



Information kit

Information for potential EIBA members and licensees

EIBA sc

Twinhouse, Neerveldstraat 105

B-1200 Brussel

Belgium

☎ +32 (2) 775 86 46 📠 +32 (2) 675 50 28
eiba@eiba.com

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1 History of EIBA

The EIB Association was founded on 8 May 1990 by 15 founding members active in the field of electrical installation material.

EIBA's legal form is a co-operative society in accordance with Belgian law with registered offices in Brussels.

2 Objectives of the EIB Association

As stipulated in its statutes (a copy can be obtained on demand), the EIB Association has set as its goals to promote the EIB system in the international market and in standardisation as the solution for home and Building System Engineering, a system which:

- Increases flexibility, ease of use, comfort and efficiency of electrical installations compared to conventional techniques, thereby remaining cost-effective;
- Allows the realisation of more functionality and services for the users of such installations;
- Is future proof and tailored to the electrical contractor and planning engineer, backed up by a sound system training offered by qualified training centres
- Is a truly open system, allowing true cross-discipline interworking between high quality products of different vendors as symbolised by a widely recognised quality mark, the EIB logo granted via a sound certification system (including third party testing by EIB approved test labs);
- Can be planned and commissioned via a manufacturer independent, unique and professional software package, the EIB Tool Software (ETS®);
- is promoted by an association not involved in the sale of the technology.

3 The EIB System: technical summary

EIB is a distributed operating system for embedded control networks, optimised for home and building control. The system is laid down in the 'EIB Handbook' specification, which is updated and maintained by the member companies through an open Community Process within the Association.

EIB is based on the OSI reference model for communication systems. Currently, three communication media are supported:

- Twisted Pair (9600 bps)
- Powerline (1200 bps)
- Radio Frequency (19200 bps, available middle of 2000).

Run-time communication uses extremely bandwidth-efficient multicast "Group" communication: applications (devices) communicate on a peer-to-peer basis through Shared Variables. Powerful interworking models specify common data types for these variables (including signed and unsigned floats and integers, date and time, control values etc.) and how they are combined to form distributed applications.

Next, the protocol supports rich functionality for configuration-time management of resources on the EIB network. A corresponding set of device management models is laid down.

The Association also provides a unique vendor-independent suite of tools (ETS, the EIB Tool Software) for designing and configuring installations with certified EIB products. ETS had already over 10'000 registered licensees in 1999.

EIB Certification ensures compliance to the system and interworking specification of all products bearing the EIB logo, thus guaranteeing a multi-vendor market.

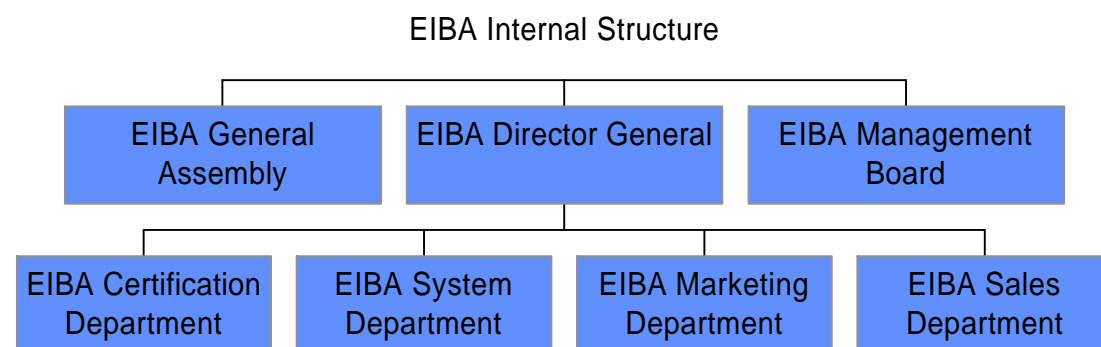
In the course of 2000, EIB is being extended to the Internet Protocol (IP), with a powerful object model for Unified Building Integration Services. As an immediate consequence, EIB services become internet-enabled (e.g. for remote maintenance) and may exploit megabit networking, such as 100 Mbit fast Ethernet.

