



...making excellence a habit.™

Building your business with BSI

Global market access for
lighting products



Exporting your products

When you want to gain access to international markets, understanding the regulatory requirements for lighting can be a challenge. The IEC (International Electrotechnical Commission) has done much to harmonize the rules and reduce barriers to trade but IECEE CB certificates aren't, by themselves, enough to guarantee entry. The dynamic nature of the regulatory environment — standards are constantly evolving — can add to the complexity. How do you increase sales overseas and expand your business without increasing costs and compliance risks?

As the UK national standards body with a global network of offices, BSI is ideally placed to help you access markets quickly and efficiently. We've built relationships with the Lighting Industry Authority (LIA), the trade association in the UK, and with authorizing bodies in key overseas markets, supporting them in the development of certification schemes and standards. In the process, we've gained the knowledge, experience and the international credibility to help you succeed.

We increase the confidence of companies when they export to the world. We certify them to marks and standards that are recognized locally, regionally and internationally — from the BSI Kitemark certification to Gulf States' G Mark, to the IECEE's conformity scheme. In cases where no formal standards exist, our verification certificates 'authenticate' our clients' own test results and reports.

Why choose BSI as your one-stop-shop for global market access.

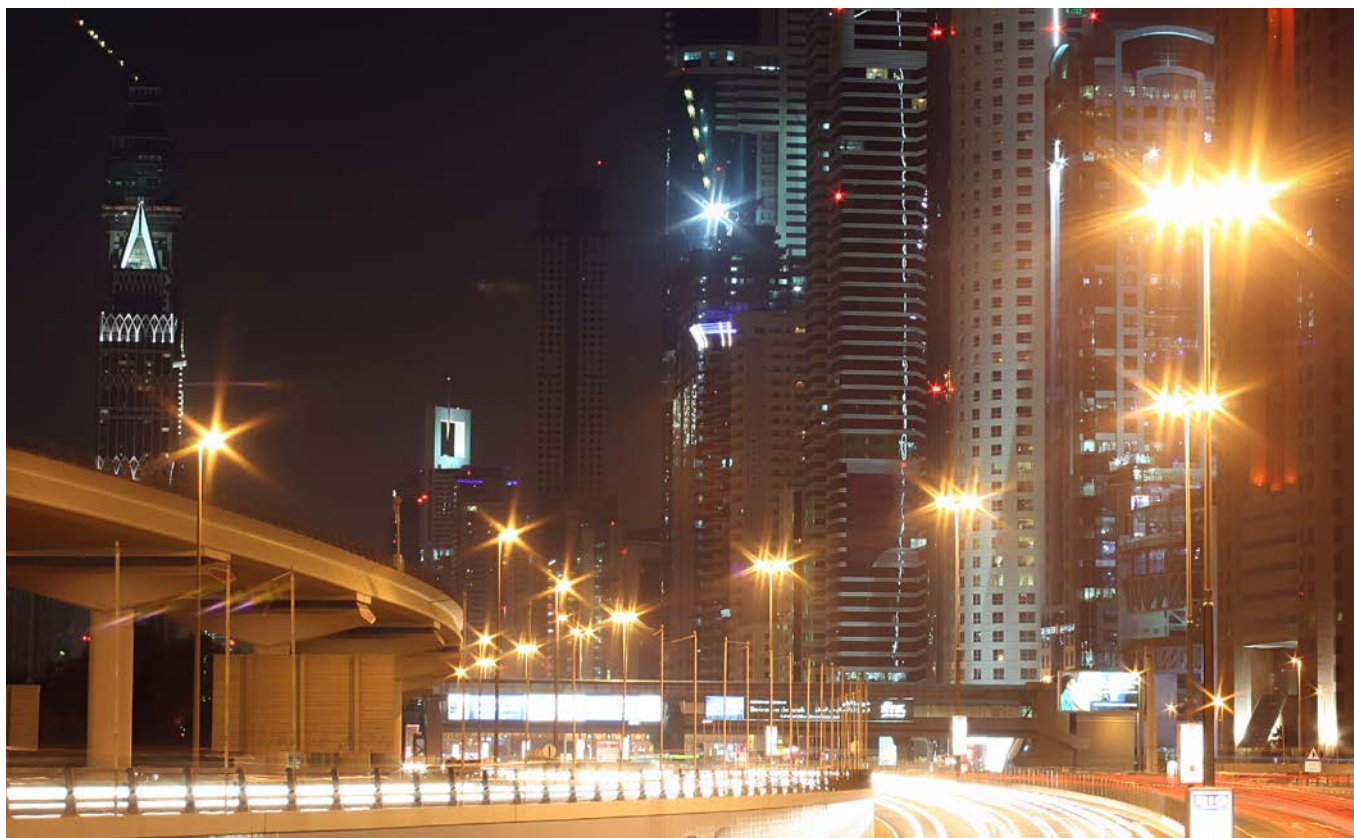
A UKAS Accredited Certification Body

When you choose BSI you're working with the world's leading impartial and independent certification body. We can enable you to meet and demonstrate compliance with relevant standards and legislation so you can access different markets. We focus on a partnership approach, developing a relationship with you through repeat testing, auditing and certification, and helping you maintain standards, build your business and manage risks.

Consistent but flexible service

We offer a full suite of testing and certification for you to choose from to help you access new markets. For us, certification is not just about compliance and meeting legal requirements, it's a commercial advantage that makes businesses stronger. We offer testing that is aligned with your requirements. Our services enable you to export your products and ensure they are ready for market, at home and overseas.





BSI Kitemark™ certification



Our laboratories carry out safety and performance testing of lighting and commercial electrical appliances so you can achieve Kitemark certification, a unique quality mark exclusive to BSI.

Why apply for Kitemark certification? A gold standard for safety, performance and reliability, it can differentiate you from the competition. A British 'super brand', it has an increasingly far reach as a quality and safety symbol. Equivalent to the Emirates Quality Mark or EQM (see ESMA certification, below), the Kitemark is mandatory for Civil Defence contracts in UAE specifically Dubai and Abu Dhabi and in the other UAE states, and we're now working with authorizing bodies elsewhere to raise its international profile.

