

American Society of Professional Estimators

Orange County Chapter 3

EDUCATION
ETHICS
STANDARDS
CERTIFICATION
FELLOWSHIP
PROFESSIONALISM



Wednesday, February 8, 2017

Networking/Social — 5:30-6:00 p.m.
Dinner & Program — 6:00 p.m.

Ayres Hotel
325 Bristol St., Costa Mesa, CA

Cost - \$45.00 if RSVP and Pay by February 6, 2017
\$50.00 if RSVP* after February 6, 2017
***RSVP no shows will be invoiced if not prepaid**

Includes: Salad, Carrot Cake, coffee/tea
Choice of entrée: Chicken Le Chateau, Salmon in Dill Vin Blanc Sauce or Italian Risotto w/Vegetables

[REGISTER HERE](http://www.aspe-oc3.org/02082017.html)

* If the "register here link" above does not work, go to <http://www.aspe-oc3.org/02082017.html>
This is our new website address and you can now pay on line!

"Audio Visual Estimating, New Technologies, Value Engineering Options"

Presented by Jeff Barrett, Director of Sales, Direct A/V

- Talking points include:
- Audio Visual Estimating (where to start)
 - New technologies in AV
 - Automation
 - AV/IT merge
 - The drive to the Network
 - IoT
 - Improving designs while maintaining the project budget
 - New construction vs. legacy upgrades
 - Necessity of thorough scope definition
 - Understanding project needs and communicating/coordinating with integration trades
 - Differences across vertical markets
 - Importance of training and support



Jeff Barrett is the Director of Sales for Direct A/V, based in Hawthorne, CA. Direct A/V is a low voltage electrical contractor specializing in mass notification/paging, video surveillance, access control, audio visual systems and custom electronic solutions. We provide design/engineering, build to spec., installation, programming, service and maintenance services to meet any project demand. Vertical markets include transportation, higher education, sports and entertainment venues, government, military, convention centers, business conferencing environments and more.

Jeff's background spans multiple areas of expertise in the field including cabling/infrastructure, system design architecture, hardware integration, networking, software design/development and implementation, and custom solutions. Having a variety of experience across the trade allows for a unique approach to cost estimation which allows a designed solution to emerge that meets the customer's demands and their budget. Through a combination of customer input and front-side engineering, systems can value engineered, if necessary, to keep the conceptual design while bringing the overall project cost down. This level of involvement on the front end of a project also allows for estimates to be an accurate reflection of a project's cost.