



Add value.  
Inspire trust.

## Global Market Access

Capitalise on international opportunities by accessing global markets.

### Your challenges

Manufacturers, importers, retailers or traders seeking to bring their electrical and electronic products to the global market face challenges in managing compliance with technical regulations. In the absence of harmonised standards and requirements as well as differing national standards across countries, manufacturers need to be aware of the regulations for each country they want to access. Some countries and jurisdictions impose specific technical restrictions such as product testing, certification and shipment inspection requirements. In addition, the complex regulatory framework in some countries is constantly being updated and expanded.

### What is Global Market Access?

Global Market Access (GMA) is the process of determining applicable regulations and managing product compliance to those regulations with respect to accessing global markets.

### Why is GMA important for your business?

Bringing electrical and electronic products to market in different countries is complicated. Non-compliant products must be redesigned or reengineered, resulting in delays and loss of revenue. Customs officials may impound or deny access to non-compliant products, exposing manufacturers to potential legal consequences.

### TÜV SÜD's GMA services

We act as your international regulatory approvals department. Our experts provide guidance on the compliance requirements and approval strategy for each country. We also perform product testing to the correct test standards as required, in some cases provide access to local representation for clients with no presence in the respective countries, prepare applications on your behalf, perform a post-submission follow-up with the authorities/certification bodies, conduct training for your staff on technical standards used for implementation of regulations, and update you on the latest regulatory changes.

## TÜV SÜD'S GMA SERVICES AT A GLANCE

TESTING SERVICES	GMA Team	<ul style="list-style-type: none"> <li>Identify regulations and standards that are applicable in the target countries.</li> </ul>
	Engineering Team	<ul style="list-style-type: none"> <li>Test the product to the applicable technical standards and national deviations.</li> </ul>
INSPECTION SERVICES	GMA Team	<ul style="list-style-type: none"> <li>Advise if a factory inspection is needed.</li> <li>Analyse the national standards for factory inspection if an inspection is needed.</li> </ul>
	Inspection Team	<ul style="list-style-type: none"> <li>Arrange and conduct the factory inspection.</li> </ul>
APPROVAL SERVICES	GMA Team	<ul style="list-style-type: none"> <li>Provide guidance on the completion of application documents and preparation of samples, if needed.</li> <li>Submit the application to the authority/certification body and follow up accordingly.</li> <li>Provide professional support in solving technical problems that are raised by the authority/certification body.</li> <li>Apply for approval to support import of goods, if applicable.</li> </ul>
POST-APPROVAL SERVICES	GMA Team	<ul style="list-style-type: none"> <li>Advise clients on the Approval Programme to support the ongoing maintenance of certificates as well as market surveillance requirements.</li> <li>Arrange for testing, inspection or certification renewals as needed to comply with changing regulations.</li> <li>Provide professional support to solve any technical problems that are raised by the authority/certification body.</li> </ul>

### Your business benefits

- **Save time and money** – by reducing time-to-market and the costs of market access. We perform a single test for a product or a family of models, accounting for national differences, to reduce the cost of multiple tests.
- **Minimise risk** – through independent third-party testing and verification to ensure compliance.
- **Gain a competitive edge** – with TÜV SÜD's knowledge and research to support optimal decision-making.
- **Benefit from an expert partnership** – with in-depth understanding of the latest changes and updates to the various guidelines and regulations.

### Why choose TÜV SÜD?

As a globally renowned solutions provider, TÜV SÜD has strong working relationships with regulators and national certification bodies in key markets. We are designated as a Conformity Assessment Body through Mutual Recognition Agreements (MRA) with various regulators across the globe for issuing test reports/ Certificate of Approval for products sold to the countries of MRA partners. We act as a Notified Body for various European Directives and are authorised by OSHA as a Nationally Recognized testing Laboratory (NRTL) in America. We participate actively in the international Conformity Assessment arena, such as the IECEE

CB Scheme, where we are among the top issuers of certificates for the product categories. Our GMA service is accessible to you worldwide through our team of dedicated GMA managers who are able to work and converse in your language.

### Add value. Inspire trust.

TÜV SÜD is a premium quality, safety and sustainability solutions provider that specialises in testing, inspection, auditing, certification, training and knowledge services. Represented in over 800 locations worldwide, we hold accreditations in Europe, the Americas, the Middle East, Asia and Africa. By delivering objective solutions to our customers, we add tangible value to businesses, consumers and the environment.

### Related services

TÜV SÜD provides the following related services:

- Testing and certification of components and materials used in the final product
- Testing of final product for compliance to safety, EMC, energy efficiency and telecommunications standards
- Quality management system training
- Quality management system certification