

## The SETNET Home Systems Design Service

All Designs start with a Scoping Stage. In the scoping stage we ask you to fill out a set of “Tick Sheets” that tells us what features are desired and where they will go. From these lists, we then create an initial bill of materials (BOM). Next, you take the bill of materials (that also shows a very rough idea of labor) and study it to be sure it’s what the customer wants. Often there are a substantial number of questions that’s followed by another phase of scoping. It’s not unusual to have numerous modifications to the original BOM. Of course every time we rework the original, there will be an additional labor charge.

After the final BOM is ready, the design stage can start. This will require one and often numerous on-site trips. The entire process is often called a “System Design”. However, it is not a completed design until well after the initial BOM and all modifications are completed. Once you complete the scoping stage and all reworks of the “Tick Sheets”, we can enter the actual design stage. Until the design stage is completed, there is no talk of how and where to pull cables, or how to install and program the devices, that can be done as OJT or in a supervisory basis only. When installing restricted brands, we may refer you to an authorized dealer for that product, who we will work closely with.

### On the Job Training/On Site Supervision

Aside from scoping and designing, we offer an On the Job Training (OJT) service. Should you require assistance on your first install or large installs, we will provide you with experienced integrators who will travel to your job site and instruct you as you install the products. We work closely with a top integrators to provide this service and we will manage the visits for them. This is done on an hourly basis, with all travel expenses provided by you. To arrange for this service simply give us a call.

### Scoping and Designing

Here are some of our typical charges. Note that each case is different and these are guidelines again.

- |                         |  |                     |
|-------------------------|--|---------------------|
| • Initial Scoping Fee - | Based on how large the project is. Minimum of:     | \$500               |
| • Each Scoping Rework - | Based on quantity of changes required @            | \$Hourly Rate       |
| • Design Fee -          | Based on overall scope of job and # visits to site | \$Hourly & Material |
| • OJT -                 | Based on overall scope of job and your skill set   | \$Hourly & Material |
| • On Site Supervision - | Based on overall scope of job and # visits to site | \$Hourly & Material |

### Why we offer these Services

We offer these services because we sell products. So, we only work on projects where we are the parts suppliers! We are not interested in working on projects unless we are the parts suppliers.

### A WORD ABOUT RESTRICTED BRANDS!

During many of our training programs we promote the fact that we can be contracted to do designs for you on large projects. Some of the brands we discuss are restricted to “Authorized Dealers” only. If you are the authorized dealer for the brands we use in our designs, then we may offer you additional programming/integration and support on these brands. However, if you are not an authorized dealer for these brands, the sale of the parts must be through an approved dealer for that brand. We can provide you with an authorized installer and/or we can supply some protected brands directly to your customer. **There is always a place for an authorized installer to reward you for bringing them a new sale.**

- Runco
- Crestron
- Marantz
- Atlantic Technology
- Stewart Filmscreen
- Escient

Date \_\_\_ / \_\_\_ / \_\_\_

Job Name \_\_\_\_\_ Dealer Address \_\_\_\_\_

Dealer City \_\_\_\_\_ ST \_\_ ZIP \_\_\_\_\_ Phone \_\_\_\_\_

Dealer Name \_\_\_\_\_ Phone \_\_\_\_\_ Email \_\_\_\_\_





















