

Provide an essay that describes & quantifies the attributes of excellence your company exhibits in its work with builders.

Advanced Technologies makes every effort to provide quality service, not just for the builder beforehand, but ultimately for the homeowner after completion. An example of this excellence takes place during rough in, when wiring initially for television, telephone, computer, audio, security, and automation. These cables are run through separate stud spaces and stud holes from electrical wiring so as not to have "noise" interference from other sources as the electronics are connected. In instances where this is not possible, the low voltage wiring is stapled carefully to the studs in such a way as to allow no physical contact with electrical wiring. To this same end, no cables are run around the outside of corners, but through studs so there is limited bending of wire to allow unimpeded signals. And cables run through attics and crawl spaces are always attached to studs carefully to limit interference with other wiring or foot traffic. Prospective buyers and existing clients frequently walk through construction sites to view the progress. This is why, though seemingly trivial, our work areas are cleaned daily before leaving the site. No wire scraps, boxes, soda cans, or stray trash is ever left behind. All this extra attention to detail actually enhances the overall appearance of professionalism and craftsmanship of the builder.

Always looking ahead, we know it is extremely important for any service person coming behind the initial installation, to be able to locate necessary wires immediately without wasting time following connections, or untangling long and twisted "rats' nests." This is time consuming for the repair person, and can be unnecessarily expensive for the builder or homeowner. So, at the panel where the wires are connected, our cables are separated by both color and type. Wires are pulled to length (not cut) so there are no sloppy overages visible, and color coordinated Velcro wraps are used to separate cable bundles so they fit properly and neatly in the panel. Color-coded "boots" are attached over the stripped wire to the connectors of Category 5/6 cables to provide a neat and "finished" appearance. Trim outs usually entail the use of color coordinated wall plates; in-ceiling speakers aligned with light cans or air vents; and sensors, attached using levels that are often painted to match wall color so as to be inconspicuous. In homes where there is built in cabinetry for housing electronics, cut outs in shelving to allow passage of wires are trimmed out with custom fit grommets and plates. These are the touches that make the difference between *For Sale* and *Sold*.

These days, with new construction at a standstill, builders are providing expensive and extensive home warranties to make sales. As a result, a builder's best assets are subcontractors such as Advanced Technologies, who provide superior work quality in the first place that will save everyone money in the long run.

Describe the benefits that your project provides to the builder. (100 word maximum)

To any visitor, this home looks like a well-appointed family dwelling with all the creature comforts. It's when people move around they become aware of the hidden treasures this house holds! This is why the builder and integrator have shown this house several times to prospective clients, and "sold" them on similar accoutrements. The fully automated home is full of energy and cost-saving devices for homeowners that are built in to the beautiful features, and have just the ease of use homeowners want. To that end, this showcase home is exactly what both builder and integrator sought to achieve.

Please provide a 50 word promotional description to be used in print and online entry listings (50 word maximum)

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