

## 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 if 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



1. **Will the room be used for Media Purposes only, or shared as a Family Room?** \_\_\_\_\_
2. **Will the room have a Front Projector, Big Screen or Plasma TV?** \_\_\_\_\_
3. **Will the Video Screen, Plasma or TV be located in the center of a wall?** \_\_\_\_\_
  - If not, a True Surround Sound and Video presentation may not be possible.
4. **Can the room be made completely dark for daytime viewing?** \_\_\_\_\_
  - If not and using a front projector, a more expensive, brighter projector may be required.
  - If not, black out shades and/or drapes may be required.
  - None or very few windows are desired. How much of the room is covered by windows? \_\_\_\_\_
5. **What are Video Sources to be used?**
  - Cable TV \_\_\_\_\_
  - Rooftop Antennae \_\_\_\_\_
  - DVD \_\_\_\_\_
  - DSS or C Band Satellite \_\_\_\_\_
  - VCR Tape \_\_\_\_\_
6. **Will the viewing be for Movies or TV primarily?** \_\_\_\_\_
  - If viewing is for movies, suggest that the screen be a 16x9 shape.
  - If viewing is for TV, suggest that the screen be a 4x3 shape.
  - If both is desired, suggest 16x9 screen with motorized masks for viewing 4x3 (Front Projection).
7. **Is High Definition Viewing Desired?** \_\_\_\_\_
8. **If a Plasma TV is desired, will it be surface mounted or will a recessed wall enclosure be desired?** \_\_\_\_\_
  - With a recessed enclosure for the plasma TV, it is possible to flush mount the Plasma into a wall with very little if any of the Plasma that is not flush mounted. Trim bezels are available to match almost any room décor.
9. **What is the desired screen size (diagonal in inches)?** \_\_\_\_\_
  - Actual screen size may become a factor of the room shape.
10. **What is shape of screen to be installed? 16x9 (Movies) or 4x3 (TV)** \_\_\_\_\_
  - Whatever the size, shape or type of the screen to be installed, the General Contractor must plan for a way to bring the screen into the room for mounting. In some occasions, the screen must be brought into the room before the walls are closed in or there will be no way to get the screen into the room later.
11. **If a screen is installed, will it be fixed or motorized?** \_\_\_\_\_
  - If screen is fixed, carpenter must plan for mounting before designing cabinetry.
12. **If 16x9 screen is to be motorized, is a motorized mask to hide the left and right areas when viewing 4x3 desired?** \_\_\_\_\_
13. **Is the room shaped correctly for surround sound?** \_\_\_\_\_
  - Room should be a rectangular shape with viewing end on the shortest dimension wall.
  - There should be no sound holes (Areas where the room has no solid wall or empties into another room).
14. **What is the height of the ceiling?** \_\_\_\_\_
15. **Is the ceiling the same height throughout the room?** \_\_\_\_\_
16. **Will a table or a ceiling mounted front projector be used?** \_\_\_\_\_
17. **If a Front Projector is selected, will the lens of the Projector be in a direct line with the top of the screen if the projector is mounted to the ceiling?** \_\_\_\_\_
  - This may not be possible with tray or vaulted ceiling and may require a motorized lift table.
  - Maximum motorized lift travel is limited in length and may not work on all ceilings.
18. **Will the front projector be located in the rear of the room instead of the ceiling?** \_\_\_\_\_
  - If so, then an expensive special lens may be required to install the projector correctly.
  - The exact placement of the front projector is a factor of the diagonal dimension of the screen. The projector can not be placed just anywhere. It has a specific location where it must be mounted.
19. **Is a motorized lift table desired to completely hide the projector into the ceiling?** \_\_\_\_\_
  - If so, space to disappear the projector into the ceiling must be planned by the carpenter and/or contractor.
20. **What is the shape of the room (Length x Width)** \_\_\_\_\_
21. **What shape of speakers is desired?** \_\_\_\_\_
  - All Speakers are in-walls. \_\_\_\_\_
  - Front Speakers are cabinet style and rear speakers are in-walls. \_\_\_\_\_
  - All Speakers are the cabinet style. \_\_\_\_\_
22. **If front projection is used, will all front speakers have to be behind the screen?** \_\_\_\_\_