4 Typical application domains of the EIB system

- Power supply and distribution
- Network safety
- Load management
- White and brown goods
- Heating, air conditioning and ventilation
- Lighting and light control
- Shutter control
- Status monitoring (central or remote) and control (displays, technical alarms, telecom connections, etc.)
- Security (intrusion alarm, fire alarms, monitoring of elderly, disabled, babies, etc.)
- Many others

5 Current activities of the EIB Association

The EIB Association carries out the following activities grouped according to its departments:



5.1 Certification Department

- Operation of the *EIBA Certification Scheme for products*: registration and certification of EIB products developed by different EIB members or licensees.
- Operation of the *EIBA Certification Scheme for training centres*: ensuring uniform EIB training all over the world on the basis of uniform training documentation and requirements for tutors/equipment.
- Operation of the *EIBA accreditation scheme for test labs* ensuring uniform testing of compatibility of EIB products for certification
- In co-operation with the Marketing Department and certified training centres: Operation of the *EIBA Certification Scheme for electrical contractors and planners (EIBA partnership)* on the basis of the standardised EIB exam.
- Continuous improvement of the uniform *EIB Interoperability Test Tool* software for the verification of compliance of EIB devices to the system conformity requirements

5.2 System Department

- Keeping the EIB system and test specifications up-to-date as bundled in the '*EIBA Handbook Series for Developers*' allowing interested companies to develop EIB compatible products.
- Assessment of any call for *system extension* (e.g. new transmission medium, new system models, new configuration mechanisms, ...)
- Continuous improvement of the uniform *EIB Tool Software* (ETS®) for planning and commissioning of EIB installations
- Continuous technological enhancements to the system, such as internet connectivity.

5.3 Marketing and Sales Department

- Promotional activities to spread the EIB message
 - ❖ *Brochures*
 - ❖ Presence at local and international *fairs*
 - ❖ Publication of *list of available EIB solutions*
 - ❖ Organisation of bi-annual *EIB award* for best project
 - ❖ (in co-operation with Certification Department) creation and continuous update of the uniform *training documentation* for electrical contractors and tutors.
 - ❖ Bi-annual publication of the *EIB Journal*.
 - ❖ *EIB Scientific partnership* for high schools and universities

- ❖ Setting up of EIBA *web pages*
- ❖ Setting up and co-ordination with *national EIBA groups*
- ❖ Translation of *EIB silver bible* (installation handbook) and *gold bible* (EIB applications)
- ❖ *Sale* of EIB software packages and documentation
- ❖ Setting up of *expert and working groups* and co-ordination of the activities (e.g. EG 'Certification', 'Training documentation', 'Tools, ...')
- ❖ Registration of new *EIB related trademarks* in different countries
- ❖ Active participation in *international standardisation bodies*
- ❖ Attracting *new members* to the association

6 Possible forms of co-operation

6.1 General

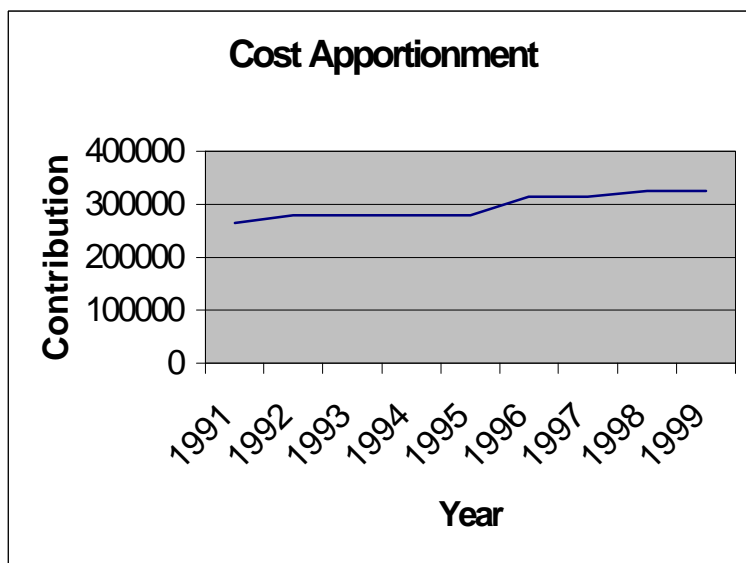
1. The applying company submits its request to join the association via the application form in Annex A.
2. The request is subsequently submitted to the EIBA Management Board (CA) under a written procedure for speedy consideration and decision.
3. If positive, a positive CA decision is immediately communicated to the applicant together with a copy of the EIBA statutes.
4. A Trademark License Agreement (laying down the conditions for the use of the EIB trademark) will be returned by EIBA to the applying company, which has to be duly signed by an authorised person.

