



Re: Understanding quotes on Audio Visual systems.

When quotes for AV systems look so similar, how can I tell the difference?
Please find below a Quote Comparison Checklist, to assist you in making this process easy.

LIST OF COMPARISONS TO MAKE	CHECKED
Display and Sound	
Projectors - Are they both EXACTLY the same model (or Brand)?	
Speakers - Is the BRAND and model EXACTLY the same?	
Shipping Costs - Are these INCLUDED or excluded in the quote?	
Installation	
Quality of Installation - Are subcontractors completing the installation? >> NOTE - DIB's own technicians run and manage all installations, not subcontractors	
Cabling (length & quality)	
What Types of Cabling are included? For example, both VGA & HDMI?	
Are cables being terminated in the same place? Cable lengths can vary and this impacts price, especially with HDMI.	
Do you have a long (Over 10m) HDMI cable run? If "YES", has HDMI signal extension hardware been allowed for? NOTE: If longer HDMI cables / lower quality branded cables are used, this can cause significant issues with the HDMI signal dropping out.	
What BRAND of cable is being used? As mentioned, quality of cabling will impact the end result of the installation. DIB only use the high quality Kramer Australia cables.	
Are flyleads (the cable from wall plate to laptop) included?	
Control Panel	
Is a wall control panel included? (such as a Joey, JED or Extron)	
If "YES" is it the same make, model and how many buttons does the panel have?	

Warranty	
How many years warranty does each quote include?	
Are the warranty terms ONSITE or back to base? Back to base warranty terms can incur additional costs at school's expense to send hardware back to supplier.	
Is training of AV system provided?	
Service	
>> <i>Does the AV provider have a dedicated Service Department with full time personnel employed just to respond to your needs and keep you operational and happy (DIB does)?</i>	
References	
Can the new AV company provide references from similar other clients so you can call up and confirm their ability and service levels?	
Check 1-3 references with a simple phone call to confirm you have a great, well-supported AV solution.	

We hope you find this simple AV Quote Checklist helpful. If you require any further assistance or have questions related to a quote, please don't hesitate to call DIB Audio Visual on [\(03\) 9457-4800](tel:0394574800).