needs in a "compliant and standards-based" world



# Program Description

The ISA100 Wireless Compliance Institute has established 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, have developed and published a set of compliance requirements (test specifications) based on ISA100 industrial wireless communication standards.

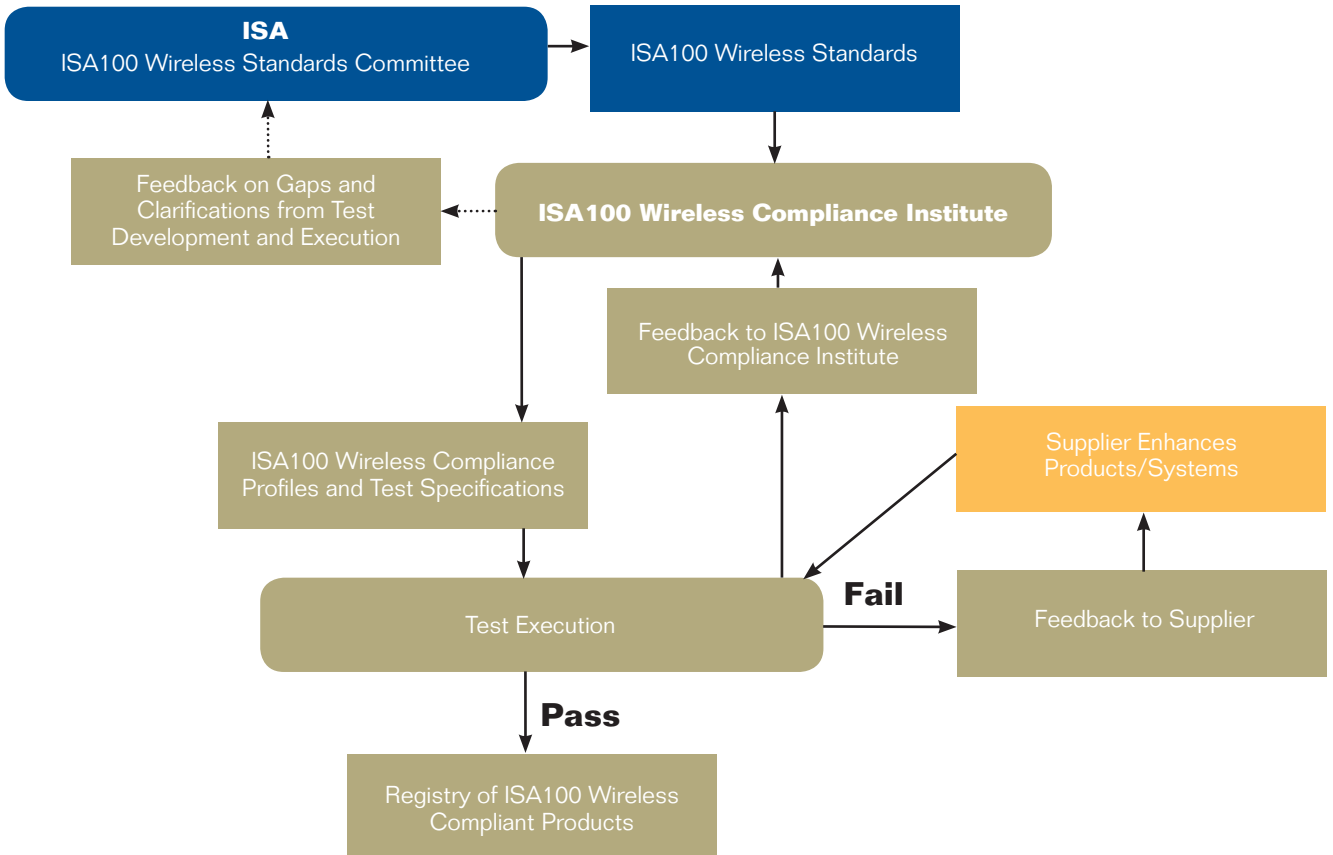
**Testing:** In addition to establishing a way of certifying compliant products, the ISA100 Wireless Compliance Institute has established a means of certifying compliant tests and test agencies. Compliance assessment options will include self-assessments by suppliers as well as testing by independent

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 is also responsible for registering compliant products and tests, such as a complete listing of ISA100 Wireless Compliant products, and for communicating successful compliance results to members and the buying public.

