

Dealer Services

Axiom Design was founded in 1992 as an independent residential technology consulting, design, engineering, and programming services company. For over two decades, we have served as a valuable team member on several hundred successful projects throughout the USA and abroad.

We are a creative and process-driven company with a diverse team of professionals dedicated to making every project a success. Success to Axiom Design is where the project is profitable, the clients' design team becomes a constant source of referrals to you, and the client becomes a client for life due to the great satisfaction they receive from their technology systems. It is with these goals that we present the following services that we may assist you with. You may find one or all of these services to be just what is needed to help your business become more efficient and profitable. Please feel free to reach out to us for a quote on any of the following services:

1 - Bid Analysis & Peer Review

As you have no doubt experienced, it is extremely frustrating to lose a project to a competitor when convinced your design meets the clients' needs best and the competitor's solution is inferior. This puts you on the defense when the client assumes you are overcharging for your products & services or that you did not correctly scope their needs. Axiom Design can step in as a neutral authority when this happens to help educate and allow an intelligent means of comparison.

Let them know that there is an objective consultant that has been providing bid review and peer analysis for over two decades, Axiom Design. We can review all proposals and provide a detailed report clearly explaining the proposal differences. Proposals with inferior or incomplete system designs will be exposed, giving you a much better chance of winning the project.

2 - System Design & Creation of Bidding Documents

Many projects are competitively bid, and often you are asked to create a proposal based on vague information about the clients' perceived needs. Creating a proposal in these circumstances is risky, as there is far too much room for interpretation. The resulting bids vary in scope and price dramatically, confusing the client or their representative(s). Far too often the project is awarded based solely on cost. As you are aware, when this happens, it is common the client learns far too late that the winning bid did not meet their expectations.

To help prevent the often-time-wasting gamble of blindly providing a proposal, let Axiom Design help your cause. When asked for a bid under this circumstance, explain to the client a possible better approach would be to have a neutral and objective party create a defined project scope and system design. This service levels the playing field amongst all competitors and gives you a higher chance of winning the project based on the truly important factors (*your company's strengths*) instead of price.

3 - Engineering & Documentation

Most projects are never thoroughly engineered. By engineering, we are referring to building the system on paper first, validating every component and connection and creating a set of documents that are used as construction documents by your field technicians. Though this is a tedious task and requires skill, the benefits of engineered construction documents are many, such as:

- allows your design to be verified and vetted by a 3rd party team member looking out for your best interest (us!)
- reduce design oversights early, greatly minimizing later change orders and project delays
- we will provide power and cooling requirements that are shared with the project's MEP, Electrical Engineer, Electricians, HVAC contractors, etc.
- defines connections to controlled subsystems (alarm, pool/spa, HVAC, etc.) that are shared with the related subcontractors
- enables your field technicians to install efficiently and accurately
- allows programming to happen before or parallel with the installation, greatly shortening onsite programming time
- provides a basis for efficient troubleshooting when problems arise
- allows future technology refreshes to happen much more efficiently

Efficiencies brought to the project through this service ultimately help bottom line profitability.

4 - Project Takeover Documentation

No doubt you have been asked to take over an installation that was completed by another contractor. Almost always, no engineering documentation exists for the project, making deciphering the existing system much more complicated and potentially risky for you to inherit. Many integrators will agree to take over a project *only* if a set of as-built drawings is created first.

We can help by creating the as-built documentation for all installed low-voltage systems. We will create the documentation with the help of your technicians. We will, as a team, trace, label, and test each wire, then create CAD drawings that document the research.

This will provide you a solid foundation on which to fix and upgrade the technology systems. System weaknesses and deficiencies that otherwise may have been hidden are often discovered when such thorough documentation is created.

5 - Design Team Coordinator

Most new construction and major remodel projects already have an architect and interior designer as part of the design team, and possibly a lighting designer, too. Experience shows that these design team members can be very demanding about any visible technology items (video displays, speakers, keypads, touchscreens, cameras, etc.). Getting their buy-in on product placement and aesthetics can be challenging, though doing so creates a positive working relationship and serves the project's aesthetic goals.

Axiom Design can serve as your behind the scenes design coordinator. Let us know the brands and products you wish to use and we will coordinate with the design team on your behalf. We can create documentation for the design team and your team that clearly defines where the technology items will be placed, lessening later surprises that can cause disagreement, tension, and project delays.

6 - Programming Services

As your client will use their home control system nearly every day, it is vital that their control system is intuitive, reliable, and easily expandable. Years of real-world experience in designing and programming control systems for some of the most demanding clientele in the country has earned Axiom Design a reputation of being a leader in user interface design and efficient programming.

Axiom Design has programmed many hundreds of projects since 1992. Our success in developing predictable smart home solutions is based on a defined software development process and control system framework. When we develop the control system programming for your project, it will be well defined, demonstrable in advance, and easily explained to the client. We provide integrator partners with login credentials to a sample control system, enabling you to show your client what their user interface will look like and how it works in advance. At the completion of programming, a user manual and quick start guide are provided.

When you need a programming quote, we will work with you to define the scope of control the client wishes and document these requirements, allowing for client sign-off. This allows accurate pricing to you, eliminates scope creep from the client, and sets client expectations on exactly what they will get. As you may have experienced in the past, when requirements are not explicitly defined, profitability plummets.

It is our goal to have your client be ecstatic with the ease of control and lifestyle benefits of a world-class control system. Our unique approach to programming has led to many happy clients. And as we all know; happy clients are the best source of referrals.

7 - Security Design

Many integrators do not offer or specialize in security systems, yet are asked to integrate control systems with the home's security and life safety systems. Axiom Design is up to date with all levels of security and life safety, from basic intrusion alarm systems through comprehensive access controls, early detection and integrated video surveillance systems.

No matter what the clients' needs are, having Axiom Design create the security and life safety design will ensure the greatest amount of compatibility with the other technology systems in the home. Since we offer control system programming too, we are specialists in combining security systems with advanced visual user interfaces, giving the client or their security staff quick access to security status and alerts.