

Benefits of CSIA Membership for Control System Integrators

Learn more at www.controlsys.org

Annual Conference and Meeting

The conference provides business education. It also provides networking with peers and automation vendors which frequently leads to expanded business opportunities.

2012 - Scottsdale, AZ

2013 - St. Petersburg, FL

Best Practices Manual (8 Sections)

- General Management
- Human Resources Management
- Marketing, Business Development, Sales Management
- Financial Management
- Project Management
- System Development Lifecycle (design reviews, assembly standards, FAT, SAT)
- Supporting Activities (i.e., CAD standards, reuse library)
- Quality Assurance Management

CSIA Certification

The audit is based on the 76 most critical Best Practices criteria. Recertification is required every three years. Audit preparation improves business operations! Certification is a marketing differentiator!

Industry-Specific Business Insurance

General liability, professional E&O, performance bonding

Web 2.0 Website, including a private CSIA online community

Among other features, discussions on Best Practices and business topics are typical.

Training

- Sales Training for Professionals
- Client Communications for Engineers

Training Webinars

Examples: Legal Issues, Contract Concerns, Personnel Safety, The Use of Online Directories, Risk Management.

"Find an Integrator"

This is a feature on our website for clients to locate CSIA members that meets their automation needs.

Member Surveys

Examples: How do integrators market their companies? What do automation vendors (i.e. Siemens, Rockwell, GE) factor into their system integrator programs?

Business Documents

Examples: Terms and Conditions, Project Risk Assessment

CSI Industry Specific Statistics

Financial and business statistics are gathered and used to benchmark our CSI industry.

Peer Groups

Peer Groups are integrator members who meet a few times per year to learn from one another about a wide variety of business topics. Typically there are about five and are geographically separated so they are not competitors.



CSIA is committed to the development of the business capabilities of control system integration companies globally and their implementation of best practices in order to provide a healthy, low-risk channel for the application of automation technology to their industrial clients.



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