6.2 Membership and license types

6.2.1 Full membership

6.2.1.1 General

- The applicant shall subscribe to 10 EIBA shares of BEF 60.000 each (BEF 600.000 in total), which will be recorded after payment in his favour in the membership register of the EIBA Société Coopérative.
- If the applicant should decide to terminate the co-operation, this investment is refunded.
- As EIBA is a non-profit organisation, the applicant will be asked to pay a cost apportionment of the EIBA general operation costs as agreed upon by the annual EIBA General Assembly at the beginning of the running financial year.



6.2.1.2 Advantages of membership

- Full co-operation possibility in the EIBA decision making process (vote in the General Assembly, approving the budget, participation to EIBA Working and Expert Groups a.o. responsible for the upkeep of the EIB system and test specifications).
- Use of the EIB logo according to the conditions stipulated in the signed Trademark License Agreement.
- Unlimited access against membership prices to the available EIB tools and system/test specifications (for overview consult the attached EIB Infosheet in Annex B)
- Full development support (no extra fees)

6.2.2 *Manufacturer's license*

6.2.2.1 General

- The applicant pays a one-time flat rate of BEF 600.000. This does not entitle him to an entry in the membership register and the fee is not returned when terminating the co-operation.

6.2.2.2 Types of manufacturer's licenses and their features

Type	Annual cost apportionment in the EIBA operational cost	Use of EIB logo according signed trademark license	Participation in the decision process	Access to available tools and specs	Development support
Type A	None	Yes	No	Yes ¹	No
Type B	See full membership	Yes	No	Yes	Yes

¹ Only at the time of concluding the license contract

Note : An A-type licensee later opting to become a B-type licensee, must conclude a new license contract

6.2.3 *Mini-License*

6.2.3.1 General

- The applicant has an annual cumulated turnover of less than BEF 400 million.
- The applicant pays a one-time flat fee of BEF 200.000. This does not entitle him to an entry in the membership register and the fee is not refunded when terminating the co-operation.

6.2.3.2 Types of mini-licenses and their features

Type	Annual cost apportionment in the EIBA operational cost	Use of EIB logo according signed trademark license	Participation in the decision process	Access to available tools and specs	Development support
Type A	None	Yes	No	Yes ²	No
Type B	BEF 44.000	Yes	No	Yes	Yes

6.2.4 *EIB Royalty-per-Unit license*

6.2.4.1 General

- The applicant pays the license fee (in instalments) in relation to his annual EIB turnover. This does not entitle him to an entry in the membership register and any fees paid are not refunded when terminating the co-operation

² Only at the time of concluding the license contract

6.2.4.2 Types of Royalty-Per-Unit licenses and their features

Type	Consolidated annual turnover ³	Payment conditions	Annual cost apportionment in the EIBA operational cost	Use of EIB logo according signed trademark license	Participation in the decision process	Access to available tools and specs	Development support
RPU for device manufacturers type 1	> BEF 400 million	1/3 of BEF 600.000 at the time of concluding the license 1% of 6 monthly EIB turnover until full license fee of BEF 600.000 is reached. After that 0.5%	None	Yes	No	Yes	Yes
RPU for device manufacturers type 2	< BEF 400 million	1/3 of BEF 200.000 at the time of concluding the license 1% of annual EIB turnover until full license fee of BEF 200.000 is reached. After that 0.5%					
RPU for cable manufacturers type 1	> BEF 400 million	1/3 of BEF 600.000 at the time of concluding the license 0.5% of 6 monthly EIB turnover					
RPU for cable manufacturers type 2	< BEF 400 million	1/3 of BEF 200.000 at the time of concluding the license 0.5% of annual EIB turnover					

³ Not only EIB turnover!!

