



## OAAP Certification Process Guide

PERPETUAL INNOVATION



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## Applying for the OAAP

- Before applying, please visit:  
<http://www.lenel.com/utcfs/Templates/Pages/Template-57/0,8066,pageId%3D8544%26siteId%3D464,00.html>  
This web page includes the latest revisions on all OnGuard API documentation. Please have your development team review the documentation for technical and resource requirements.
- Lenel offers five (5) APIs for OnGuard, OpenDevice, OpenVideo, OPC, SNMP, and DataConduIT (formerly known as OnGuard OpenIT.)  
OpenDevice allows manufacturers of access control, intrusion, central station receiver, life safety, intercom and digital video systems to develop a .DLL which enables communication with OnGuard. OpenVideo is the group name for all APIs dealing with video integration. Lenel is committed to growing this suite of APIs to provide the highest level of integration possible; whether the goal is to manage another video system through the OnGuard or simply to tie 2 systems together, passing information and/or video freely or by tying into OnGuard's powerful video analytics engine offers. Within OpenVideo, the APIs are broken down into three (3) separate APIs; OpenVideo- Capture, OpenVideo-Recorder, and OpenVideo- Retrieval. DataConduIT allows for software manufacturers to write a bi-directional real-time interface with OnGuard using Windows Management Instrumentation (WMI). OpenDevice and DataConduIT can be used independently or simultaneously, however most interfaces incorporate only one.
- If you would like to make any development-specific inquiries before applying for the program, you can request a telephone conference by sending three available times over the upcoming two week period to [oaap@lenel.com](mailto:oaap@lenel.com). To apply, please visit:  
<https://customer.lenel.com/?q=oaap/application>
- The application will be reviewed within two (2) weeks of submission.
- OAAP is an open program, Lenel cannot guarantee to any applicant category exclusivity. Lenel openly welcomes any organization, competing or complementary, to join and actively participate in the program.
- Determine whether Lenel offers an OnGuard API which may be of use in allowing your company to develop an interface to OnGuard.
- Interface development efforts may prove to be ineffective without proper API capability. In this case, Lenel will seek to obtain feedback from your company on how to best enable an interface between the respective products. In specific cases, OnGuard development by Lenel may need to be funded by the applicant. If such development is completed, the expectation remains that the OAAP applicant follows through on OAAP member commitments as outlined in the OAAP Agreement.

## Joining the OAAP

- Once you have submitted the online application to join the OAAP program, the next step is to establish an integration design meeting. This conference call is run by the OAAP program director and Lenel Engineering. The aim of this program is to assist manufacturers, before and after interface development, of fully understanding the breadth of the

OnGuard product and many opportunities available to develop an interface. Nearly all participants will benefit by uncovering incremental value-added interface opportunities beyond the initial project specification. The richer the interface, the greater the value your interface will have in the eye of the customer, VAR, or consultant. Simple, obvious interfaces can be of functional value, but are often not as attractive.

- The OAAP program director will establish the conference call with the potential partner. If integration is indeed possible, and a method of development is agreed upon, then we can move on to the next step which is legal documentation. If not, and we determine a partnership cannot be made due to lack of integration processes, we dismiss the opportunity.
- Lenel will send an electronic copy of the OAAP Agreement and company NDA.
- The applicant will need to send two signed copies of the agreement and NDA, plus the program enrollment fee of \$3500USD to:

Lenel Systems International, Inc.  
 Attn: Director of Strategic Alliances  
 1212 Pittsford-Victor Rd.  
 Pittsford, New York 14534-3820 USA

Please address the memo of the check to Part # OAAP-ENROLLMENT KIT, "OAAP Program Fee"

- If it is more convenient to send funds via wire transfer, please send to:

Mellon Bank 500 Ross St. Pittsburgh, Pennsylvania 15262 USA	Swift Code	melnus3p
	ABA	043000261
	ACCT	022-5980
	CR	Lenel Systems International, Inc.
	REF	OAAP
	Questions	Wire Room, +1-412-234-6200

- Lenel will return a Lenel-signed copy of the agreement.

