

Steps to Global Regulatory Compliance

(UNICOM has already been where you want to go)

STEP 1 – Define Your Product and Your Market

Determining the final configuration (or configurations) of a server in order to deploy an application is a complex task and UNICOM Engineering is here to help. Understanding what enclosure, power supply, motherboard, CPU, memory, drives, network cards, and other hardware is required for an application begins the journey around the world. Establishing what country, or countries, you would like to ship your product to now, as well as in the future, is the key to a successful global regulatory compliance strategy that can expand the market for your products. UNICOM Engineering has already delivered products to the places you want to go.

INPUTS NEEDED FOR A QUOTE:

- Branding (Trademark & Model)
- Factory List
- Hardware List
- Country List
- Existing Reports/Certificates

STEP 2 – Pre-Compliance Investigation

Before sending hardware to laboratories for regulatory testing, first understand what compliance information already exists for your new product. UNICOM Engineering has several platforms with existing certifications that can be deployed to North America, the European Union, and Japan with no further effort. There are other platforms that we can provide as well that can be immediately deployed to various regions with little or no additional effort. In the event that a custom configuration adds new technologies, alternate drive & memory configurations, different disk images, encryption, or other advancements that gives your product an advantage in the marketplace, UNICOM Engineering can develop a path forward that includes the proper country approvals so that you can deliver to your customers anywhere you choose.

Once the regulatory status of the various components and configurations are known, there may be enough evidence to simply build your product and ship while being in compliance with the regulations of several countries. If, on the other hand, any testing or modifications of regulatory reports are needed, UNICOM Engineering will identify what needs to be done and why so that the markets you want to ship product to are properly addressed.

STEP 3 – EMC and/or Safety Testing (if needed)

If it is determined that any testing is needed, UNICOM Engineering will create the plan to build the hardware, get the testing done, and finalize all the EMC and safety reports. This is often an update to one of our existing reports to add a new component. Electromagnetic Compatibility (EMC) and Product Safety are complex fields, and the final reports will allow your products to access markets you may not have thought possible.

STEP 4 – Obtain Country Approvals (if needed)

Major markets such as North America (US & Canada) and the European Union (EU, CE mark) would typically be complete at this phase and UNICOM Engineering's platforms would also include Japan. For the other markets you defined in Step 1 (see the budgetary estimates for cost and schedule), UNICOM Engineering would work with laboratories and agents throughout the world to secure those country approvals for you. Additionally, we will update regulatory labels, manuals, etc. to reflect the necessary statements and marks to enable your shipments.

STEP 5 – Ship Your Product All Over the World (REQUIRED)

Tell us where your orders need to go and we'll make sure they get delivered.

Budgetary Regulatory Compliance Costs/Schedules

Country ¹³	Approval	Certificate Validity ⁹ (years)	Samples ¹	Estimated Duration ¹² (wks)	In-Country Representative Required	Budgetary Estimate (Typical ¹¹)
Australia/New Zealand	C-Tick (RCM)	No expiration ¹⁰	—	1	Yes ⁸	\$900
Argentina	IRAM	No expiration ¹⁰	—	4-6	Yes ⁸	\$4,600
Brazil ⁷	InMetro	2	—	7-10	Yes ⁸ (has CNPJ number)	\$10,500
China	CCC	5 ⁵	1	10-12	—	\$9,600 ¹⁴
Eurasian Customs Union ²	EAC	5	—	3-5	—	\$6,300
India	BIS	1	1 ³	24	Yes ⁸	\$12,000
Israel	SII	No expiration ¹⁰	—	5-6	—	\$4,000
Japan	VCCI	No expiration ¹⁰	—	1	—	\$900
South Korea	MSIP (KCC)	No expiration ¹⁰	1 ⁴	4-6	Yes ⁸	\$2,200
Mexico	NOM	1	—	3-4	Yes ⁸	\$2,000
Moldova	INSM	3	—	4	—	\$2,800
Serbia & Montenegro	KVALITET	3	—	4-5	—	\$3,900
South Africa	SABS/NRCS	3	—	24-52	Yes ⁸ (for LoA)	\$3,000
Taiwan	BSMI	3	1 ⁴	4-6	Yes ⁸	\$2,000-\$7,200
Tajikistan	Tajikstandard	1	—	4-5	—	\$1,400
Ukraine	ukrSEPRO	3	—	4-5	Yes ⁸	\$4,300
Uzbekistan	Standart	1	—	4-5	—	\$1,400
Vietnam	VNTA	No expiration ¹⁰	1 ⁴	1	Yes ⁸	\$4,400

Pre-Export Shipment Verifications

Algeria	IANOR	1	—	3-4	—	\$500 or more
Ghana	GSA	1	— ¹⁶	3-4	—	\$500 or more
Kenya	KEBS	1	—	3-4	—	\$500 or more
Kuwait	KUCAS	3 ⁶	—	3-4	—	\$500 or more
Nigeria	SONCAP	1	—	3-4	—	\$500 or more
Saudi Arabia	SASO	1	—	3-4	—	\$500 or more
Uganda	UNBS	1	—	3-4	—	\$500 or more

- All durations and costs are budgetary estimates only for the purpose of estimating ROI. All actual costs will be accurately quoted during the development of a Statement of Work (SoW) addressing a customer's particular application deployment situation. There are situations that can cause these time and cost estimates to vary widely so please ask your account executive to work with you to obtain an accurate SoW.
 - Branding of any product effecting the regulatory label can cause additional charges to update the appropriate reports with a new trademark and model designation.
 - 1 quantity of samples needed for each model
 - 2 Belarus, Kazakhstan, Russia, Armenia, Kyrgyzstan
 - 3 one (1) sample from each factory
 - 4 Dependent on lab where EMC was performed
 - 5 five years for CCC certificate, only one year for printing permission (\$400 yearly)
 - 6 three years from issue date of CB Certificate
 - 7 Only required for shipments to the Brazilian government
 - 8 An in-country local representative can be provided as a service for a fee (\$300 to \$3,000 per country). Sometimes requires yearly renewal of the service.
 - 9 Certificate renewals will incur a fee. Customer agrees to pay renewal fee or to allow cancellation of that country's regulatory approval.
 - 10 No expiration unless change in standards/product.
 - 11 Only the pricing provided in a UNICOM Engineering Statement of Work will be honored but these values can be used for estimating ROI for determining whether a company should pursue approvals in a particular economy. It does not include any required factory inspections or renewal fees.
 - 12 Estimated durations begin when all documentation, required samples, and local representatives are in place.
 - 13 Most language requirements apply only to the safety warnings. Translations are typically in the \$2,000 to \$3,000 range but accurate quotes will be obtained, if requested by the customer, and included in the Statement of Work.
 - 14 Would include a certificate for only one factory and one power supply. Adding an additional power supply and factory would typically cost an additional \$2,500 or \$1,500 respectively.
 - 15 Pricing ranges from per shipment to product licensing.
 - 16 One sample must ship to Ghana prior to any product licensure.
- PSI pre-shipment inspection required for each shipment after product is registered

Pre-Export Verification of Conformity

These countries require a Certificate of Conformity for each shipment. For products that are registered or licensed for these countries, all of the technical documents are already in the hands of the pre-shipment verification agent so only the documents related to each shipment are required and the agent can normally provide the required Certificate of Conformity. In some instances, an actual inspection of the shipment can be arranged and will be quoted on an individual shipment basis.



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