



Choose certainty.
Add value.

Global Market Access

Capitalise on international market opportunities by accessing global markets.





1 Corporate overview

2 Your business challenges

3 How can we help you?

Global Market Access solutions

GMA Solutions by Country / Region

4 Why choose TÜV SÜD

5 Customer references

A background image showing a group of people, including a man in a white shirt and a woman in a blue shirt, smiling and clapping their hands. The image is slightly blurred, focusing on the people in the foreground.

150 YEARS | INSPIRING TRUST

Inspiring trust since 1866


The year 2016 marks the 150th anniversary of TÜV SÜD. Since 1866, the company has been partnering businesses and inspiring people to trust in new technologies.


Today, TÜV SÜD has grown into an international service company with global representation in over 800 locations, and with over 50 per cent of its employees working outside Germany.

In the decades to come, it will continue to make the world a safer place as a future-oriented company shaping the “next practice” in safety, quality and sustainability.



Legend:

 Countries with TÜV SÜD offices

 Regional headquarters

Note: Figures have been rounded off, as of 31.12.2015.

GERMANY

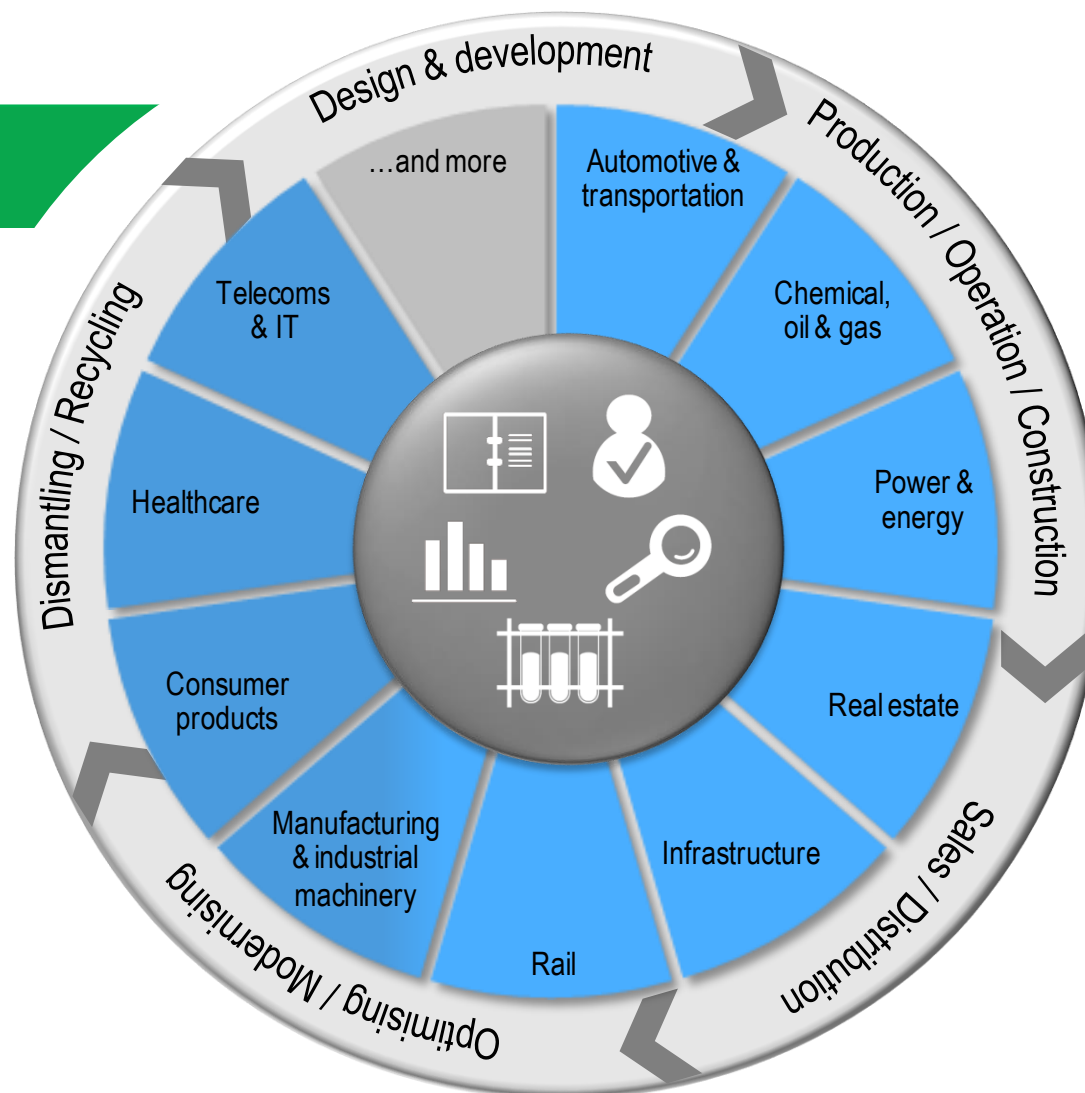
Euro 1,283 mio
11,600 staff

INTERNATIONAL

Euro 939 mio
10,800 staff

Sustainability

- Energy efficiency
- Renewable energy
- e-Mobility
- Corporate Social Responsibility (CSR)



Increase



Market access

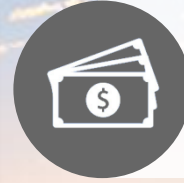


Productivity & profits



Brand reputation

Decrease



Costs & inefficiencies



Time to market



Business risk



1 Corporate overview

2 Your business challenges

3 How can we help you?

Global Market Access solutions

GMA Solutions by Country / Region

4 Why choose TÜV SÜD

5 Customer references

Your business challenges



Manufacturers seeking market access for their products face challenges in the areas of compliance, cost and time-to-market.





1 Corporate overview

2 Your business challenges

3 How can we help you?

Global Market Access solutions

GMA Solutions by Country / Region

4 Why choose TÜV SÜD

5 Customer references



Market access is the process of determining applicable regulations and managing product compliance with the aim of accessing global markets. TÜV SÜD has a dedicated Global Market Access (GMA) team, focused solely on managing compliance for [global market access](#). Our team weaves through the web of regulatory framework and certification processes, providing solutions for Global Market Access.

