



Achieving the Mark of Distinction

Ensuring complex building communication runs smoothly is critical to all aspects of building performance. From ideal work environments for occupants to ensuring efficient operations that deliver cost savings to the bottom line, communication is at the heart of it all.

In today's world of building automation, providing standards for communication has never been more important. Through the certification process and the **BTL Mark**, BACnet not only provides critical standards for optimal communication, it also offers reliable proof these standards are met.

Products that have successfully passed conformance testing
are eligible for a BTL Certification and added to the BTL Listing.
Only BTL Listed products may use the BTL Mark.

The **BTL Mark** denotes that a product has passed the industry standard BACnet conformance tests conducted by a recognized, independent testing organization. It provides assurance to customers, end-users and building owners/operators on product quality, interoperability in a multi-vendor environment and lower integration costs.



BTL Mark Benefits

USER AND BUILDING OWNER/ OPERATOR BENEFITS:

Lower Integration Cost

Many building owners and control system designers have concluded that the **use of products that carry the BTL Mark accelerates and lowers the cost of system integration.** As such, it is becoming commonplace for specifications to require a BTL Mark in order to be eligible to bid on a project.

Less Integration Risk

Reliance on products with the BTL Mark lowers the risk of integration problems and the project delays and cost-overruns that come with them. In addition, the use of products with the BTL Mark provides a solid foundation for future system enhancements and extensions.

Assurance of Independent Testing

The BTL Mark provides users with assurance that a product has passed the industry standard BACnet conformance tests conducted by a *Recognized BACnet Testing Organization (RBTO)*.

Only products that have been independently tested by a RBTO in accordance with the BTL requirements are eligible to be included in the [*BTL Listing of Tested Products Database*](#).

Interoperability Assurance in a Multi-Vendor Environment

The tests are designed to validate that the product correctly implements a specified set of BACnet features. The specific BACnet features tested in a product with a BTL Mark are detailed in the BTL listing associated with that product and ensure that the products integrate seamlessly.

MANUFACTURER BENEFITS:

Improved Product Quality & Performance

The BACnet specification is large and complex. Even the best development teams can misinterpret some detail of the protocol or introduce a subtle implementation error. The rigorous testing associated with obtaining the right to use the BTL Mark is a powerful methodology for ensuring such errors are found and eliminated before a product reaches the market.

Reduced Costs & Liability

Resolving interoperability problems in a multi-vendor environment during BACnet system integration can be expensive and potentially discouraging for customers. In the event of an interoperability problem between a product with a BTL Mark and one without it, a common assumption is the product without the Mark is at fault. Whether it is or not,

the burden of finding and resolving the problem tends to weigh most heavily on the manufacturer that has not demonstrated compliance through the BTL Mark program. Earning the BTL Mark reduces the risk of BACnet implementation errors causing interoperability problems and minimizes the associated costs.

Greater Buyer Confidence and Opportunity to Bid

The BTL Mark provides buyers with assurance that a product has passed the industry standard BACnet conformance tests conducted by a recognized, independent testing organization. This increases buyer confidence in both the product and its manufacturer, which is especially important when a manufacturer is seeking new business.