Commonwealth Standards Network

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Department for International Development

UKaid from the British people

Standardization Strategy:

NSB Business Development

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The role of NSBs:

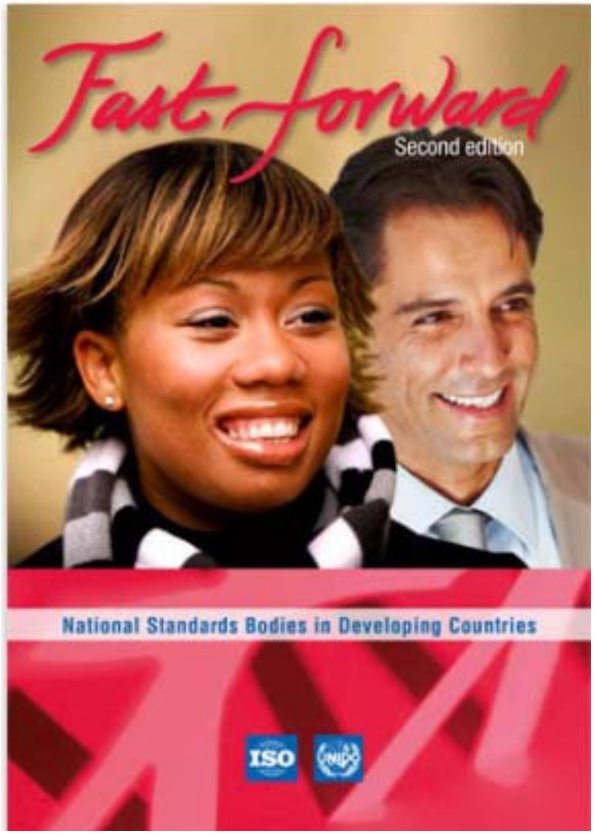
- Role of NSBs has been evolving- getting more complex as standards and world trade get more complex;
- Effects of globalization → increased range of standardization activities;
  - e.g. Management systems, IT.
- Role of NSB has been traditionally been Standards, the NSBs that develop and promote them in individual countries, cannot stand alone.

Conformity assessment, accreditation, metrology and standards, which are components of the quality infrastructure (QI), all play a part in the integrated technical mix that is necessary for a country to be able to trade successfully, both bilaterally and within the multilateral trading system.

NSB Business Development:

- This publication will help developing countries and countries with economies in transition make optimal use of national standardization infrastructure as a lever for economic development, trading capacity and support for consumer, social and environmental protection.
- It's a practical tool for people tasked with the establishment, upgrading and management of a national standards body. Prepared jointly by ISO and UNIDO.

https://www.iso.org/publication/PUB100038.html



NSB Business Development:

- National adoptions of standards

You have rights to sell ISO standards and publications, and use copyright and trademarks according to your member category:

	Full members	Correspondent members	Subscriber members
Download ISO standards from ISOSTD for national adoption, translation or sale in Word, PDF, XML and ePub formats	Yes	Yes	No
Reproduce, translate or adapt commercial publications (other than ISO standards) to sell to your customers	Yes	Yes	No
Reproduce, adapt and translate ISO promotional publications and videos for local use	Yes	Yes	No

Case study: DIN

- Membership fees (€200 to €266,000 membership fees – depending on size of business);
- 1 to 5 free seats in committees, then need to pay additional;
- Fee to reproduce standards;
- Targeted DIN support for committees (National, Regional, International).