6.2.5 *Sublicense*

6.2.5.1 General

- This arrangement entitles the affiliate of an EIBA Member Company to a separate manufacturer's code.
- The EIB Member Company must hold as a parent company at least 50% plus one share of the capital of the applicant.
- A sublicense does not entitle the applicant to an entry in the membership register and any fees paid are not returned when terminating the co-operation.

6.2.5.2 Forms of sublicense and their features

Type	Consolidated annual turnover ⁴	Payment conditions	Annual cost apportionment in the EIBA operational cost	Use of EIB logo according signed trademark license	Participation in the decision process	Access to available tools and specs	Development support
type 1	> BEF 400 million	One time flat fee BEF 325.000	None	Yes	No	Yes	Yes
type 2	< BEF 400 million	One time flat fee BEF 100.000					

⁴ Not only EIB turnover!!

7 Certification fees

- Fees for certification of developed EIB products are charged separately and are not dependent on the type of EIB membership or license.
- For more details see scale of fees in Annex C.

Important note: any company applying for a main certificate (products developed by the applicant himself) must first show compliance to the ISO 9001 standard.

8 Possibilities for non-member companies or non-licensees

Non-member companies or non-licensees have the possibility to purchase a copy of the EIB system and test specifications as laid down in the EIBA Handbook Series. For fees please refer to the EIBA Infosheet in Annex B. They however have no access to any available EIB tool nor can they submit products for certification.

9 EIBA Structure of working and expert groups

EIBA General Assembly (AG)

EIBA Management Board (CA)

|

EIBA General Manager (DG)

|

EIBA Co-ordination Committee (ECC)

| (members: WG Chairmen)

|

|-----WG2 Marketing and Public Relations:

| *Activities for system marketing, setting up communication tools, modular PR concept, taking into account competitive position of the EIBA members*

| *EIB concept for homes considering aspects of systems, products, marketing.*

||-----WG3 Technology

| *Activities regarding*

- *Preparation and publication of product and quality requirements in the EIBA Handbook*
- *Preparation of corresponding test specifications*
- *Definition of a software platform and system for the planning engineer and/or for the electrical contractor*
- *Issuing of pre-standards for the transfer into European and international standardisation*

	EG3.1 EIBA Handbook	
	EG3.2 Standardisation	(standby)
	EG3.3 Objects	(in abeyance)
	EG3.4 ETS Applications	(standby)
	EG3.5 Certification	
	EG3.6 Instruction and Training	
	EG3.7 Powerline Medium	(standby)
	EG3.8 EMC and Overvoltage Protection	(standby)
	EG3.9 Functional Safety	(in abeyance)
	EG3.10 IR Medium	
	EG3.11 Handbook for Installers	(standby)
	EG3.12 Interworking Standards	
	EG3.13 (former "EIB in Homes")	
	EG3.14 Twisted Pair Physical Layer	(standby)
	EG3.15 Product Interworking	(in abeyance)
	EG3.16 Telecom Couplers	(standby)
	EG3.17 Radio Frequency	
	EG3.18 Connectors	(standby)
	EG3.19 Metering	(standby)
	EG3.20 Alarm	

||-----WG4 Products and Manufacturer

(in abeyance)

| *EIBA product strategy to cover all existing niches in the market (synergy through co-operation)*

	EG4.1 Energy Management Systems
	EG4.2 Security Systems
	EG4.3 Electrical Safety System
	EG4.4 Convenience System
	EG4.5 Telecom and Communication Interface Systems

-----WG5 EIB in Homes (ex EG3.13) – expert groups transferred to WG3
– marketing experts transferred to WG2

- | EG5.1 HVAC
- | EG5.2 Home Electronic Systems starting package (in abeyance)
- | EG5.3 Specification for the EIB Home Assistant
- | EG5.4 Easy Configuration

10 Overview of the current EIBA members and licensees

See page http://www.eiba.com/ab02_0.html for the latest version of the list of EIBA members and licensees.