TÜV SÜD provides Global Market Access solutions to meet your market access requirements.



Reduce time-to-market



- Reduce time-to-market with an optimal market access strategy based on research on target country regulatory requirements, certification schemes and stipulations.

Single interface



- A single interface with regulators in target markets allow potential logistic issues to be resolved smoothly.

Save money



- Save money by accounting for national differences and performing a single test for one product or a family of models, limiting re-tests.

Up-to-date global regulatory knowledge



- Receive regular and timely updates of changes in the global regulatory landscape, allowing you to be better prepared on issues affecting your operations.

Five avenues for Global Market Access



Depending on product category and target market, manufacturers can achieve Global Market Access through the following avenues.

Governmental MRAs

Mutual Recognition Agreements are inter-governmental recognition of each other's Certification Bodies and approvals.

Third-party accredited bodies

Local regulators define the requirements for Certification Bodies to be accredited for the provision of third-party certification services.

Bilateral agreements

Bilateral agreements or Memorandums of Understanding allow approvals or certifications for products to be obtained between target countries' Certification Bodies.

Multilateral agreements

Mutual recognition of multiple national Certification Bodies.

Interface with regulators

Certification is issued by the target country's regulatory agency.

TÜV SÜD has access to all avenues for Global Market Access, allowing us to be flexible when meeting your needs.

One-stop shop solution for market access



TÜV SÜD's GMA, engineering and inspection teams work hand in hand, offering you one-stop solutions for market access.



Testing services

- Identify and evaluate regulations and standards that are applicable in the target countries.
- Test the product to the applicable technical standards and national deviations.



Inspection services

- Analyse national standards for factory inspection if an inspection is needed.
- Arrange and conduct the factory inspection.