Case study: ANSI

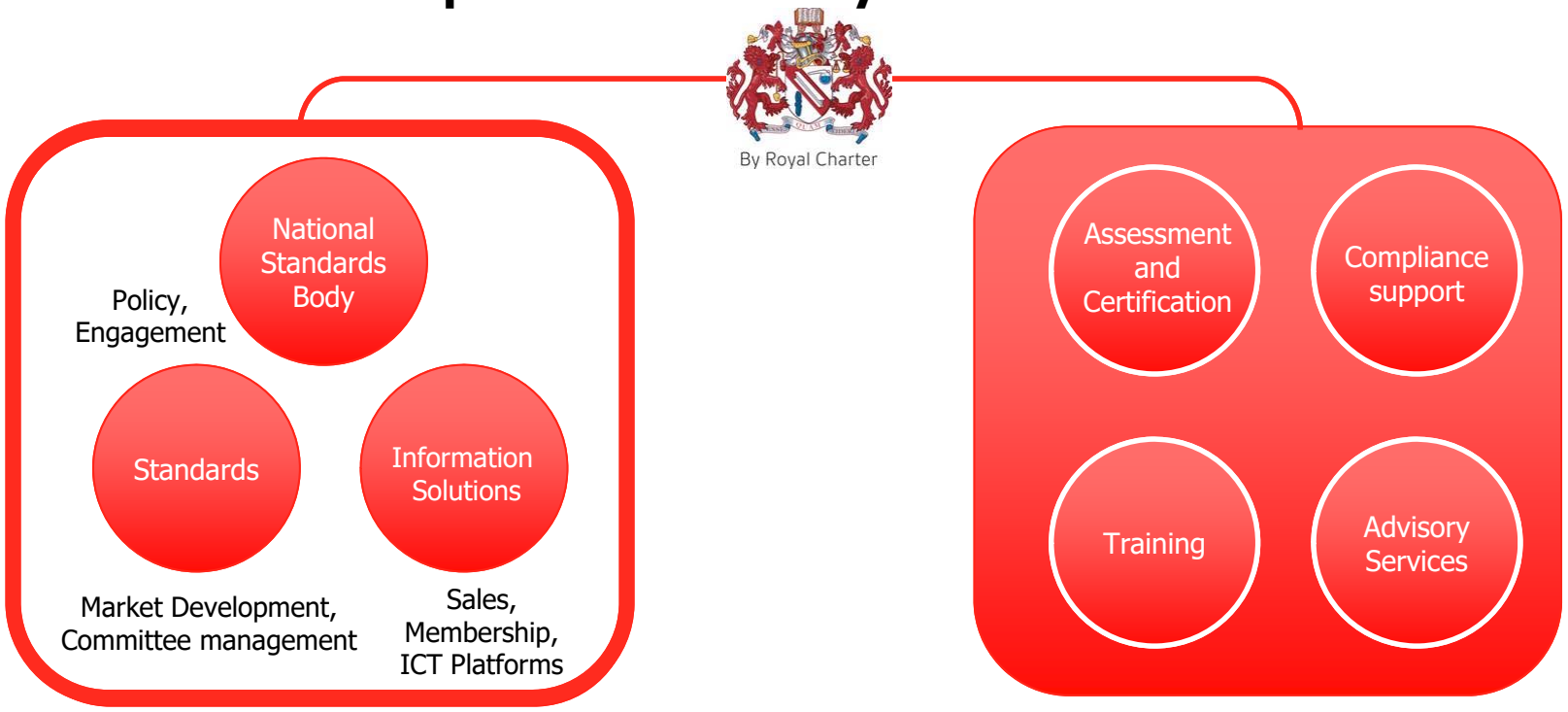
- **ANSI** facilitates the development of American National Standards (ANS) by accrediting the procedures of standards developing organizations (SDOs).
  - As of January 2018, some 237 standards developers were accredited by ANSI;
  - In order to maintain ANSI accreditation, standards developers are required to consistently adhere to a set of requirements or procedures known as the "*ANSI Essential Requirements*", that govern the consensus development process.

ANSI American National Standards Institute

NSB Business Development: Case study- BSI

- BSI is a non-profit distributing Royal Charter Company.
- BSI is recognised by UK Government as the UK's NSB; this status is formally codified in a Memorandum of Understanding (MoU).
- The MoU also recognizes BSI's status as the UK member of the international and European standards organizations (ISO/IEC and CEN/CENELEC respectively).
- BSI is also a signatory to the Code of Good Practice for the preparation, adoption and application of standards, Annex 3 to the WTO TBT Agreement.

NSB Business Development: Case study- BSI



NSB Business Development: Case study- BSI

- BSI NSB
  - Standards Develop & Publishing (Knowledge):
    - Free to participate in standards development;
    - BSI publishes and sells standards;
    - Standards services (PAS, Consultancy);

- BSI Group
  - Professional services;
  - Voluntary assurance;
  - Regulatory services.

