

SERVICE OFFERINGS THAT WILL TAKE YOUR BUSINESS TO PROFITABLE NEW HEIGHTS



# ALMO<sup>®</sup> CONTROL

- program
- configure
- deploy

*Are you getting into automation, but don't have programmers on staff?*

*Did you land a big programming job but find yourself shorthanded?*

*Do you have expertise in one control system, but need resources for another?*

*Are you leaving profitable business on the table for your competitor?*

**CONTROL SYSTEMS & PROGRAMMING SERVICES FOR PROFIT AND GROWTH**

# CONFIGURE AND PROGRAM CONTROL SYSTEMS THROUGHOUT THE US, LATIN AMERICA & THE CARIBBEAN



Scaling your staff to meet customer demands is a constant challenge for integrators & installers. That's why Almo has expanded its offerings to include control system programming services—when and where you need it.

Our ALMO CONTROL staff is experienced, highly trained and follow a well-vetted scope of work created with your assistance and input from your customer. We deliver projects on time and on budget.

## PROGRAMMING SERVICES AVAILABLE FOR:



## AUDIO DSP PARTNERS:



## WE'RE HERE – *EVERY STEP OF THE WAY.*

Almo uses a team approach when deploying your project. It starts with our Business Development Manager who does the initial Project Needs Assessment. From there, our partner has a seasoned and certified programming team qualified to handle all system requirements. This assures you a direct line of accountability, and a consistent programming methodology; resulting in an efficient and problem free completion of the project.



OUR  
PROCESS

# HOW CAN WE SERVE YOU?

## When to use Almo CONTROL Services for a project

- | Outside your normal service area
- | Requires more resources than your current staff can handle
- | Has a skill set outside your staff's expertise
- | Not your core competency
- | New to control systems programming
- | The project requires a certified programmer that you do not have on staff

## The benefits to our reseller partners

- | Enhance customer support
- | Reduce payroll, recruiting expenses
- | Increase the ability to take on more projects
- | Improve cash flow with Almo's net 30 terms
- | Manage peaks in business
- | Expand your service area
- | Grow services revenue and increase your margin
- | Quick response time



Meet DGC

*Outstanding control system programming and deployment*

Having provided outstanding control system programming and system commissioning support services since the year 2000, DGC proudly offers the industry a highly refined set of tools and processes which afford many unique benefits to customers. Chief among them are an industry first *Customer Bill of Rights* protecting clients with an unprecedented set of warranty and service guarantees, and a highly responsive team.



## What systems can Almo CONTROL help deploy?

### AMX Custom Projects

For more complex implementations of AMX's award-winning products—spanning control and automation, switching, distributed audio and video, and technology management—custom programming may be the solution for your customer.

### Crestron

Crestron's automation and control solutions for homes and buildings let people control entire environments with the push of a button, integrating systems such as AV, lighting, shading, security, BMS and HVAC to provide greater comfort, convenience and security.

### Extron

Our programmers are Extron Qualified Independent Programming partners. They are carefully screened and selected by Extron to provide expert configuration and programming support for Extron Control System projects. We can assist with the execution of projects, and provide options to configure more advanced AV systems with access to a variety of Extron resources.

### Audio DSP

We understand the importance of providing a full range of programming services which is why we offer DSP programming for Biamp, BSS, ClearOne, Crestron, Extron, Polycom, QSC, Rane and Symetrix systems. Our team of expert programmers will make sure that your audio systems are tuned and configured to produce the best quality sound for your space(s).



## Control the Future of Your Business.

*Our expert level control system and audio DSP programming adds a whole new dimension to your business. Partner with us to make this often complex area simple for you and your customers.*

Contact Eric Olson at 888.420.2566 x4082 or [eolson@almo.com](mailto:eolson@almo.com) today.





## VALUABLE SERVICES TO HELP OUR PARTNERS GROW

Almo goes beyond product fulfillment by offering our partners access to services that act as an extension to your current business model. Scale your operations and enhance your current offerings without the costs and overhead of additional staffing and resource management.

**Your business will soar to new heights when you partner with us.**

888.420.2566 | [www.almoproav.com](http://www.almoproav.com)