

### **3-Ways of Contracting for Design/Installation Services:**

The *International Communications Industry Association* has published a comprehensive book detailing the system design and integration process for the AV/IT and construction industries – *Audiovisual Best Practices*. Digital Roads has adopted these standards.

DRI has chosen to only participate in procurement processes that are consistent with one of the top three methods of project development. In this way we are able to best insure a successful project that is on time and within budget.

### **Bid**

Digital Roads will submit a competitive proposal for integration services when the project scope has been defined. A project with a defined scope will have the following:

1. narrative description of the desired functionality
2. budget range or description of quality expectations
3. minimum equipment specifications

Digital Roads consistently delivers “best value” through innovation. This is possible only when project goals are clearly understood and are in line with project funding. As consumers we all want our technology purchases to be as future proof as possible.

**Design/Build** – The majority of large organizations prefer this method of contracting for integration because of the clear benefits derived from the partnership. Planning and system development can be more dynamic and flexible so able to take advantage of the newest technology.

Design services can be obtained more economically and there is always a better discover process around future system requirements. In this model the system design and scope are defined through a collaborative needs assessment process. One price covers system design consulting, engineering, procurement, installation and a one year on site warranty.

**Design Consulting** – When getting the best price is required through a competitive process then an “apples to apples” comparison is essential. Digital Roads offers design consulting services to assist you in defining your project's scope and specifications. Once you have clear technical documentation for the proposed system you can publish it through an RFQ or similar competitive Bid process. The quotes you receive can then be evaluated on a level playing field. Depending on procurement rules and scope of the consulting contract Digital Roads, Inc. may submit an offering along with other vendors for consideration. With the more complex systems Digital Roads may contract for additional consulting services beyond the solicitation documentation. Consulting services can include: technical evaluation of BID responses, evaluating and responding to change order requests, construction management and final system acceptance. As an “Audio Visual Certified Solutions Provider” we are experts in system design and we know how work should be done to insure reliability and longevity.