



# **BSI:** Your testing and certification partner for global market access

Global market access for gas products

**bsi.**

...making excellence a habit.™

# Exporting your products to global markets

International market access requirements can be difficult to identify, are constantly evolving and often complex to understand. As the UK National Standards Body with offices in over 50 countries worldwide, BSI is ideally placed to partner with you to bring your products to market as quickly and efficiently as possible. By working with the specifying authorities, we understand how to meet individual regional requirements and where appropriate can help you gain BSI certification to provide a direct route to compliance.

Within the gas industry we have been working with key export markets to develop local relationships with authorizing bodies, supporting them in the development of their approval processes and gaining acceptance of BSI certification.

BSI is already well known for providing access to the European Market through CE marking and other EU recognized certification marks. Now we are able to provide market access to other key export markets, ensuring BSI remains the certification partner of choice within the gas industry.

We have been testing gas appliances since 1960. As a **UKAS Accredited Certification Body**, we have the expertise and integrity to independently endorse your product, your credentials and your brand. Our status as a certification body and Notified Body help you meet and demonstrate compliance to relevant standards and legislation providing you access to different markets. We focus on delivering a testing and certification partnership underpinned by quality, safety, reliability and accuracy aligned to your product development requirements.

## Where are you on your journey?

We have a full suite of testing services for you to choose from to help you access new global markets. Plus, if you are developing new products, talking to our experts early in the development process can help you realise the full potential and commercial advantage of certification, with significant efficiencies and increased profits to be gained for your business. With our global reach and partner laboratories in the UK, North America and China, we can support your business locally.

## BSI certification marks

### BSI Kitemark™



The BSI Kitemark has been in existence since 1903. We're proud to own it. It's unique to BSI and has helped to address safety,

quality and security issues for thousands of products. The BSI Kitemark is a powerful global marketing tool and BSI works with many authorizing bodies around the world to gain recognition of the Kitemark for our customers.

#### Your commercial advantage:

The BSI Kitemark is a powerful marketing tool which works around the world as a global passport to help you gain access to new markets.



**65%** confirm BSI Kitemark helps to increase sales

The Kitemark provides a gateway to other global approval requirements and in some cases is accepted as compliance without further approval. Direct future clients to your full range of BSI Kitemark approved products listed in our online Kitemark directory to give additional reassurance.

Visit: [bsigroup.com/product-directory](https://bsigroup.com/product-directory)

### 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 your products to meet specific regulations or directives, you'll have your own test data, technical files and test reports. Or if no

standard exists in the marketplace, you may have your own test data or evidence that your product has been assessed to a certain requirement. Self-declaration, supported by BSI Verification, can offer your customers increased levels of confidence in your products. We'll give you the independent overview in specific technical areas, and you'll be able to use verification to support procurement specifications.

# Global market access

## Access to Europe: CE marking



If you want to trade within the European Economic Area (EEA) and your products fall within the scope of a Directive or Regulation, they must meet the essential characteristics of the Directive or Regulation and you must make a declaration of conformity. CE marking must be in place for your product from launch. By CE marking you can offer customers a measure of reassurance about the quality and safety of your products. As a Notified Body we have the expertise to help

you understand what your responsibilities are and will provide the third-party evidence you need to be able to affix the CE mark to your products.

### Your commercial advantage:

If the European market is your destination, the CE mark is your route to sales and market development opportunities. Using BSI as your CE marking partner will provide easier routes to other global markets.

## Access to the United Arab Emirates (UAE): UAE Civil Defence



It is now a mandatory requirement that gas components carry a Civil Defence Certificate of Conformity (CoC) to access the Emirates market. The certification process is based on the BSI Kitemark™ and BSI has been approved as a testing and certification body for gas components. In most cases UAE Civil Defence requirements are adopted by neighbouring countries through their own Civil Defence departments. BSI has established a customer happiness centre in Oud Metha, Dubai to support manufacturers and traders in making Civil Defence applications.

### Your commercial advantage:

BSI is currently the only organization who can provide CoC's for gas products, with the BSI Kitemark recognized in many other regions to gain global access. We have local offices that have excellent relationships with the Civil Defence and can act as mediators where queries arise. Many major manufacturers choose BSI as their partners for Civil Defence approval based on our technical expertise and our relationship with the authorizing committees.

## Access to Australasia (Australia and New Zealand): Australia Gas Safety Certification



For access to Australia or New Zealand, gas products (appliances and components)

must carry Australian Gas Safety (AGS) Certification. BSI is accredited by JAS ANZ (the joint accreditation system of Australia and New Zealand) and has been approved as a Certification Body for providing this mandatory AGS Certification. Our laboratories in Australia and the UK can

undertake the required testing to Australian Standards and issue a JAS ANZ accredited AGS certificate.

