



Select Audio Video Increases Net Profits by 25% Utilizing **D-Tools System Integrator™** Software



Challenges:

- Track projects more efficiently
- Reduce time and cost per project
- Streamline business processes

Based out of Vero Beach, FL, Select Audio Video is a system integration company specializing in custom installation of high end audio/video and automation systems for the residential market.

Best Practices:

- Reduced labor time and costs
- Increased revenue, margin, and profitability
- Improved documentation on every project

Select Audio Video started in 1979 and built its business on installing audio/video systems for the high end residential market. The company didn't have a formalized process to track projects. They were utilizing a combination of Excel, Visio and Word, but this proved to be inefficient since all project elements had to be tracked separately. Select Audio Video needed a system that would tie everything together, and looked to D-Tools System Integrator™ to create a repeatable process for designing, proposing and managing their projects.

Select Audio Video implemented D-Tools System Integrator 4.5 (SI 4.5) Pro to improve the quality of their documentation and project management process. "As an engineer, I design and specify all equipment and layouts for any given project," said Dave Lewis of Select Audio Video. "D-Tools gives me the ability to document and track every single aspect of any given project. By utilizing the schematics and plan layouts, we've started to look at our projects in a whole new way. We can now completely engineer the systems in-house – before sending someone on-site, which is helping us cut our labor time in half."

The addition of D-Tools SI 4.5 Pro also helped Select Audio Video better predict timelines and scheduling. They can more appropriately manage how they approach each project, by providing a method to track all materials, labor, time, and the work status of each project phase. Before the addition of D-Tools, tracking was difficult and simple items were often left out of the project, cutting into project profitability. "D-Tools provided us with an easy way to track common accessories such as cables, plates, and connectors," said Lewis. "Since we were able to accurately account for these simple items, we've noticed a significant improvement in our accounting for installs and labor, helping us increase our margins per project."

Results:

Select Audio Video is experiencing a 25% increase in project profitability while reducing labor by as much as 50% as a result of implementing D-Tools SI 4.5 across their business. “D-Tools has positively impacted our profitability, bottom line. Because our time is more accurately tracked, we’ve seen higher profitability on each job. We’ve cut our labor time by at least 50%”, said Lewis.

D-Tools also enabled Select Audio Video to streamline their business processes and provided a methodology to better track their work. “One of the keys to our success was that D-Tools helped us bring everything together into a single, repeatable process,” said Lewis.

With every project, Select Audio Video is learning from previous projects and building on their D-Tools database. “By the second or third project, we started to see a significant improvement and understanding of our own internal processes, which will ultimately help us become more profitable,” said Lewis.

“Now with D-Tools, the system is completely engineered in-house and working before it even gets to the customer site. The advantages of designing and managing our projects with D-tools are clear as daylight. It’s like turning on a light switch.”