



The Design / Build Difference

At AVT.ca, we have established ourselves as a systems-integration company and take a 'Design / Build' approach to building Audio video systems. With the 'Design / Build' approach, you will eliminate the negatives that are part and parcel with the 'Consult / Tender' buying method. Some of the major problems with the "Consult / Tender" buying method are:

- Finger - pointing when problems and obstacles arise due to consultant oversight.
- Difficult and more costly change orders.
- Lack of rapport with the actual system builder due to being one step away, through the consultant.

The 'Consult / Tender' model is an inefficient approach that can leave you with a feeling of uncertainty regarding your project.

By subscribing to the 'Design / Build' philosophy, AVT.ca will act as your consultant, designer, vendor, installer and follow-up service team. This process provides you with many clear benefits, including:

- The ability to negotiate the details of one contract for the entire project.
- One point of contact for all stages of the A/V work.
- 100% accountability, with no middle-man (the consultant).
- An established and streamlined internal workflow making for efficient and cost-effective project progress.
- or invisible change orders and change order execution.

While a consultant can offer you advice during one phase of your project, AVT.ca will provide you with a dedicated team of professionals every step of the way.

We recognize that when it comes down to it, there is no single solution for any problem. We will discuss solutions with you that are tailored to meet your needs and your budget.

Our process ensures that your project will live up to our high quality standards and will meet your expectations. We pride ourselves on our ability to assess your needs and will provide you with the most cost-effective, efficient and high quality solution.