What kinds of products can be Kitemark certified? These include automatic test systems, controlgear and central battery systems to mention a few.



65% of our clients confirm the BSI Kitemark helps increase sales

For additional reassurance, our clients' customers can look up the full range of Kitemark certified products in our online directory: bsigroup.com/product-directory. This authenticates you and your products.

Commercial Lighting Kitemark™



Developed in partnership with the LIA, Europe's largest trade association for the lighting industry, the Commercial Lighting Kitemark scheme covers general commercial lighting, flood lights and street lights. (Emergency lighting products are not eligible.)

To qualify, products need to pass rigorous safety and performance tests. The scheme was created to drive up standards in an increasingly crowded and relatively lightly-regulated marketplace and to help customers identify well-run companies committed to making high-quality products. The Commercial Lighting KM helps you stand out — at home and abroad.

Like all Kitemark certification, the scheme for commercial lighting involves type testing, a review of technical documents and an initial factory inspection followed by regular factory inspections and product audits. The rigour of the scheme and its rolling nature are what make the Kitemark certification so robust. The Kitemark licence is not granted for life; instead, it's renewed, subject to standards being maintained.

Verification



Verification certification is a flexible process to help demonstrate quality and safety and is often used to gain market access where alternative routes do not yet exist. If you have self-declared that your products meet specific regulations or directives, you'll have your own technical files and test reports. If no standards exist in the marketplace, you may have your own test data or evidence that your product has been assessed to a certain requirement.

BSI Verification, by supporting self-declaration, increases customers' confidence in your products because it tells them you've been willing to subject your own test results and reports to third-party scrutiny. It shows you take safety and quality seriously and provides independent proof of your technical performance.



ENEC Marking



The ENEC (European Norms Electrical Certification) Mark is a high-quality mark for lighting, light fittings and electrical equipment. Unlike CE

marking, which is compulsory and can be self-certified, the ENEC Mark is voluntary and can only be granted by an independent third party such as BSI.

Like BSI Kitemark certification, ENEC is a full certification scheme (Type 5). The ENEC mark means:

- The product has undergone type testing and complies with relevant European safety standards (ENs)
- The manufacturer's quality management system meets the international standard ISO 9001
- The manufacturer's product and production processes are monitored for quality
- The product is audited every year to ensure continued compliance.

