




**Building
Management
Simplified**

AV INTEGRATOR ADVANTAGE PROGRAM

Your key to higher profits, recurring revenues, and pull-through service





Better service and higher profits for smart home integrators and distributors

Bodhi is a cloud-based building management platform that centrally monitors, analyzes, schedules and controls all of the technology in a residential or commercial property. It's fully compatible with Crestron, Lutron and Q-Sys hardware and software, or may be used on its own.

Bodhi will control and manage

- Temperature & humidity
- Lighting & shading
- Audio & video
- Unit access / keyless entry
- Leak & flood detection
- Door & window open alerts
- Air quality
- Specialized devices, sensors & meters

In doing so, Bodhi can strengthen your business, expand your product offerings, provide recurring monthly revenues and strengthen your bond with clients through predictive maintenance and ongoing service work.

Hardware Sales

The Bodhi Thermostat Bridge is your entry into comprehensive building automation, combining a smart thermostat with an occupancy sensor and a wireless hub that connects Bodhi to wireless and wired sensors, meters and instruments crucial to intelligent building management.

Now your clients will be able to set back climate, lighting, and other energy-using systems based not only on the time of day, week or year but the presence of people in a given room or space. Connected sensors will protect them against floods, leaks, and excess humidity, doors and windows left open by mistake, and devices left on and drawing power when no one is present to use them, including residential and commercial lighting systems.

It's important to understand that the Bodhi Thermostat and other Bodhi hardware can be controlled via various Crestron systems, including Crestron 3-Series and 4-Series



processors and Crestron Home. As such, Bodhi can help strengthen your ability to sell Crestron systems and other hardware.

Still, new hardware sales are only a small part of the Bodhi story for AV integrators and distributors.

Recurring Revenue

Cloud-based Bodhi software is sold as a monthly service, and your company will earn a share of that ongoing revenue for as long as the client stays with Bodhi.

Because the upfront cost is low, it's a relatively easy sale. What homeowner or commercial customer will not sign up for a monthly contract that more than pays for itself in energy savings?

And because the software is modular, they only pay for what they use, whether that's HVAC control alone or added lighting system control, water and flood protection, or more.

Pull-Through Service

The best thing about Bodhi is that it glues clients to your company, with the software notifying you and your customer whenever maintenance is needed, ensuring that you get the ongoing service revenue.

Bodhi Predictive Maintenance is everything preventative maintenance should be, constantly monitoring key systems including AV, climate, and lighting. When it senses a fault, it notifies you so that you can check and repair it before that system fails. Most Bodhi contractors add Predictive Maintenance to the service contracts they already sell, knowing clients will see it as a premium feature that few others can match.

The result is a happier customer who automatically hires you when service is needed.



Bodhi AV Integrator and Distributor Support

We are making Bodhi sales and service easy for you.

Our programs include:

Comprehensive training

Demonstration software: available online 24/7.

In-person sales support as well, depending on the size of the opportunity.

Tech Support 24/7.

Customization: Bodhi is always customized with the client's brand and your contact information. In many cases we can write custom code and integrate specialized hardware to meet your client's specific needs.

bodhi

Contact Us to Learn More!



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