Approval services

- Guidance on application document completion & samples preparation.
- Application submission to authority/CB and appropriate follow up.
- Professional support in solving technical problems raised by the authority/CB.



Post-approval services

- Support of ongoing certificate maintenance and market surveillance requirements.
- Testing, inspection or certification renewals arrangement as needed for regulation changes.
- Professional support in resolution of technical problems as raised by the authority/CB.

Served by:

GMA Team

Engineering team

Inspection team



1 Corporate overview

2 Your business challenges

3 How can we help you?

Global Market Access solutions

GMA Solutions by Country / Region











4 Why choose TÜV SÜD

5 Customer references

Global Market Access solutions: Europe



Our GMA services are not limited to the countries / region presented and a full portfolio of the countries we service is available upon request.











Country	Mandatory Conformity Requirements				
	 Electrical safety	 Telecom	 Radio	 Medical device	 Environmental
 Albania	▪ CE Mark	▪ CE Mark	▪ CE Mark	▪ CE Mark	▪ Energy Efficiency Labelling
 Belarus	▪ CU - TR	▪ Type approval	▪ Type approval	▪ Mandatory approval of Ministry of Health of the Republic of Belarus	▪ Energy Efficiency Law
 Bosnia and Herzegovina	▪ CE Mark	▪ CE Mark	▪ CE Mark	▪ CE Mark	▪ Energy Efficiency Labelling
 EU	▪ CE Mark	▪ CE Mark	▪ CE Mark	▪ CE Mark	▪ Energy-related Products (ErP) ▪ RoHs ▪ WEEE
 Iceland	▪ CE Mark	▪ CE Mark	▪ CE Mark	▪ CE Mark	▪ Energy-related Products (ErP) ▪ RoHs ▪ WEEE

Note: Market access to the European Union under the CE marking scheme is not covered by our GMA services but offered as a standard service within TÜV SÜD.

Global Market Access solutions: Americas











Our GMA services are not limited to the countries presented and a full portfolio of the countries we service is available upon request.

Country	Mandatory Conformity Requirements				
	 Electrical safety	 Telecom	 Radio	 Medical device	 Environmental
 Argentina	▪ S-Mark	▪ AFTIC approval	▪ AFTIC approval	▪ ANMAT registration	▪ Energy efficiency labelling
 Brazil	▪ INMETRO Mark	▪ ANATEL approval	▪ ANATEL approval	▪ ANVISA registration	▪ PROCEL labelling program ▪ MEPS
 Canada	▪ SCC certification	▪ ISED approval	▪ IC certification	▪ Health Canada registration	▪ EnerGuide labelling program ▪ MEPS ▪ WEEE compliance
 Mexico	▪ NOM certification	▪ IFETEL certification	▪ IFETEL certification	▪ Mexican Secretariat of Health Registration	▪ Energy efficiency labelling ▪ MEPS
 United States of America	▪ NRTL certification	▪ ACTA approval	▪ FCC approval	▪ FDA approval	▪ Energy Star ▪ MEPS ▪ Californian RoHS compliance

Global Market Access solutions: Australia and Africa
















Our GMA services are not limited to the countries presented and a full portfolio of the countries we service is available upon request.

Country	Mandatory Conformity Requirements				
	 Electrical safety	 Telecom	 Radio	 Medical device	 Environmental
AUSTRALIA					
 Australia	<ul style="list-style-type: none"> Type approval RCM 	<ul style="list-style-type: none"> RCM (A tick) 	<ul style="list-style-type: none"> RCM (C-tick) 	<ul style="list-style-type: none"> TGA registration 	<ul style="list-style-type: none"> GEMS
 New Zealand	<ul style="list-style-type: none"> Safety approval Certificate RCM 	<ul style="list-style-type: none"> Telepermit 	<ul style="list-style-type: none"> RCM 	<ul style="list-style-type: none"> WAND notification 	<ul style="list-style-type: none"> GEMS
AFRICA					
 South Africa	<ul style="list-style-type: none"> LoA and CoC 	<ul style="list-style-type: none"> ICASA approval 	<ul style="list-style-type: none"> ICASA approval 	<ul style="list-style-type: none"> South Africa DOH registration 	<ul style="list-style-type: none"> NA












Global Market Access solutions: Asia



Our GMA services are not limited to the countries presented and a full portfolio of the countries we service is available upon request.

