CISION Media Monitoring Print

Electronic House

Circulation: 69034 City: Framingham
DMA: Boston, MA State: MA

Account: 4923A0
Date: 11/01/2011
Pub Num: 38B-145
Section/Page: 38
Page Count: 1 / 1

What to Look for in a Professional Integrator

LISTENING SKILLS. Like any good contractor, a quality home control integrator knows that this is your project and your home. Be sure your electronics integrator is willing to listen to your ideas and suggestions, and that he fully understands your needs, wants and expectations.

CEDIA CERTIFICATION. If you just want a Blu-ray Disc player connected or need some speakers calibrated, there's nothing wrong with the "I know a guy" recommendation. However, a home automation system is a much bigger proposition, and that's why the Custom Electronic Design & Installation Association (CEDIA) exists. Ask the custom electronics (CE) pro you're evaluating if he's CEDIA-certified. Ask how current he is with CEDIA's training and continuing education requirements. You can search for qualified professionals using the CEDIA (*http://cedia.org*) or *Electronic House* websites (*www.electronichouse.com/findinstallers*).

REFERENCES. You wouldn't hire an employee without first checking their references, so don't make that mistake when hiring a custom electronics integrator. Ask to see your prospective contractor's portfolio and have them walk you through a similar project the company has worked on. Be sure to visit their website and look for photo galleries.

SUPPORT. When you hire a professional installer, make sure he is prepared to stand behind the work. Programming that controller, understanding its features and quirks, teaching you how to use it and supporting you if it fails are where a custom electronics pro earns his keep.