**ISA100 Standards Continuous Improvement:** 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 with the goal of rapidly refining relevant, comprehensive, international consensus standards.

## Compliance Test Specification Development and Execution



### Education, Tools, and Technical Support

Education, test tools, and technical support resources are 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 are available to assist suppliers in designing and building products/systems that are compliant and to assist end users and integrators with understanding how to most effectively select and deploy wireless systems for industrial automation and control.

### Development and Conformance Test Tools

The ISA100 Wireless Compliance Institute provides tools for suppliers who are migrating ISA100 technology into their product lines. Please visit our website or contact an ISA100 Wireless Compliance Institute representative for information on ISA100 Integration Kits and *ISA100.11a* Stack and Device Interoperability Test Kits. Additionally, the Institute website provides information and downloads about device certification and registration.



### Benefits of ISA100

The *ISA100.11a* standard was first approved by the ISA100 standards committee in 2009 and revised in January 2011. This family of standards was designed in an ANSI accredited, user driven process and is designed to meet the needs of industrial wireless users and operators, providing:

- **Uninterrupted reliable communication** in the presence of interference in harsh industrial environments
- **Interoperability** with a wide range of communications protocols and devices
- **Low maintenance** with maximized battery life from not requiring field devices to route data
- **Scalability**, supporting a high number of field devices per network gateway
- **Fast response time** from the time data is generated by a field device to the time the data is viewed
- **Coexistence** with other wireless devices anticipated in the industrial workspace

### Market Awareness

Through active marketing and communications 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.

# Membership Levels and Fees

Memberships levels include Suppliers and Non-Suppliers.

The Institute is directed by a seven member governing board with a designated non-supplier representative selected from among non-supplier WCI 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 Members

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

### Entitlements

- May participate in all programs, committees, and initiatives sponsored by the Institute
- Have the right to cast a vote on policy topics and technical issues in accordance with the policies and bylaws of the Institute
- Enjoy all privileges offered by the Institute, many of which are listed in the Membership 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	\$500,000,001 - \$1,000,000,000
\$15,000	\$100,000,001 - \$500,000,000
\$10,000	\$50,000,001 - \$100,000,000
\$ 5,000	\$20,000,001 - \$50,000,000
\$ 2,500	Less than \$20,000,000

The annual membership fee for a supplier member who is also a Governing Board member is \$40,000.

## Non-Supplier Members

Open 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. One End User in this membership category is designated 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 non-supplier membership dues are \$1,800. If the non-supplier elects the board level membership, annual dues are \$40,000.



## Membership Entitlements

**1. Member Support Services**—Institute members have access to critical services that include technical support, training, and 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 usage guides will be available to members for guidance in using the *ISA100 Wireless Compliant* logo on products and displays and in literature and other customer-facing communications.

**ISA100**  
**Wireless**  
**COMPLIANT**

**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 e-mail newsletter. The Institute will facilitate technical exchanges and technology demonstrations for educational purposes and to promote the use of *ISA100 Wireless Compliant* technology.

## ASCI and the ISA100 Wireless Compliance Institute

The Automation Standards Compliance Institute (ASCI) is a non-profit organization incorporated by the International Society of Automation (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 over 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.

### How to Join the ISA100 Wireless Compliance Institute

Interested organizations may join at any time. Please feel free to contact us for more details using the contact information below.

**Membership application forms, including member fees and mailing instructions, are available for download at [www.isa100wci.org](http://www.isa100wci.org)**

### Contact Information

**Andre Ristaino**

*Managing Director,  
Automation Standards Compliance Institute*

**Direct** +1 919-990-9222

**Fax** +1 919-549-8288

**Email** [aristaino@isa.org](mailto:aristaino@isa.org)



67 Alexander Drive  
PO Box 12277  
Research Triangle Park, NC 27709

[www.isa100wci.org](http://www.isa100wci.org)