Country	Mandatory Conformity Requirements				
	 Electrical safety	 Telecom	 Radio	 Medical device	 Environmental
 Armenia	▪ CU - TR	▪ CE Mark	▪ CE Mark	▪ CE Mark	▪ Energy Efficiency Labelling
 Brunei Darussalam	▪ DES registration	▪ AITI approval	▪ AITI approval	▪ NA	▪ NA
 Cambodia	▪ ISC certification	▪ MPTC approval	▪ MPTC approval	▪ NA	▪ NA
 China	▪ CCC Mark	▪ NAL certification	▪ SRRC approval	▪ SFDA registration	▪ China Energy Label registration ▪ MEPS ▪ RoHS compliance
 Hong Kong	▪ EMSD registration	▪ OFTA certification	▪ OFTA certification	▪ MDCO registration	▪ MEELS
 India	▪ ISI certification ▪ BIS registration	▪ TEC approval	▪ WPC approval	▪ CDCSO approval	▪ Star Label
 Indonesia	▪ SNI Mark	▪ DGPT approval	▪ DGPT approval	▪ Directorate for Drug and Medical Devices Control Registration	▪ NA
 Japan	▪ PSE Mark	▪ MIC approval	▪ MIC approval	▪ MHLW approval	▪ Top Runner Program ▪ WEEE compliance ▪ RoHS compliance











Our GMA services are not limited to the countries presented and a full portfolio of the countries we service is available upon request.

Country	Mandatory Conformity Requirements				
	 Electrical safety	 Telecom	 Radio	 Medical device	 Environmental
 Kazakhstan	<ul style="list-style-type: none"> ▪ GOST - K ▪ CU - TR 	<ul style="list-style-type: none"> ▪ Conformity Certificate 	<ul style="list-style-type: none"> ▪ Conformity Certificate 	<ul style="list-style-type: none"> ▪ Medical Device Registration Certificate 	<ul style="list-style-type: none"> ▪ Energy Saving and Energy Efficiency Law
 Korea (South)	<ul style="list-style-type: none"> ▪ KC Mark 	<ul style="list-style-type: none"> ▪ KC-RRA 	<ul style="list-style-type: none"> ▪ KC-RRA 	<ul style="list-style-type: none"> ▪ KFDA registration 	<ul style="list-style-type: none"> ▪ Energy efficiency labelling & MEPS ▪ WEEE compliance ▪ RoHS compliance
 Malaysia	<ul style="list-style-type: none"> ▪ SIRIM Label or Certification Mark 	<ul style="list-style-type: none"> ▪ SIRIM approval 	<ul style="list-style-type: none"> ▪ SIRIM approval 	<ul style="list-style-type: none"> ▪ MDB registration 	<ul style="list-style-type: none"> ▪ Energy label registration ▪ MEPS
 Philippines	<ul style="list-style-type: none"> ▪ PS certification or ICC Mark 	<ul style="list-style-type: none"> ▪ Philippines NTC certification 	<ul style="list-style-type: none"> ▪ Philippines NTC certification 	<ul style="list-style-type: none"> ▪ BFAD registration 	<ul style="list-style-type: none"> ▪ Energy efficiency labelling & MEPS
 Singapore	<ul style="list-style-type: none"> ▪ CPS Scheme Safety Mark 	<ul style="list-style-type: none"> ▪ IDA Equipment registration 	<ul style="list-style-type: none"> ▪ IDA Equipment registration 	<ul style="list-style-type: none"> ▪ HSA registration 	<ul style="list-style-type: none"> ▪ MELS
 Taiwan	<ul style="list-style-type: none"> ▪ BSMI Mark 	<ul style="list-style-type: none"> ▪ NCC approval 	<ul style="list-style-type: none"> ▪ NCC approval 	<ul style="list-style-type: none"> ▪ Taiwan DOH registration 	<ul style="list-style-type: none"> ▪ Energy efficiency labelling & MEPS

Global Market Access solutions: Middle East



Our GMA services are not limited to the countries presented and a full portfolio of the countries we service is available upon request.