### Software Development Kit (SDK)

- Lenel will send the SDK, which includes two demo licenses of OnGuard, the API documentation, and sample scripts. (For partners who enrolled before 2010, and have a one-demo license, a second license and hardware key may be issued upon request to support flexibility between your developers and your testers. If a second license is required, submit a no charge PO for Part #OAAP- EXTRA-DONGLE). Any additional licenses will be charged at \$500 USD using the same part #. **All licenses require renewal every 180 days.** These renewals are at no additional charge however they must be requested. Please email [oaap@lenel.com](mailto:oaap@lenel.com) with your request. All license files will be emailed to the requester's address.
- Lenel **DOES NOT INCLUDE** full, in-depth design consultation or any physical product as part of the developer's kit. The OAAP member is

expected to provide computers for the purpose of development and testing. If the OAAP member would like Lenel to provide a pre-configured Dell laptop PC, a professional design consultation, OnGuard functional training or any necessary hardware, please see the OAAP Price Book. Here you will find all relevant and up-to-date pricing of OAAP-specific parts, as well as commonly requested hardware devices. If you need something which is not included in the price book, please email [oaap@lenel.com](mailto:oaap@lenel.com).

## Certification

- The OAAP Agreement specifies that initial interfaces must be tested within six (6) months of having a signed agreement in order to maintain program status. However, until the official factory-certification of an interface is completed, your company is not considered a program member. Members, by definition, include companies who have factory-certified an interface with a minimum of one (1) currently supported OnGuard build. Lenel supports each OnGuard version and build release for a period of three (3) years from its inception.
- Lenel requires that all interfaces submitted for certification meet its minimum testing requirements. These requirements are located on the API resource disc.
- Lenel requires that all factory certifications beginning with OnGuard 6.1.222 pre-submit interface documentation which aims to ultimately supply consumers with information on the technical environment which the interface operates, any open or proprietary tools which customers will require, where the customer may download such tools from the Internet, how to set up and run the interface and what value consumers can expect to receive. A template for this document is located on the API resource disc.
- If any of the API's in the OpenDevice or OpenVideo API family are utilized, Lenel will produce an Accessory Add-on based on your translator DLL. Please email your final translator DLL to the Lenel engineer assigned to support your development. They will handle the process to produce the Accessory Add-on. Once the Accessory Add-on has been produced, Lenel will provide it to you to load and test on your demonstration system for re-test and to ensure there are no problems. Lenel has a high confidence level that creation of the Add-on will not cause problems.
- If only OnGuard DataConduIT is used, Lenel does not need to build any special files for your interface.
- To schedule a factory certification test, please send an email to [oaap@lenel.com](mailto:oaap@lenel.com) with three possible dates at least three weeks in the future away from the current date that you could visit Lenel for certification testing.
- Lenel will send you back two (2) dates from your original three (3) which we will hold for you for one week to schedule. We will ask you to confirm the date that works best for your company.
- For first-time certifications, Lenel requires that an engineer capable of working with code issues be on-site for certification. Lenel expects the

first certification test to take two (2) days. If an interface receives certification, Lenel expects subsequent tests to take approximately one (1) additional day each. The engineer does not need to remain on-site for the incremental tests if the first certification passes without any necessary bug fixes.

- Each certification test must be covered by a support plan or by a certification fee. Please contact [oaap@lenel.com](mailto:oaap@lenel.com) for additional information.
- Certification testing is limited to one (1) version of Lenel OnGuard to one (1) version of partner product. If more than one version of OnGuard is to be tested, additional versions of partner product, or additional partner products are to be tested, there will be an additional charge for testing.

## Support

Upon receipt of your OnGuard system and API Development Kit, you may find you need assistance in installing your OnGuard system.

If you have a question about who should be contacted for your specific situation, please send an email message to [oaap@lenel.com](mailto:oaap@lenel.com) and we will route the inquiry to the best party.

### **Development Support**

After you receive the SDK, you may contact the appropriate engineer as listed to provide development-specific support. Four (4) hours of development support are allotted when joining the program. If support exceeds four hours, you will be billed \$1200 for each additional 4-hour time block required. This engineer will be your main point of contact for technical issues surrounding understanding of our APIs, and other technical OnGuard related issues. The engineering is not responsible for troubleshooting or assisting in your integration development.

Depending on the nature of the support needed, the assigned engineer may need to coordinate your needs with our technical support group.

Support is limited to the product under the agreement.

API	Engineering Contact	Telephone	email
All APIs	Gidi Lissai	+1-585-267-8346	<a href="mailto:glissai@lenel.com">glissai@lenel.com</a>

## Post-certification

Members will be allotted the following benefits. Please email [oaap@lenel.com](mailto:oaap@lenel.com) to obtain any support documentation or logos.