11 List of necessary tools equipment and documentation for development

For prices of EIB tools and documentation see EIBA Infosheet in Annex B.

11.1 Development of devices⁵

1. (If desired) ready-to-use EIB system components (BIM modules⁶) or chipsets available for the
 - TP Medium via European distributor Eurodis Enatechnik. Also offered by this distributor are appropriate development tools. Please get into contact with Mr. Köhn, Pascalkehre 1, D-25451 Quickborn, Germany, Tel +49 4106 701-469, Fax +49 4106 701-74163, e-mail KoehnT@ena.eurodis.com.
 - PL Medium via Busch Jaeger Elektro. Please get into contact with Mr. Ulbrich, Freisenbergstrasse 2, D-58513 Lüdenscheid, Tel 0049 2351 956-1771, Fax 0049 2351 956694, e-mail stefan.ulbrich@de.abb.com.

Note : when EIB devices are developed from scratch (not incorporating EIB registered/certified system components), conformity tests are more elaborate.

2. The latest issue of the EIBA Handbook Series for Developers
3. (recommended) A minimum test configuration (for details see Volume 8 of the Handbook) consisting of devices available from many EIB providers (see EIB product directory of EIB registered and certified solutions and contact relevant EIB manufacturers).
4. Appropriate compiler for the selected EIB system components or chip set. These can be bought from various providers (see list in the EIBA Handbook for Developers)
5. For the generation of ETS compatible product databases, the manufacturer's tool of the latest version of ETS.
6. (recommended) The EIB Interoperability Test Tool to prepare the required compatibility tests

⁵ Items 1 to 4 are also available for non-members or licensees

⁶ TP BCU's have to be purchased via bilateral agreements with Siemens AG, PL BCU's via bilateral agreements with Busch Jaeger

7. (recommended) A copy of the EIB Busmonitor programme

11.2 Development of visualisation / control software⁷.

1. (recommended) License of the EIB bus driver library Falcon and/or the EIB ETS database driver Eagle
2. (recommended) The latest issue of the EIBA Handbook Series for Developers.

12 EIBA Facts and Figures

See current data on the EIBA web site on page <http://www.eiba.com/facts.html>

13 Other forms of co-operation for non-manufacturing enterprises

13.1 Training Centres

They can apply for approval for EIB system training for electrical contractors and planning engineers. For details on requirements, contact the EIBA Certification Department.

13.2 Electrical Contractors

They can apply for EIB partnership on the basis of a certificate acquired at an EIB approved training centre. The approved training centres providing the certified system training hand out the appropriate application form.

13.3 EIB Scientific partners

Any university or high school can participate in the EIBA Scientific Forum against a symbolic annual fee: in return EIBA puts at the disposal of the applicant a copy of all available documentation and software tools e.g. as support for thesis projects based on EIB.

13.4 EIB accredited test labs

After showing compliance to the EN 45001 standard and its EIB aptitude, accredited test labs may test EIB components and devices on behalf of EIB manufacturers and licensees on conformity to the test specifications.

13.5 EIB User Clubs

Any group of EIB electrical contractors and planning engineers is encouraged to set up national user groups to exchange views on evolution of the EIB system and products.

14 EIBA national groups

Local representatives of EIBA members and licensees in many countries have set up national EIBA groups, to ensure

⁷ both items are also available for non-members and licensees

- Common publicity to promote the EIB system on the respective national market (via fairs, conferences, ...).
- Stimulate EIB system training in accordance with the national curriculum and in the country's language
- Translate the EIBA Handbook for Installers ('Gold and Silver Bible') in the country's language and adapt (if necessary) to the local installation requirements.