Country	Mandatory Conformity Requirements				
	 Electrical safety	 Telecom	 Radio	 Medical device	 Environmental
 GSO	▪ Gulf Type Examination	▪ N/A	▪ N/A	▪ N/A	▪ N/A
 Israel	▪ SII Certificate	▪ MoC approval	▪ MoC approval	▪ IMOH registration	▪ Energy efficiency labelling ▪ MEPS
 Kuwait	▪ TER & TIR	▪ Ministry of Communications Kuwait Approval	▪ Ministry of Communications Kuwait Approval	▪ Ministry of Health	▪ American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE)
 Saudi Arabia	▪ SASO CoC	▪ CITC Interim authorisation	▪ CITC Interim authorisation	▪ SFDA authorisation	▪ Energy efficiency labelling ▪ MEPS
 United Arab Emirates	▪ ECAS registration certificate	▪ TRA approval	▪ TRA approval	▪ Ministry of Health Drug Control Department	▪ Emirates Authority for Standardization and Metrology (ESMA)



1 Corporate overview

2 Your business challenges

3 How can we help you?

Global Market Access solutions

GMA Solutions by Country / Region

4 Why choose TÜV SÜD

5 Customer references



Strong relationship
with regulators

Through MRAs and MoUs, TÜV SÜD documentation is accepted on a global scale.



Extensive global
network

Our team of dedicated GMA managers are able to work and converse in your local language.



Flexible to
customer needs

We utilise multiple channels when approaching GMA, allowing us to be flexible when meeting your needs.



