



BLUEBIRD install

INTRODUCTION



A true white-labeled installation offering for select partners.

Bluebird has a rapidly expanding group of installation experts and project managers that have completed projects throughout the US and abroad. To maximize the utility of our team, we are offering our exact services as a white-labeled solutions to our friends in the industry.

This program is intended for manufactures, integrators, construction companies, and and any other companies that want to freely scale their product sales while maintaining exceptional relationships with clients. We represent your brand and align with your process.

We bring product certification, state and local licensing, insurance, installation expertise, and amazing project management.

You sell, we'll support.



SERVICE OVERVIEW

White-labeled installation services

We work with manufacturers, integrators, and construction firms to provide end-to-end low voltage installation work as a branded extension of your company.

Continuous support

We offer our popular Bluebird Support offering to our Bluebird Install partner companies as another white-labeled revenue opportunity. This includes continuous proactive and OnDemand support.

Pre-sales coverage

Our management, sales, operations, project management, and installation team members are available to assist on pitch calls, site walks, trial installs, and closing conversation.

Product warehousing

Our fully insured and secured warehouses that are regionally located throughout the US are set up to receive, hold, and send equipment to jobs in every state and internationally.

Materials sourcing

Bluebird sources and resells popular SKUs and provides inexpensive options for these materials on all Bluebird Install projects. These include cabling, networking gear, conduit, and more.

License compliance, certification, and insurance



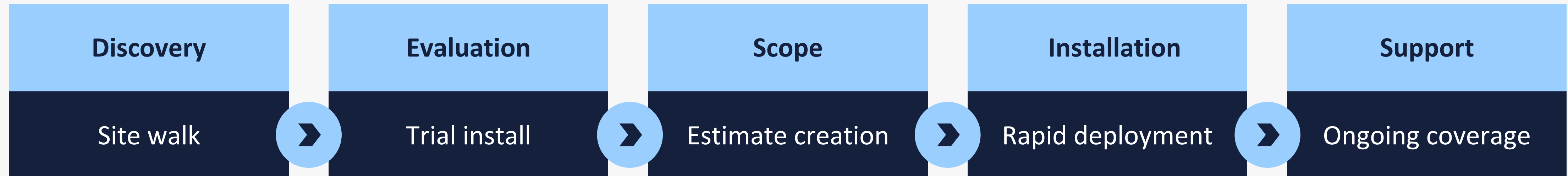
We review and maintain full compliance for licenses, certification and insurance requirements for your clients. We can provide clients with COIs on demand.

OUR STANDARDS

- Fully committed to a true white-labeled partnership where we are there to represent our partner organizations.
- Complete compliance of certification, licenses, and insurance required for all project.
- All members of the Bluebird Install team are required to have a recently ordered and successful background check from a third-party (Checkr).
- Partner-branded attire including PPE on all active project sites and during site walks.
- Full PPE on jobsites where required, including hard hats, high-vis clothing (branded for partners), eye/ear protection, pants, and work shoes.
- Partner-branded communication as required included email addresses.
- Leave no trace installations on all installation projects. The install site will always be left in better condition than when we arrived.
- We will be honest and transparent about the types of projects we will and will not quote and complete.
- A commitment to honoring our response time standards.



EXAMPLE ENGAGEMENT



One of our select partners reaches out to us about a potential camera and access control install. We assist with a virtual discussion and schedule a fast site walk where we represent their company and brand.

The prospect is very interested in the solution and the approach of the install but is evaluating a few other brands. We offer to install trial equipment for them to start using immediately and dispatch our team

While the evaluation is happening, our expert team is providing guidance on a BoM and installation details including materials, time frame, and pricing options for our partner organization to add margin to and share.

The estimate is well received by the prospect and we win the deal! We move forward with project coordination and completion of the full installation including system training. Billing aligns with our partner organization.

Projects aren't complete after the installation is finished. We offer a white-labeled version of our *Bluebird Support* offering where we provide proactive and OnDemand support of physical and digital parts of their system.

RESPONSE TIME STANDARDS



Action	Standard Response Times
Scoping services	
Discovery calls	24 hour or less advanced notice
Site walks	1-3 days advance notice for domestic site walks
BoM and estimate creation	24 hours or less after site walk or discovery call
Follow-up calls and meetings	24 hours or less advanced notice
Quote adjustments	4 hours or less
Installation and support	
Full installation services	TBD based on project scope, but starting 1-3 days after equipment arrives
Trial equipment install	TBD based on number of devices but generally 1 day to complete
Ongoing support	Rapid response time based on the <i>Bluebird Support SLA</i>

LEARN MORE

We are available to discuss your company, product, and projects at any time.

The primary program lead is:

Brian Searby – bsearby@trustbluebird.com / (240) 461-6106

The company Founder and program point of contact is:

Matt Kendall – mkendrall@trustbluebird.com / (202) 390-9390

We are selective with the types of partners that we work with on this offering and limit the work to technologies that we are qualified to install. This is a full-service installation offering and not a suitable option for project where an inexpensive solo technician is needed. We recommend www.fieldnation.com for those types of projects.

