



designflow Hall 14 Stand E125

ISE 2020 will see designflow’s official launch of their brand new Outsourced Design Shop. This allows commercial, residential and marine integrators to make quick online purchases of design services, for entire projects or to fill gaps within a projects design and documentation.

There are all the usual designflow outsourced design services available individually to purchase on the web shop. At the same time designflow has chosen to include their ever popular Site & Engineers Packs as bundles. These bundles simplify the buying process as all you need to enter to purchase a suitable Site Pack Bundle is the number of floors in your project. It’s a similar case too for the other bundles.

The launch of the Outsourced Design Shop sees the addition of a couple of new bundles: The Cinema Site Pack. This bundle provides all the design and documentation required to install a cinema system, with 1-3 rows of seats, with or without fabric walls and or acoustical treatment. And the Engineers Panel Bundle, which provides a panel layout and schematic for items such as lighting, blind or control panels.

designflow’s Proposal services have also had the bundle treatment for the launch of the Outsourced Design Shop. This bundle combines options for a simple proposal, embellished and a full Gold, Silver, Bronze version. There are bundles for each of the One, Two or Four proposals a month and also the Pay As U Go option.

Designflow chose to launch their Outsourced Design Shop at ISE following findings in the last edition of the CEDIA Size and Scope Report. In the business sentiment section of this report the single

biggest challenge facing integrators was found to be staff recruitment and retention. This is seen as twice the threat as the next biggest challenge, DIY integration products.

Leading on from this were findings by entrepreneur.com that in the current economic climate, outsourcing is key to building rapid but stable growth. They also found that best practice in outsourcing is to outsource where specialised knowledge is lacking in-house but avoid outsourcing your core competences. It also found that it was key to ensure the company chosen to outsource to should be aligned and adhere to similar business values to your own.

Some key things to note about designflow's Outsourced Design Service are:

designflow is currently the only company solely focused on providing a complete, outsourced AV & Smart Building design service.

designflow does nothing else but design and document AV & Smart Building projects and can provide a complete end to end service including full system specification.

designflow has been recommended to its customers by Artcoustic, CEDIA, Crestron Europe, Genesis Technologies and Ivory Egg. designflow is trusted by these organisations to deliver cinema design, design documentation courses and lighting & control system design to them, their dealers and members.

To add to the above designflow would like to welcome you to experience first-hand, their input into the CEDIA design documentation course presented by Keith Jones at ISE on 13th February 11:30 – 13:00.

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