

10 QUESTIONS TO QUALIFY YOUR SYSTEMS INTEGRATOR

Ask your *low-voltage* systems integration firm to answer the following questions...

What is your **CORE** competency?

Is *low-voltage* systems integration your **MAIN BUSINESS ACTIVITY**?

Do you have full-time, **IN-HOUSE STAFF** trained in the following disciplines?

- Design
- Engineering
- Project Management
- Systems Programming
- Service

List the names of **CURRENT PROJECTS** that integrate at least four distinct systems:

- Communications Networks
- Surveillance Cameras & Door Access
- Whole House Audio & Video Systems
- Security & Life Safety Systems
- Lighting Controls & Motorized Window Treatments
- Environmental Controls

What is your **SYSTEM & PROCESS** for design and engineering documentation (include your delivery method for collaboration with other project team members)?

What is your planned method of **COMMUNICATION & COLLABORATION** between your firm and the project electrical contractor?

What industry specific **LICENSE(S), CERTIFICATION(S) & ASSOCIATION MEMBERSHIP(S)** does your firm possess?

How does your firm physically and financially **MANAGE, INSURE, AND SUPPORT** large-scale projects? Do you have any current projects demonstrating this ability to execute large-scale projects?

Does your firm have a written employee manual and established **SAFETY PLAN**?

What type of **24/7/365 AFTER-CARE SUPPORT** does your firm provide?