15 Annex A :

APPLICATION FOR EIBA MEMBERSHIP - LICENSE

Our company (name and address) represented by the undersigned

Name of the company :

Street :

Zip Code – City:

Country:

Telephone number:

Fax number:

e-mail address:

Name of principal:

Name of Technical Contact:

Name of Marketing Contact:

Summary of the company's activities:

herewith submits its application for the following type of membership or EIB license according to the conditions as laid down in the EIBA Information Kit version January 2000 :

- for (tick as appropriate)
- Full EIBA membership
 - Manufacturer's License Type A
 - Manufacturer's License Type B
 - Mini-License Type A
 - Mini-License Type B
 - Royalty-per-Unit License Type 1 for device manufacturers
 - Royalty-per-Unit License Type 2 for device manufacturers
 - Royalty-per-Unit License Type 1 for cable manufacturers
 - Royalty-per-Unit License Type 2 for cable manufacturers
 - Sub-license type 1
 - Sub-license type 2

Place:
Date:

Signature:
Name & Function:

16 Annex B: EIBA Info sheet

All prices are given in the Euro currency.

The following material, documentation, tools, are available from EIBA sc :		For anyone interested - incl. EIBA Lic. Type A ...	For EIBA Members/Linc. & EIB acc. test labs
1	EIBA Administration		
	EIBA Information kit (English)	Free	Free
2	EIBA Marketing		
1	EIB No. 1 for Home & Building Electronic Systems Available in English, German, French Price/Brochure, excl. dispatch costs.	0,25	0,25
2	EIB Technical Brochure About EIB technology. Available in German, English, Swedish and French. Price/Brochure, excl. dispatch costs.	0,92	0,92
3	ETS Brochure. Leaflet on EIB Tool Software. Available in German, English and French. Price/Brochure, excl. dispatch costs.	0,52	0,52
4	EIB Publicity covers (EIB blue) Price/Cover, excl. dispatch costs.	12,89	12,89
5	Use and Application of the EIB Logo	1 free	1 free
6	EIB Journal	1 free	1 free
7	EIB Journal Special - Completed Projects	One copy free, Further copies: Contact EIBA	One copy free, Further copies: Contact EIBA
8	Home Intelligence brochure. '99 About applications in Homes during a day, during a season, during a human's life. Available in German, English and Dutch	1,44	1,44
9	EIB Proceedings, Part 1 1997	25,52	12,76
10	EIB Proceedings, Part 2 1999		

The following material, documentation, tools, are available from EIBA sc :		For anyone interested - incl. EIBA Lic. Type A ...	For EIBA Members/Linc. & EIB acc. test labs
6	ETS[®]-NT Upgrades (for ETS2.x users) 1st licence 2 ...5 licences..... 6 ...50 licences..... 51.....	204,- 153,- 141,- Contact EIBA	204,- 153,- 141,- Contact EIBA
4	Material for Development & Test		
A	EIB Technology		
1	EIBA Handbook Series for Development English, master copy with binder excl. dispatch costs depending on delivery address	307,00	97,00
2	Busmonitor Programme Low level tool for download & monitoring for EIB developers only (PC/DOS) Software (incl. Manual – English or German) Excl. Dispatch costs	365,00	182,50
3	"The Fast Lane to EIB" Introductory information package on EIB technology	Downloadable from the EIBA web-site	Downloadable from the EIBA web-site
B	EIB Software		
1	EIB Interoperability Test Tool (EITT) test tool (Windows 3.x – 95-98) for EIBA Members + EIB accredited test labs Please request the necessary form.	1562,00	861,00
2	EIB Tool Software ETS[®]+ Manufacturer Version (English Version) allows generation of product databases and includes ETS [®] End user version. Includes Translation Assistant for easy translation of product databases in other languages Please request the necessary order form! Price/Licence include. Manuals, Excl. dispatch cost.	Under Windows 3.x / 95 -98 Under Windows NT	3068,00 3272,00
3	ETE Libraries, drivers and documented Application Programmer's Interfaces Interfaces (PC/Windows) for access to ETS [®] product and project data as well as EIB Bus access via serial interface	Libraries : 365,00	182,50

