



**LONMARK®
INTERNATIONAL**

Press Release

For immediate release

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LONMARK® International and EnOcean Alliance Enter Strategic Partnership Agreement to Deliver More Energy Efficient Intelligent Control Systems

September 16, 2008 – San Jose, CA – LONMARK International (LMI), a non-profit trade association, announces its newly established, collaborative agreement with the EnOcean Alliance: a consortium of companies working to formalize EnOcean self-powered, wireless technology as the interoperable wireless standard for sustainable buildings. LONMARK is recognized as the industry authority for certification, education, and promotion of interoperability standards for the benefit of manufacturers, integrators, and end-users.

The partnership will provide a platform for bringing LONMARK's open, interoperable device-level protocol for wired and unwired networks together with EnOcean's RF end-device solution for low/no-power devices. By leveraging shared marketing channels, the two industry-leading providers anticipate that the agreement will drive new growth opportunities for both organizations.

Wireless devices provide an ideal solution in areas where wired devices are impractical or too costly to install. EnOcean's unique technology requires no battery maintenance and is designed to work seamlessly with established, interoperable network technologies. As such, LONMARK-EnOcean interfaces have existed in the marketplace for some time now. New, cost-effective solutions will help deliver even more energy-efficient, intelligent control systems.

"The technical, education, and marketing teams from both LONMARK and EnOcean are committed to pursuing common, open, interoperable integration standards," said Ron Bernstein, Executive Director of LONMARK International. "We look forward to working together as our two organizations bring enhanced solutions to the market."

"The EnOcean Alliance is proud to be working in conjunction with LONMARK International to present new interoperable solutions to the market" says Graham Martin, EnOcean Alliance Chairman and CEO. "We see great synergy between our two organizations and are excited about the opportunity to work together."



"The combination of both technologies offers multiple advantages for integrators and end-users in the building automation industry," said Harald Zygan, Managing Director of Thermokon. "For years, we have deployed EnOcean's battery-less, wireless technology as an intelligent addition to LONWORKS networks, with thousands of systems already installed worldwide. As a long-term LONMARK Germany member and EnOcean Alliance promoter, this agreement now confirms this proven strategy."

LONMARK offers a significant base of over 100 million installed devices, over 740 certified products, an existing valuable brand, and worldwide support. With EnOcean's RF technology acting as an extension, the combined resources of the two organizations will address the significant needs in the current market, thereby providing members from both organizations with a unique and reliable set of solutions.

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About the EnOcean Alliance

The EnOcean Alliance is a consortium of over 60 companies working to further develop and promote self-powered wireless monitoring and control systems for sustainable buildings by formalizing the interoperable wireless standard. It has the largest installed based of field-proven wireless building automation networks in the world.

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About LONMARK International

LONMARK International is a major driving force in the establishment of interoperable guidelines for building, industrial, transportation, residential, and utility automation. Membership is open to any manufacturer, distributor, engineer, system integrator, or end-user committed to the development, specification, and use of open, interoperable products utilizing ANSI/CEA 709.1 and related standards.

LONMARK International is a non-profit, mutual-benefit trade association with close to 600 members worldwide, and local affiliates in the Americas, Asia, and Europe. LONMARK's mission is to create, support, and promote the standards for open, interoperable LON technology-based products, systems, and professionals. For more information about LONMARK International, testing, and educational opportunities please visit www.lonmark.org.

Products that have been verified to conform to the LONMARK interoperability guidelines are eligible to carry the LONMARK logo.

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