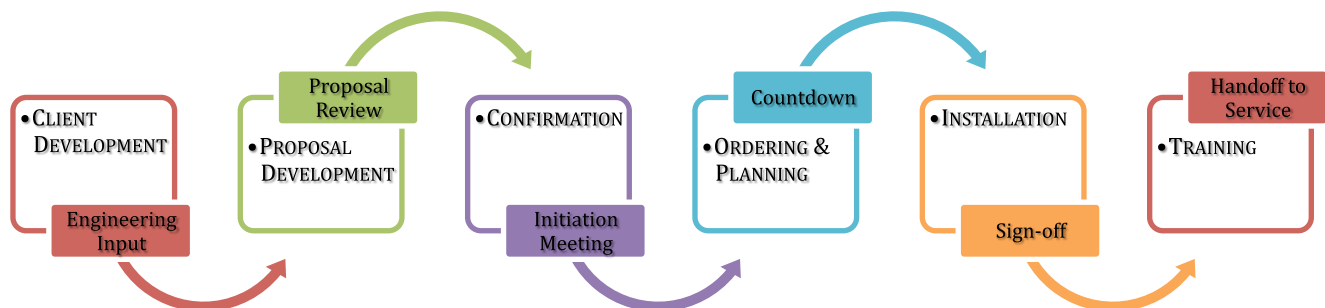




Webinar: Redefining the Sales and Delivery Process for Systems Integration

Today's AV Integrators use a proposal development and project management system that is thirty years old. This linear process is based on job descriptions and knowledge silos that lead to work backlogs and lost information. Compounding these issues are increasingly complex projects developed with ever-shorter timelines that often involve outside Design Consultants, multiple contractors, and sub-contractors. The AV Integrator must respond to the schedules and plans of outsiders while at the same time juggling multiple projects of their own.

In this two-hour course we will define a process flow that will help the integrator maximize available time, avoid backlogs, meet deadlines, and achieve 100% project completion.



The solution is to eschew the traditional linear process with its back-loaded, just-in-time tasks in favor of a more fluid process flow that is based on project stages, trigger points, and parallel processes. This system will allow the integrator to seamlessly manage projects across multiple offices. We will look at the roles of pre-proposal evaluations, scope of work, project management, training, and service agreements in achieving the highest quality of finished product.

Fee Structure:

The base fee for this event is \$2500.00 for the first ten attendees, plus \$150.00 for each additional attendee. For more information or to learn about in-person options, contact Tom Stimson: tom@trstimson.com 214-553-7077