The following material, documentation, tools, are available from EIBA sc :		For anyone interested - incl. EIBA Lic. Type A ...	For EIBA Members/Linc. & EIB acc. test labs
4	EIB-OPC® Server V1.0 An eteC® (EIB Tool Environment Component) component based on Falcon Links EIB networks to standard OPC compliant software (OLE for Process Control) For Supervision and Control Features group-addressing & physical addressing Useful in addition with an OPC client 1 pcs >351	Contact EIBA	200,00 120,00
5	EIB-Falcon® 32bit access library for Windows 95/98/NT4 offering comfortable API for all aspects of bus access e.g. group telegrams, properties, physical addresses	contact EIBA	contact EIBA
C Certification			
1	EIBA Certification Forms. Word 95/97 compatible dot-files, English.	Downloadable from the EIBA web-site	
5 EIBA Training			
1	Training documentation for installers on paper. To be used for EIB combined courses Excl. dispatch costs	99,00	20,45 ¹
2	Training documentation for tutors on paper To be used to prepare for EIB tutor exam. Excl. dispatch costs	99,00	20,45 ⁸
6 Miscellaneous			
1	Catalogue of registered/certified EIB Products. Overview of the currently registered/certified EIB Products	free	free
7 EIB Training Courses		Contact EIBA	Contact EIBA
1	Current list	or www.eiba.com	or www.eiba.com

Attention :

Prices for Training Centres:

	Documentation	ETS®
EIB-ISO 9000 Certified	1/3 of list price	1/4 of list price
EIB NON- ISO Certified Training	1/2 of list price	1/3 of list price
Any Training Centre	non-Member Rate	1/4 of list price

⁸ Also price for certified training centres

17 Annex C: EIBA Scale of fees for Product registration and certification – issue June 2000

1. Basic Fee

Type of certificate	Fee	charged
Main Certificate	€ 495,79	For the registration of any hardware developed by the applying member company or licensee [equivalent to one catalogue entry in ETS]
	€ 148,74	For the registration of any software developed by the applying member company or licensee
	€ 24,79	For the registration of any additional products in an existing main product group [equivalent to additional catalogue entries in ETS]
	€ 24,79	<ul style="list-style-type: none"> recombination of an already registered product with an already registered application and vice versa attribution of an already registered application to a new product
Derived Certificate	€ 148,74	For the registration of any hardware developed by a member company or licensee other than the applying company [equivalent to one catalogue entry in ETS]
	€ 49,58	For the registration of any software developed by a member company or licensee other than the applying company
	€ 24,79	For the registration of any additional products in an existing derived product group
	€ 12,40	<ul style="list-style-type: none"> recombination of an already registered product with an already registered application and vice versa attribution of an already registered application to a new product
Adaptation of version of bus coupling unit	€ 148,74	<ul style="list-style-type: none"> For the registration of any hardware which had previously been registered for other medium [e.g. TP device update to PL] For the registration of any hardware which had previously been registered with another mask version type [e.g. update of product from BCU1 to BCU2]

- For initiating the procedure and providing certification support to the applicant
- This fee is payable at the date of registration of the product data in the ETS database.

2. Audit fee

Type of Audit	Fees	excluding
Pre-license Inspection : assessment of applicant's Quality Management System according to at least ISO 9003 (Quality Audit)	€ 892,42 per person (minimum two persons, minimum two days)	travel expenses, living allowance and hotel accommodation

- covers expenses for the EIBA system audit (= examination and evaluation of the applicant's Quality Management Handbook and relevant documentation),

preparation of the audit (submission of an audit plan), executing the EIBA implementation audit and a detailed audit report after the implementation audit

- the Pre-Licence inspection is **not** carried out when the applicant can submit a copy of QMS Certificate of an accredited body together with a copy of its quality manual.

3. Product testing fees

- Consult one of the EIB Accredited test labs (see separate list available at EIBA free of charge)
- For tests of complex devices/basic and system components/devices, carried out by the EIBA Certification scheme the following hourly rate is charged :
€ 111,55

4. Annual Surveillance Fee € 49,58 per certified main product group

- covers expenses for the surveillance audit carried out once a year (excludes travel/hotel expenses and living allowance) when applicant's QMS has not yet been duly certified by an accredited third party
- covers expenses for the surveillance of the certified EIB products (carried out by EIB accredited test labs on EIBA's instigation)
- These expenses are charged at the end of each year.

All prices are exempt from Belgian V.A.T. for any company outside Belgium, provided EIBA has the applicant's V.A.T. number.