



1 April 2014

To Whom It May Concern

RE: Reference for DIB

Frankston High School is a large government, multi campus secondary school with over 1700 students from years 7-12.

Frankston High School has installed over 80 interactive data projector / whiteboard / flat panel / speaker / JED control solutions across the school over the past 4 years, through a variety of audio visual supply and installation companies.

This reference is to attest to DIB's work, prices and professionalism as our preferred supplier and installer of audio visual equipment.

DIB has been responsible for advising and installing around 30 of our most recent audio visual solutions and without a doubt their advice and work has stood out from the rest.

DIB has proven themselves to be extremely knowledgeable regarding the latest products, systems, solutions and trends in the audio visual market, but more importantly about how these solutions and trends are being used and impacting education – specifically primary and secondary schools and they know what works and what doesn't.

DIB has also been able to suggest schools to contact or visit to discuss strategies, brands, see 'goods' in action or just for inspiration before you design your learning space's AV needs.

DIB quotes have been very competitive and they have been flexible enough to provide a variety of options for different budget constraints when required.

DIB's installations have been fantastic. Our sales representative has always consulted closely with us on our requirements on a room by room basis. DIB's install manager has been able to work some miracles for us in terms of installation dates, times and last minute demands and all work has been completed in a more than timely manner.

Probably the most impressive aspect of DIB's work however, has been their installations. Impeccably clean and expertly undertaken, DIB's installers have been nothing but fantastic. No rubbish or other mess has been left in classrooms and all packaging has been removed.

Frankston has been so impressed by DIB's work that we have also employed their services for the repair, maintenance and servicing of our audio visual systems and resources.

We look forward to working with them in the future.

If you would like any further information on DIB or to ask any questions, I am happy to be contacted at school on (03)9783 7955 or email gheale@fhs.vic.edu.au

Yours faithfully

Greg Heale
Director of e-Learning