NSB Business Development:

Case study- BSI

Revenue

£473.0m +18%

2016: £401.8m

Underlying operating profit

£59.5m +19%

2016: £50.1m

Operating profit

£55.3m +17%

2016: £47.3m

Cash and deposits

£67.8m +41%

2016: £48.1m

Net asset value

£120.3m +45%

2016: £82.9m

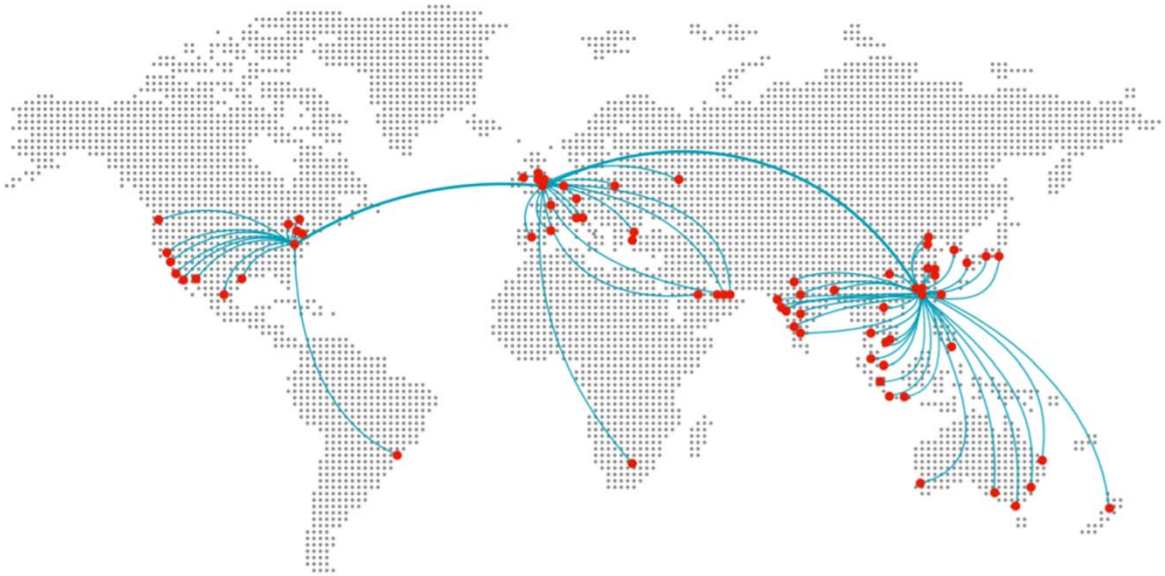
Average employees

4,333 +13%

2016: 3,835

NSB Business Development: Case study- BSI

- 90 offices in 31 countries



Commonwealth Standards Network

NSB Business Development: Case study- BSI

Knowledge

Standards Development and Publishing

The core of our business is the knowledge that we create and impart to our clients. In the standards arena we continue to build our reputation as an expert body, bringing together subject specialists from industry to shape standards at national, regional and international levels.

Revenue

£60.7m

2016: £59.4m

13% of Group revenue

Read more on p26

Assurance

Systems and Product Certification and Training

Independent assessment of the conformity of a process or product to a particular standard provides trust and ensures that our clients perform to a high level of excellence. We train our clients in world-class implementation and auditing techniques to ensure they maximize the benefits of our standards.

Revenue

£337.7m

2016: £295.5m

71% of Group revenue

Read more on p27

Compliance

Consultancy and Supply Chain Solutions

To experience real, long-term, benefits, our clients need to ensure ongoing compliance to a standard so that it becomes an embedded habit. We provide consultancy services and differentiated management tools to facilitate this process.

Revenue

£74.6m

2016: £46.9m

16% of Group revenue

Read more on p28

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NSB Business Development: Case study- BSI

- Standards sales
  - Licencing;
  - BSOL;
  - Single copy sales.
- Membership
- UK Government funding
- Standards services
  - PAS;
  - Consultancy.
- Product solutions
  - Compliance navigator

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National Standardization Strategy: Case Study- BSI

- Committee members 12,000
- Nominating Bodies 2,500
- Technical and Subcommittees 1,200
- Current projects 7,000
- Standards published annually 2,700

National Standardization Strategy: Case Study- BSI

Products

Beginning in 1901, the first standards focused on product specifications to harmonize and facilitate commerce and reduce duplication. These are still the most numerous standards, including:

- Steel specifications
- Construction
- Agricultural commodities
- Consumer and electrical products
- Personal safety equipment
- Medical devices

Business processes

The next generation of standards focused on business processes to ensure consistent quality output.