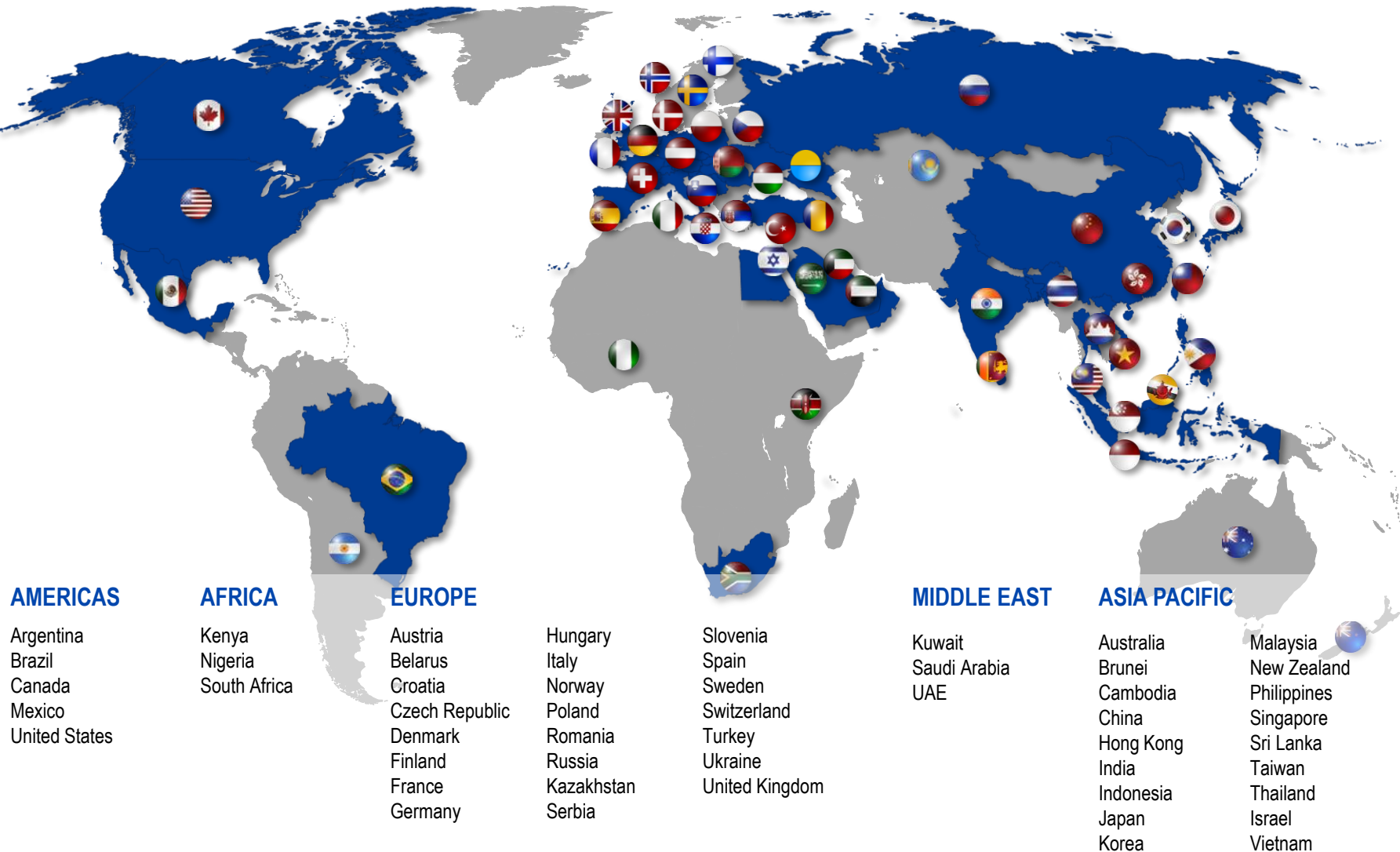
Value-added
services

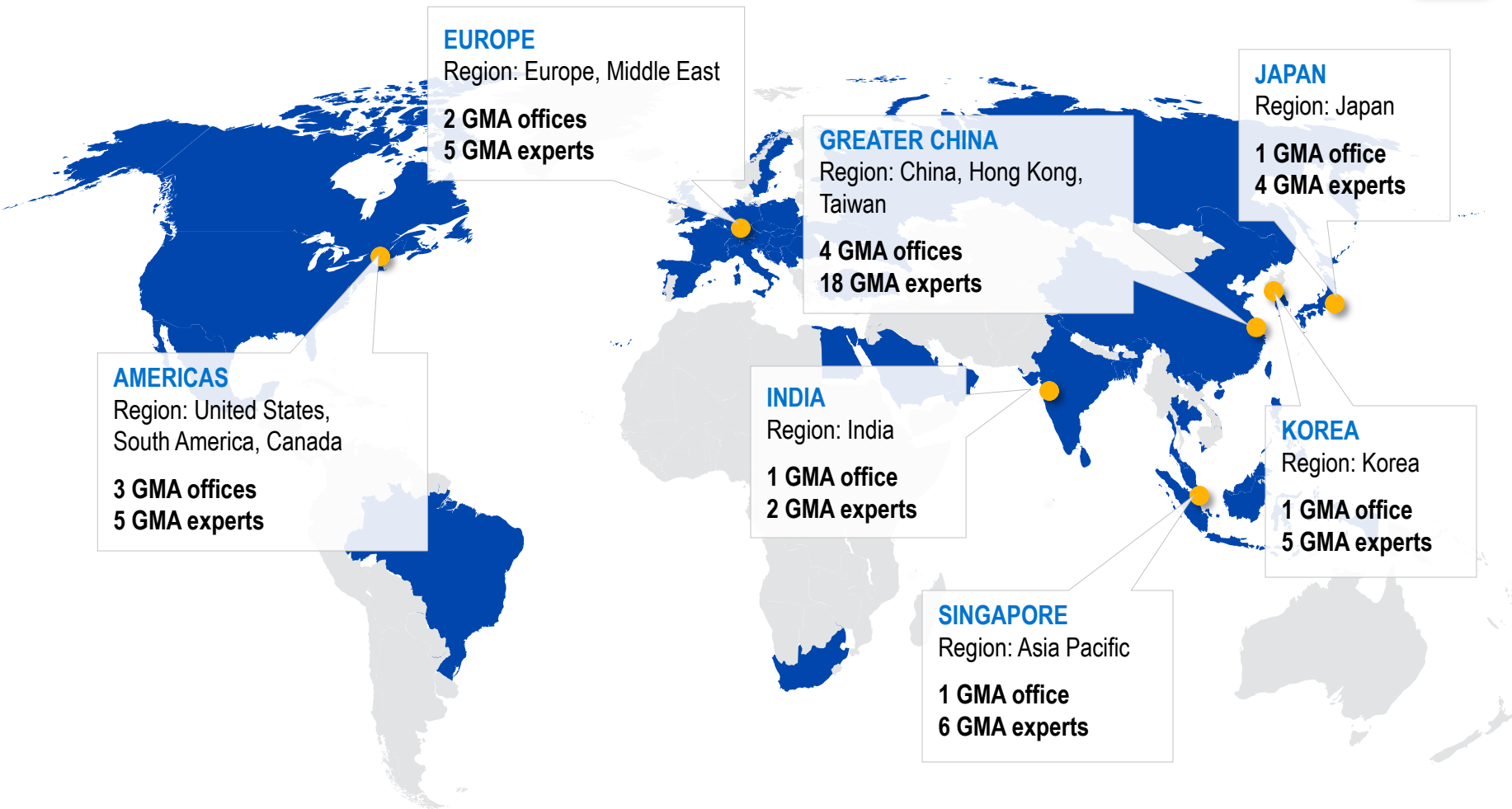
We provide the latest technical, certification procedures, and related regulatory news through our portfolio of GMA tools.

