Global Market Access
Agenda

• Standards Development and Mark Categorization
• Compliance Case Studies
  • CB Scheme
  • Customs Union
• Wireless requirements
• Compliance Case Studies
  • China
Standards Development and Marks Categorization
Compliance Mark Categorization

- Regulatory Marks: Non negotiable requirements
  - Self-declared
  - Privately Issued

- Voluntary Marks
  - Private Marks
  - Regional Marks

- Other Compliance Considerations: Market/product driven marks
Compliance Case Studies: CB Scheme
CB Scheme
www.cbscheme.org

- Model: International Certification Scheme
  - Voluntary
  - UL NCB participants: UL Japan, ULC, ULDemko, UL-US

- Scheme intended to facilitate issuing marks of participants
  - Mutual recognition of test results
    - CB Test Certificate and CB Test Report
  - Leverages use of IEC based standards
  - Manufacturers testing: TMP, WMT, SMT, RMT
Process Model
CB Scheme
Global Market Access via CB scheme

Worldwide: 50+ NCBs and 150+ CBTLs in 40+ Countries
Compliance Case Studies: Customs Union
CU “Market Circulation mark”

- The Agreement on creation of the Unified Customs territory and Customs Union formation was signed on October 6, 2007 between Russia, Belarus and Kazakhstan
- The new regulation came into force in February 2013
- New CU “market circulation mark” to be used for products found in conformity with the New CU Technical Regulations.
  - Safety: Technical Regulation: 004/2011 – similar to EU Low Voltage Directive
  - EMC: Technical Regulation: 020/2011 – similar to EU EMC directive
Customs Union – EAC mark – process

- Check if the product is listed in the Technical Regulation 004/2011 scope list
- electrical equipment suitable for use at nominal voltage of 50 through 1000 V (inclusive) AC and of 75 through 1500 V (inclusive) DC.
  1. Electrical apparatus and household equipment (e.g. A/V equipment, radio and TV receivers)
  2. Personal electronic data processing machines (personal computers)
  3. Low-voltage equipment connected to electronic data processing machines
  4. Electric hand tools (hand and portable electrical machinery)
  5. Electro musical instruments
  6. Cables, wires and cords
  7. Automatic breakers, protective cutout devices
  8. Devices for electric energy distribution
  9. Electrical apparatus for electro-technical sets control
- Use Harmonized Shipping code for product scope check
- All High-Tech products need both safety and EMC compliance
Customs Union – EAC mark – process

Testing:
- Safety: Technical Regulation: 004/2011
- EMC: Technical Regulation: 020/2011

Other documentation needed:
- User manual in Russian and/or other CU country language
- Legal documents for local representative in Russia
- Contract between foreign manufacturer and local representative
- HS code info; product life cycle info
- CENELEC type Factory Inspection Report (CIG023)
Initial Factory Inspection:
- Valid CENELEC type Factory Inspection Report (CIG023) to be provided prior certification (not older than 1 year)
- Multiple factories on the same certificate acceptable

Routine Factory Inspection:
- CENELEC FI inspection to be conducted on annual basis
- Annual follow up inspection needed to keep maintenance
Customs Union – EAC mark – process

Customs Union certificate:
- Valid for 5 years, provided no changes in the product or standards
- Product name, description, HS code on the certificate must match the shipping documents (packing list, invoice)
- Validated copy of CU certificate must accompany each shipment
Customs Union – EAC mark – process

- Annual CENELEC type Factory Inspections are required to maintain validity of certificates.
- “Prolongation” letter to be issued after 1, 2, 3 and 4 years – to confirm validity
- New evaluation needed at expiration time
- Any changes in the product would require new evaluation and new certificate (no amendments)
**Customs Union – EAC mark – process (CB)**

Documentation acceptance:
- CB test report and certificate for safety with National Deviations
- CB test report and certificate for EMC (other EMC reports acceptable, but require additional review)

Other documentation needed:
- User manual in Russian and/or other CU country language
- Legal documents for local representative in Russia
- Contract between foreign manufacturer and local representative
- HS code info; product life cycle info
- CENELEC type Factory Inspection Report (CIG023)
Wireless Requirements
Global Market Access

- Wireless products usually always regulated.

- Typically known in industry as ‘Type Approval’ and ‘Radio Approval’.

- Specific requirements depend on country’s regulatory environment.

- For EMC & wireless, process frequently similar to FCC or EU.

- Approval **not optional** if you want to sell in that country.
So What's Stopping You?

Gaining market access or type approval is:

- Unknown
- Complex and Difficult
- Time consuming
- Expensive
- Always changing
- Hard to manage

“UL – Providing a Complete Market Access Solution”
The Two Main Approaches

- **Type approval with testing**
  - Modular approval
  - In-country testing

- **Documentation-only application**
  - Importance on the documentation
  - Authorities are local
Importance of SAR

• Gaining type approval is not optional if you want to sell.
• Generally, if SAR required for EU or US, it’s required elsewhere.
• Requirements vary from just showing EU/FCC reports to full testing.
• All of Africa and South America (except Brazil) will accept reports.
• If paperwork only for RF – you’ll be required to have EU/FCC SAR reports.
• Assume if in-country RF testing required, SAR must also be done in-country.
Compliance Case Studies: China Wireless Requirements
Wireless Approval – CHINA

- Radio: SRRC – State Radio Regulatory Commission
  - Scheme: In-country testing; applies to all radio transmitters
  - Local rep: Not required
  - Samples: 3 – 5 with test modes
  - Lead time: 6-8 weeks, can expedite to ~ 4 weeks

- Telecom: NAL – Network Access License – MII Ministry of Information Industry
  - Scheme: In-country testing, applies to all telecoms equipment, wired or cellular
  - Lead time: 2 – 3 months

Modular approval allowed only in special circumstances (!)
http://ul-certification.com/
Thank you very much