BSI is both an approved testing lab for ENEC and a founding signatory of the ENEC agreement. It can help you sell your products with confidence throughout Europe, boosting the reputation of your brand in the EU.

CB Certification



BSI is a member of the IECEE CB scheme, an agreement between 53 countries and their resident certification organizations to harmonize

testing standards for electrical and electronic equipment and components.

Any product with a CB certificate and accompanying report from BSI will be accepted by laboratories and certification organizations participating in the scheme, and be awarded the applicable national safety certification. A CB certificate from BSI can be a short-cut to selling overseas, saving you time and money. Based on type testing, it is an important building block for exporters and importers.

G Marking



The G Mark can be termed the Gulf States' equivalent of the EU's CE marking. Introduced by the GSO, the standardization organization for the Gulf Co-operation Council (GCC) in July 2016, it is a minimum requirement for selling products in Saudi Arabia, Bahrain, Kuwait, Oman, Qatar, the United Arab Emirates (UAE) and Yemen.

Lighting products do not require certification to the G Mark by a third-party such as BSI. Instead, manufacturers can self-declare their conformity.

A BSI certificate for the G Mark, however, could provide a competitive advantage when doing business in Saudi Arabia, Bahrain, Kuwait, Oman, Qatar, Dubai and Abu Dhabi and the other five UAE states, and Yemen. BSI is a GSO Notified Body.

ESMA Certification



The Emirates Authority for Standardisation and Metrology (ESMA), the standards body in the UAE, has its own mandatory conformity assessment scheme, ECAS, which covers electrical products, including general lighting products, and certain gas products. In addition, it has its own gold standard, the Emirates Quality Mark (EQM), roughly equivalent to BSI Kitemark certification.

BSI is a Notified Body for both ECAS and EQM and, in some cases, the ESMA will accept the BSI Kitemark as a route to EQM certification. Although the ESMA, strictly, has jurisdiction over the Emirates only, its requirements are usually adopted by neighbouring countries such as Qatar, Oman, Kuwait and Saudi Arabia.

We work closely with the ESMA and our experts in Dubai and our teams of experts in Dubai and Abu Dhabi can provide local, on-the-ground support, so you can achieve ECAS or EQM accreditation and enter markets in the Middle East.

UAE Civil Defence certification



BSI is an approved laboratory and certification body for emergency lighting in the UAE, where Civil Defence departments control market access for electrical contractors and suppliers.

The Kitemark is one of only a small number of certification marks accepted by the UAE for Civil Defence contracts. It can, therefore, be considered as a direct route to market in Dubai, Abu Dhabi and the other five states that make up the Emirates.

Manufacturers that work with BSI will achieve BSI Kitemark certification before receiving a BSI Certificate of Conformity with UAE Civil Defence.



BSI: your passport to global business

Our global network of experts and our involvement in the development of standards means we're well placed to guide you through the access requirements of your chosen markets. We have the resources and the reputation to add value to your business. A Notified Body for multiple EU directives and for international and other standards, we're a one-stop shop for many companies in the electrical sector.

If you consolidate certification with BSI, you'll eliminate unnecessary duplication of testing and

double up on some requirements, saving time and money. You'll also send a consistent and powerful message to customers in key markets around the world: a certificate from BSI signals your commitment to excellence.

We've partnered with some of the world's leading authorities to develop standards and with some of the world's leading businesses to implement them. We believe this makes us the ideal partner for you as you access global markets.

Get in touch with us today and find out more

Call: +44 (0)345 0765 606

Email: product.certification@bsigroup.com

Visit: bsigroup.com/appliances

Our Sales and Certification team will then work with you to review any existing certificate(s) and to understand what your requirements are.



BSI: some facts and figures...

- The world's first standards organisation, we were founded in 1901, and we launched our famous Kitemark two years later
- Having worked with more than 84,000 companies of all sizes globally, we have a proven track record
- We have 90 offices in 31 countries
- We work with industry experts, government bodies, trade associations and consumer groups to gain the widest possible view of industries and markets so we can shape our services to the challenges businesses face today
- We provide ongoing support, helping our clients continuously monitor their performance and processes.
- We continuously monitor our own performance to ensure we're providing the service our customers deserve

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