Member Level	Benefits
<b>Partner</b>	<ul style="list-style-type: none"> <li>* Use of appropriate OnGuard OAAP Member-level logo in corporate communications</li> <li>* Regular listing in monthly communication re: OAAP Membership to Lenel VARs and Users and Independent Consultants</li> <li>* Listing on OAAP Web Page and in OAAP Solutions Catalog</li> <li>* Eligible for Annual Development/Testing Support Plan (described later in detail)</li> </ul>
	<ul style="list-style-type: none"> <li>* Additional OAAP Web Page exposure</li> <li>* Eligible for a Lenel-supported press release</li> </ul>

### **OAAP Logos**

Members will receive logos of their membership level (intended to support corporate communications) and where applicable, logos identifying version(s) of OnGuard for which a specific product has been certified with. For example, an OAAP Partner who certified their product with OnGuard 2008 (6.1.222) will be able to utilize both the 'OAAP Participant/Partner' and 'Certified for OnGuard 2008' Logos. Logos are provided in .EPS and .JPG file formats. Logo usage guidelines must be adhered to.

### **Quarterly Communication**

Members will be listed continuously in Lenel's quarterly communication to Lenel VARs, Users and Independent Consultants which continuously identifies which versions of OAAP Member products have been certified with which versions of OnGuard.

### **OAAP Web Page**

Members will gain a listing on the OnGuard OAAP web page. Listings are available as follows:

- Company name, FCP name/version, OnGuard certified version
- Company name, FCP name/version, OnGuard certified version, 100 words or less on Company, FCP, and value of FCP/OnGuard interface, link to Lenel landing page on Company web site

### **Annual Development/Testing Support Plan**

Members will be eligible to engage a support plan whereby Lenel will automatically provide new releases as soon as available and will provide the initial test of an OAAP Member's product at no additional costs. Support plan pricing is \$1,000.00 USD annually (January – December), per product, and includes:

- SDK updates for each released OnGuard version
- Ongoing development support, four (4) hours for each released OnGuard version
- One (1) certification test on each released OnGuard version for that calendar year

### **Press Release**

Members may work with Lenel on a press release announcing their program membership. Lenel provides a press release guidelines document which members can

use to create their draft. UTC Fire & Security reserves the right for final editorial consent. Please email [oaap@lenel.com](mailto:oaap@lenel.com) to request the guidelines.

## Re-certification

- Each member is eligible for an Annual Development/Testing Support Plan. It is recommended that partners buy a support plan before requesting a re-certification test. **Beginning in 2009, OAAP members will not receive any set-up, development or testing support without a support plan.**
- All certification testing on builds released before 6.1.222 are not covered under support plans. The policy of \$1,000/certification still applies.
- Please email [oaap@lenel.com](mailto:oaap@lenel.com) for any questions.

## OAAP Purchasing

- There are standard and peripheral items available for purchase by OAAP members. Please email [oaap@lenel.com](mailto:oaap@lenel.com) for a quote on items needed for development/testing/demonstration not included below, such as Lenel Field Hardware, Card Readers, Biometric Readers, Cards and Network Cameras.
- The intent of this price list is for procurement of product which is specifically necessary to develop, test or demonstrate OnGuard and the interface to the OAAP member product.
- Additional USB software license keys, (dongles) can be purchased for \$500.00 USD using part # OAAP- EXTRA-DONGLE. This is beyond the first two dongles issued.
- All orders submitted by an OAAP member must be pre-paid with a check or wire transfer (see Wire Transfer Instructions in section 2.) and include the receiving address a major shipping carrier account identification number. All shipments will then be processed for two-day or equivalent unless specified otherwise.
- The following parts are available for purchase (all prices in USD):

Part number	Description	Price
<b>OAAP- MKTG-SPONSOR</b>	Custom Quote for any OAAP partner joining Lenel for co-marketing activities. This cost will vary depending on the activity level and will be on a CFQ basis.	CFQ
<b>OAAP- ENROLLMENT-KIT</b>	<b>(FOR NEW OAAP PARTNERS ONLY)</b> OpenAccess Alliance Program Enrollment Fee. This includes the following: <ul style="list-style-type: none"> <li>- Initial partner registration/enrollment fee</li> <li>- Integration process for one (1) partner product*</li> <li>- Four (4) hours of Lenel engineering API support</li> <li>- Current shipping OnGuard software development kit (SDK)</li> <li>- Current shipping OnGuard software with (2) license files and (2) hardware dongle (license valid for 180 days)</li> </ul>	\$3,500.00