- If so, this will require a special perforated screen. This screen will lose some projector light through these holes and may require a brighter projector and higher gain screen as such.
23. ***If front projection is used, what type of projector is desired?*** \_\_\_\_\_
- LCD (Liquid Crystal Display) – Cheapest type, Often brighter than other types, poorest color level of all types, easy setup, easy to maintain. This is the economy choice adequate for most media rooms, but not considered Theater level.
  - DLP (digital Light Projector) – Medium priced, better color than LCD but not as bright typically. More expensive brighter models are available. Easy setup, easy to maintain. Best choice for most installs. This is the most common choice for the average upscale Home Theaters.
  - CRT (Cathode Ray Tubes) – Highest priced, best color, average brightness. Difficult setup and requires routine maintenance to re-converge the projector. This is the choice when the top of the line equipment is desired and budget is not a factor.
  - All types have a limited bulb life requiring replacement. Life of bulb ranges from 1,000 to 2,000 viewing hours on all type projectors.
24. ***How many Speakers are desired for the Surround System?***
- 5.1 = Front Left/Right/Center, Rear Left/Right, Subwoofer \_\_\_\_\_
  - 7.1 = Front Left/Right/Center, Rear Left/Right, Rear Left/Right located on side walls, Subwoofer \_\_\_\_\_
25. ***Can additional subwoofers be added? This is mandatory is larger rooms for adequate sound quality.*** \_\_\_\_\_
26. ***Will the subwoofers be in-wall or Cabinet type?*** \_\_\_\_\_
27. ***Will the room have acoustic treatment installed?*** \_\_\_\_\_
- This is desired in all installations and can make for a better sound than increasing the quality or cost of the speakers. The best speakers in a poorly shaped room with bad acoustics will still sound rough!
  - Several methods to improve the sound of the room exist. Often times the placement of a few acoustic panels can make a remarkable difference without installing panels throughout the room.
  - Acoustic panels can often be recessed into the wall and covered by fabric.
28. ***Is the room to be a "Theme Theater" with all walls, ceiling and floors to be treated acoustically?*** \_\_\_\_\_
29. ***Is the room to have Theater Seating installed?*** \_\_\_\_\_
- If so how many seats are desired? \_\_\_\_\_
  - Seat quantity may be limited by size of room and viewing angle to the screen.
30. ***If Theater seating is desired, are cup holders desired in each seat?*** \_\_\_\_\_
31. ***If Theater seating is desired, is a rocker style seat, recliner or fixed seating desired?*** \_\_\_\_\_
- Rocker and fixed seating takes less space and are more economical.
  - Recliner seats require more floor space and are the most expensive type.
32. ***Is there a high ambient sound level?*** \_\_\_\_\_
- Does the room hear the noise from the street or other sources of background noise? \_\_\_\_\_
  - Does the HVAC vent make noise when the air is moving? \_\_\_\_\_
  - Where is the HVAC vent in relation to the screen? \_\_\_\_\_
33. ***Is soundproofing desired that can limit the amount of sound escaping from the Media Room?*** \_\_\_\_\_
34. ***Will control of the Room's Lighting be desired?*** \_\_\_\_\_
- If so, should all light switches be hidden from view and controlled by a scene switch instead? \_\_\_\_\_
35. ***What method of controlling the audio visual system (A/V) is desired?*** \_\_\_\_\_
- Wireless Touchscreen
  - Touchscreen mounted in Theater Seat
  - Touchscreen mounted on Table
  - Handheld Remote Control (Least Expensive)
36. ***Is there room for the Audio-Visual components to be installed into a recessed wall rack or will the A/V gear be installed into cabinetry?*** \_\_\_\_\_
37. ***Are there any special requests from the customer that is not included in this planning guide?*** \_\_\_\_\_
38. Comments: \_\_\_\_\_