BSI shaped forerunner standards for:

- Quality management (ISO 9001)
- Information security (ISO/IEC 27001)
- Environment management (ISO 14001)
- Occupational health and safety (ISO 5001)
- IT service management (ISO/IEC 20000-1)
- Business continuity (ISO 22301)
- Sustainable events (ISO 20121)

Business potential

The new generation of standards is centred around people behaviour and values to help organizations realize potential and protect their corporate reputation.

Key standards include:

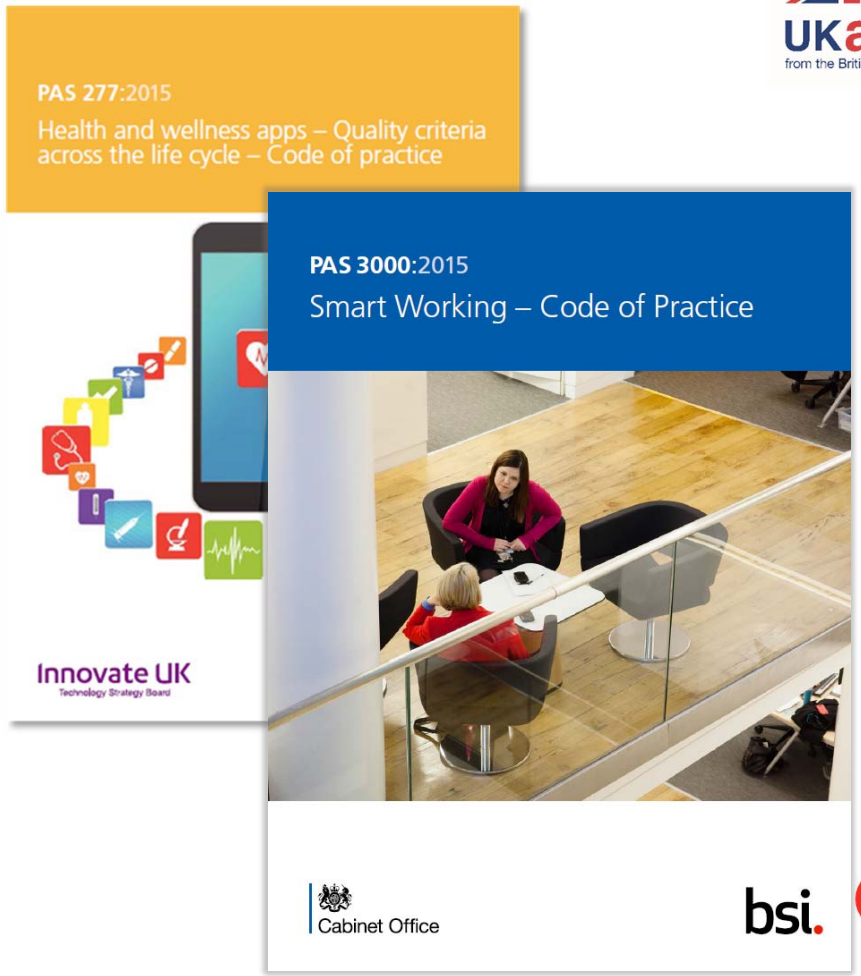
- Anti-bribery management system (BS 10500, now ISO 37001)
- Corporate social responsibility guidance (ISO 26001)
- Collaborative business relationships (BS 11000, now ISO 44001)

NSB Business Development: Case study- BSI

- Sector focus:

NSB Business Development: Case Study- BSI, PAS:

- Fast track standard making process;
- Developed in response to a particular need identified by industry, government or academia;
- Developed by a dedicated project team;
- Provides the base documents for full British, European or International (ISO/IEC) Standards;
- Complements and compliant with formal standard making process.



NSB Business Development: Shaping policy of international standards bodies

- BSI Policy team takes leadership roles in all of the international standards bodies wherever possible, working to shape the policy, strategy and outputs of all these organizations:
  - Chairing the CEN/CENELEC strategy 2020 implementation;
  - Chairing the European side in the EU-US standards agreement (linked to TTIP);
  - Linking international policy to standards development through ISO TMB;
  - Influencing ISO to meet international market needs.

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