Your comprehensive market access partner





TÜV SÜD's extensive global network supports your market access to the following countries.





Legend:

-  Countries with TÜV SÜD offices
-  Regional headquarters

Global Market Access E-Book



- Comprehensive guide to conformity requirements of over 30 countries across 6 regions
- Download the E-book from: www.tuv-sud.com/gmaguide

Product infosheets



- Brochures containing an overview of market access requirements for each country.
- Please contact your local GMA team to request a copy.

Country factsheet



- Detailed technical factsheet covering the regulated products, conformity certification and basic application requirements and procedure by country.
- Please contact your local GMA team to request a copy.



1 Corporate overview

2 Your business challenges

3 How can we help you?

Global Market Access solutions

GMA Solutions by Country / Region

4 Why choose TÜV SÜD

5 Customer references

Case study: TÜV SÜD issue the First INMETRO Certificate



TÜV SÜD issue the First INMETRO Certificate globally for Philips



Business challenge

- Customers demand high levels of quality and safety for products. For this reason, companies must demonstrate their commitment to quality and safety through a third-party certificate before entering the Brazilian market.
- To achieve these high standards, companies need good quality assurance services, which require a combination of accuracy, technical expertise, fast service and good customer assistance.

Our solution

▪ TÜV SÜD Service

TÜV SÜD is accredited by INMETRO as a Certification Body. We are continually expanding our scope within INMETRO. Currently, we provide all the necessary services for INMETRO including factory audits, Legal Representative assessments, testing and technical evaluation. We strive to offer comprehensive and competitive

services and certification packages.

Product

- LED Bulb/ LED tube

Target markets

- Brazil

Outcome / benefits

- Saved time and costs with one-stop testing and market access solutions.
- Smooth market access for product in all target markets
- Benefit from an expert partnership
- Enjoy global support.
- Provide more efficient customer support

微信扫一扫：TÜV 南德国际认证服务 Wechat



To learn more about Global Market Access, please contact your nearest GMA team:

- China: gma@tuv-sud.cn
- Korea: gma@tuv-sud.kr
- Japan: gma@tuv-sud.jp
- Singapore: gma@tuv-sud.com
- India: gma@tuv-sud.in
- America: gma@tuvam.com
- Europe: gma@tuv-sud.de



**Choose certainty.
Add value.**