Part number	Description	Price
	<ul style="list-style-type: none"> <li>- One (1) certification test for one (1) partner product</li> <li>- Lenel web posting of product integration upon certification completion</li> <li>- Lenel supported press release</li> </ul> <p><i>*IP Cameras are not subject to this. IP cameras will be blocked in groups of five. Each group of <b>additional group of five</b> will be priced at <b>\$2000 per group</b></i></p>	
<b>OAAP- EXTRA-DONGLE</b>	<p>Additional dongle beyond the two default given for development/testing license for OAAP Partner members.*</p> <p>*A business justification is required for each additional dongle/license file</p>	\$500.00
<b>OAAP- 4HR-SUPPORT</b>	Additional OAAP 4 hour API support for one OAAP product	\$1,200.00
<b>OAAP- RETESTING-FEE</b>	OAAP re-certification testing for a previously failed attempt	\$1,000.00
<b>OAAP- ANNUAL-SUPPORT</b>	<p>OAAP one year support plan. This will cover re-certification of a partner's existing, previously certified and registered product*, for one calendar year, between January through December, including:</p> <ul style="list-style-type: none"> <li>- Integration process for one (1) partner product</li> <li>- Four (4) hours of Lenel engineering API support</li> <li>- Current shipping Lenel OnGuard SDK kit</li> <li>- Current shipping Lenel OnGuard software with updated license file to existing partner dongle (license valid for 180 days)</li> <li>- One (1) certification test for one (1) partner product</li> <li>- Lenel web posting of product integration upon certification completion</li> <li>- Lenel-supported press release</li> </ul> <p><i>*IP Cameras are not subject to this. IP cameras will be blocked in groups of five. Each group of <b>additional group of five</b> will be priced at <b>\$1500 per group</b></i></p>	\$1,500.00
<b>OAAP- NEW-PRODUCT</b>	<p>OAAP support plan for the addition of one (1) product an OAAP partner wishes to add to be integrated and certified by Lenel, includes:</p> <ul style="list-style-type: none"> <li>- Initial partner registration/enrollment fee</li> <li>- Integration process for one (1) partner product*</li> <li>- Four (4) hours of Lenel engineering API support</li> <li>- Current shipping OnGuard software</li> </ul>	\$2,000.00

Part number	Description	Price
	<p>development kit (SDK)</p> <ul style="list-style-type: none"><li>- Current shipping OnGuard software with (2) license files and (2) hardware dongle (license valid for 180 days)</li><li>- One (1) certification test for one (1) partner product</li><li>- Lenel web posting of product integration upon certification completion</li><li>- Lenel supported press release</li></ul> <p><i>*IP Cameras are not subject to this. IP cameras will be blocked in groups of five. Each group of <b>additional group of five</b> will be priced at <b>\$2000</b> per group</i></p>	

## Checklist for Certification Testing

### ***Pre-requisites***

Member is under a current support plan or has pre-paid the testing fee for certification testing. If not, see the Post-certification and Re-certification sections related to testing and support prices or email [oaap@lenel.com](mailto:oaap@lenel.com) to get a quotation and proceed to the Checklist for Processing an Order with Lenel.

### ***Procedure for New Product Certifications***

1. Interface Documentation, and product user manuals, must be completed and submitted to [oaap@lenel.com](mailto:oaap@lenel.com) along with a request for certification. Certifications take place at Lenel's World Headquarters in Rochester, New York USA. Please forward three (3) dates at least three (3) weeks from today's date.
2. Lenel assumes that the OAAP member has reviewed Lenel's certification testing requirements included on the API resource disc and submitted questions or comments on the testing procedure in advance of the certification test.
3. If using the OpenDevice or OpenVideo API, the OAAP member must send its translator DLL to the assigned engineer for building of Accessory Add-on file required for certification. A unique Accessory Add-on is required for each unique member product version to OnGuard version being certified. If using DataConduIT, no such file is required.
4. The OAAP member ships any necessary hardware to Lenel at:  
  
Lenel Systems International, Inc.  
Attn: OAAP Quality Assurance Department  
1212 Pittsford-Victor Rd.  
Pittsford, New York 14534-3820 USA
5. Once Lenel builds the file(s), it will send to the member to re-install and unit test. Once verified, Lenel will finalize certification dates. If using DataConduIT, you may schedule immediately.
6. OAAP engineer must plan to be available at Lenel facilities for a two (2) day duration. This allows sufficient time for an interface to be thoroughly tested with an engineer present in the case a bug is discovered. Once the initial certification is completed, any subsequent version testing may be performed by Lenel without the engineer present within the next two (2) weeks. This allows both Lenel and the member the greatest degree of flexibility. Remote certifications are not acceptable for initial testing.

