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EFFECTIVE QUOTATION

The newness and unfamiliarity of the system, not to mention its relative cost compared with physical proofing, makes effective quotation more important than ever in securing AVISHOCK™ business.

Best practice suggests the following format for quotations for the greatest effectiveness.

INTRODUCTION

Bird Management Proposal for ...(Named Building/Structure)...

Picture of Building (if possible)

Prepared by (Company Name)

Date (Date)

Quotation Valid for (period of time)

PROBLEM

Brief summary of the building/structure, its use and the reported bird problem.

Leading onto a brief assessment of the impact the problem is causing – in terms of nuisance, health, safety, structural damage, maintenance/cleaning costs, etc.

Details of any specific client requirements – like visibility, sensitive structural components or subsequent access requirements.

ASSESSMENT

Summary of the detailed inspection undertaken to assess the problem, noting when and how it was undertaken.

Dividing the building/structure into key areas and explaining in each case how the area is being used or might be used through displacement and the level of infestation pressure.

Pictures of each area to illustrate (wherever possible).

A three column table may be valuable here (as follows):

AREA	MAIN BIRD USE	INFESTATION PRESSURE

SOLUTION

Recommended 'best' solution for each area, setting out what will be done and why this will be effective in addressing the specific problems.

Alternative 'economy' solution, using physical proofing (spikes) in place of AVISHOCK™ wherever feasible, with comments on limitations/difficulties (as a defensive safeguard against any cheaper competitor quotations).

Reasons why the 'best' solution will be superior to the 'economy' alternative, spelling out key features and benefits of AVISHOCK™ over physical proofing in the areas specified.

SPECIFICATION

Description of the materials to be used in each solution and how it will be installed, along with details of access equipment to be used.

Details of the location of existing power sockets that will be used for electricity supply for AVISHOCK™; or details of sockets that need to be fitted by the customer prior to installation of AVISHOCK™.

COST & TIMEFRAME

Full cost of each solution sub-divided into individual areas if desirable, or more likely divided into material and installation costs. It is recommended that at least 2 people are required per AVISHOCK™ installation.

Calculations based on:

60 metres per hour plus 5 minutes per connector on a clean, ready to install surface.

INSTALLATION	TIME
Straight 150m with easy access	½ day
Straight 150m good Mobile Elevating Work Platform (MEWP) access	1 day

LIFETIME & MAINTENANCE

Information on anticipated lifetime of installation if effectively maintained.

Flex-Track has a 5 year Warranty and the Energiser has a 2 year Warranty.

Recommended schedule of inspection and maintenance to ensure the longest effective lifetime.

Details and cost of recommended maintenance contract.

SYSTEM INFORMATION

Copies of key product literature and case studies to provide supporting information.