### Your commercial advantage:

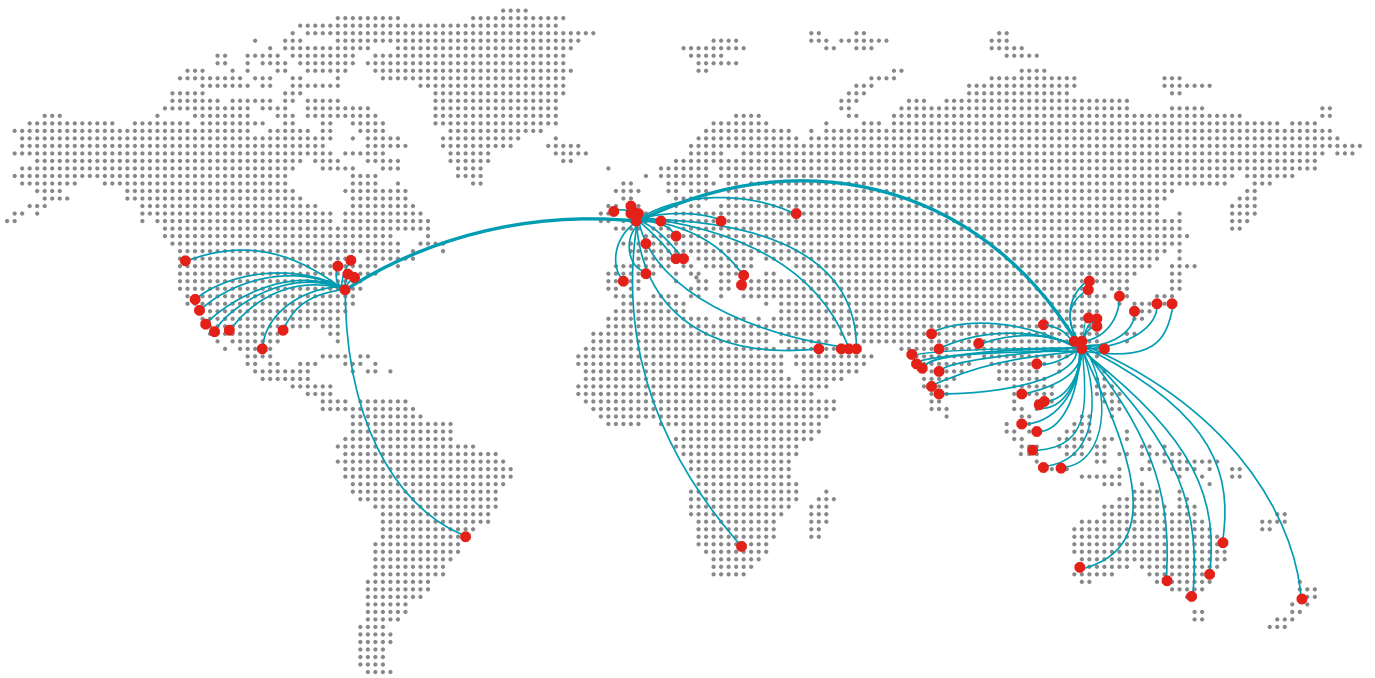
AGS certification is mandatory for access to Australia and New Zealand. BSI owns Australian Benchmark certification. Operated from our local offices, our team of experts in the region can support with this mandatory requirement. At present, BSI is the only certification body that can support with both CE marking and AGS certification.

## Access to USA

BSI has recently signed a memorandum of understanding (MOU) with LabTest Certification Inc. for mutual acceptance of data for combustion equipment. This collaboration allows the two organizations to support customers globally to gain certification for North American markets.

### Your commercial advantage:

This collaboration helps reduce the cost and time required for customers seeking to gain access to the North American markets, as well as supporting customers in the USA to gain access to the EU.



## Why choose BSI as your global market access partner

Our global network of experts and our involvement in the development of standards means BSI is well placed to support you through the access requirements for your chosen markets. Using one body to manage your access to export markets will reduce costs by eliminating unnecessary duplication of testing. Doubling up on approval requirements will also help to improve the speed of certification. In addition our local experts can help with authority engagement where necessary. Partnering with BSI can enhance your reputation, as well as provide tangible differentiation from your competitors.

Speak to one of our experts today or visit our website for more information.

Call: **+44 (0)345 0765 606**

Email: **[product.certification@bsigroup.com](mailto:product.certification@bsigroup.com)**

or visit: **[bsigroup.com/appliances](https://www.bsigroup.com/appliances)**

### More about BSI

**For more than a century BSI has been helping clients make excellence a habit.**

- Having worked with over 86,000 companies of all sizes globally, we have a proven track record
- BSI works in partnership with industry experts, government bodies, trade associations and consumer groups to gain the widest possible market and industry view to shape our services for the challenges companies face today
- Our clients reap the benefits of working with BSI teams with a wealth of experience in a wide range of industries. They help cultivate a better understanding of the challenges and share valuable insights
- We provide end-to-end support, helping our clients monitor and maintain their excellence
- We talk with and listen to clients every day, asking them what they want and how satisfied they are with our products and services. This way we ensure we respond to the needs of our clients as they arise

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