7. Lenel will supply a letter stating that certification has been obtained following a successful test.

### **Procedure for Product Re-certifications**

1. Interface Documentation must be completed and submitted to [oaap@lenel.com](mailto:oaap@lenel.com) along with a request for certification.
2. If using OpenDevice API, the OAAP member must send its translator DLL to the assigned engineer for building of Accessory Add-on file required for certification. A unique Accessory Add-on is required for each unique member product version to OnGuard version being certified. If using DataConduIT, no such file is required.
3. OAAP member ships any necessary hardware to Lenel at:  
  
Lenel Systems International, Inc.  
Attn: OAAP Quality Assurance Department  
1212 Pittsford-Victor Rd.  
Pittsford, New York 14534-3820 USA
4. Once Lenel builds the file(s), it will send to the member to re-install and verify. Once verified and necessary hardware has been received by Lenel, Lenel will proceed un-aided with certification of an interface within three (3) weeks, depending on existing schedules.
5. Lenel will supply a letter stating that certification has been obtained following a successful test.
6. Lenel will return necessary hardware to member upon request. This will require a major carrier shipping account ID. Lenel also has space available to house the hardware between certification tests. This can be beneficial in situations where customers want to test with hot fixes or have a unique configuration problem which needs attention by Lenel with hardware available.

## Checklist for Processing an Order with Lenel

1. To obtain a quotation for product, services, and/or support, please email your request to [oaap@lenel.com](mailto:oaap@lenel.com).
2. If sending money via wire transfer, please use this information for processing:

Mellon Bank 500 Ross St. Pittsburgh, Pennsylvania 15262 USA	Swift Code	melnus3p
	ABA	043000261
	ACCT	022-5980
	CR	Lenel Systems International, Inc.
	REF	Lenel OAAP
	Questions	Wire Room, +1-412-234-6200

Please fax your purchase order and quotation (if applicable) to +1-585-248-3567

3. If sending a check, please include your purchase order and quotation and send to:

Lenel Systems International, Inc.  
Attn: Alena Schneider/Order Entry/OAAP  
1212 Pittsford-Victor Rd.  
Pittsford, New York 14534-3820 USA

4. Please include with your purchase order your receiving address and a major shipping carrier identification number. Lenel will send your order via 2-day delivery unless requested otherwise.
5. If looking to establish credit terms with Lenel, please forward your Dun&Bradstreet ID# and credit references to [oaap@lenel.com](mailto:oaap@lenel.com).

## Checklist for Marketing

1. After obtaining a Lenel factory certification, a member will have two logos. The program membership logo identifies the organization as an OpenAccess Alliance Program Member. This logo should be used on all corporate communications to help raise awareness of your existing and prospective customers of your commitment to open architecture. The certified product interface logo should be used on all product communication to help raise awareness with your existing and prospective customers of your ongoing support of OnGuard versions they may be using or considering using.
2. Lenel works with OpenAccess Partners to support press releases which specifically aim to acknowledge the certification. Lenel supplies a template for such press releases and Partners are welcome to use these guidelines to produce a release. Each release must be approved by UTC Fire & Security. The press release can be an effective way of getting the message communicated to the industry of your development milestone.
3. Build a Lenel landing page on your web site. The page must be focused on your relationship with Lenel and your certified product interface. Here are some suggestions of information to include: Your product brand name/version, version(s) of OnGuard with certified interface(s), a description of your product(s), a description of why this interface delivers unique value for the customer, an architecture diagram depicting both your product and OnGuard, interface documentation requested in certification process, a primary contact for inquiries about the OnGuard interface, your sales contact(s), information on how a consumer might gain additional information (such as a webinar), generic specification information for bid specs, use cases of successful customer implementations, and a list of customers using the interface. This list is a sample of information which might be included. Once your Lenel landing page is built, please email the link to [oaap@lenel.com](mailto:oaap@lenel.com) for evaluation. If this page is deemed to provide enough data for Lenel to recommend customer to view it, Lenel will build a link from your profile on the OAAP member web page to the Lenel landing page on your site. Lenel does not provide general links to home pages of OAAP members as it does not directly assist in the gathering of specific information related to the interface.
4. Lenel does not as a principle provide any lists of our VARs, users, or any contacts in the consultant/specifier community.