



# electro

*A World of Automation*



## The Electro Incentive Scheme

An innovative new concept to ensure that specifications are controlled by the specifier

**Remove the Risk. Choose Electro**

# It's time to change.

The **Electro Automation Group** is Ireland's largest and leading supplier of automation systems. As part of our policy of continued improvement we constantly strive to add value to the comprehensive package of services that we offer our clients and are delighted to announce the introduction of our **Electro Incentive Scheme (EIS)**.

Aimed at system specifiers, the **Electro EIS** is a logical extension of our exceptionally popular **EasySpec service**. You will already be aware that **EasySpec** allows us to share some of your workload and on your behalf we create workable full specification automation templates for inclusion within your specifications. **There is no charge for this service and we use our specialist knowledge gained from over 30 years experience in this sometimes difficult area.**

We have received many positive comments from architects, surveyors and specifiers that **EasySpec** has reduced their workload, saved them and their clients time and money, and removed the project risk especially with our 'Guaranteed Complete' promise. It is very much a win/win scenario as everyone is happy and the properly designed project works first time every time. However we often hear comments that while you had the hassle and responsibility of ensuring the project was completed to the satisfaction of the end user, others would try to subvert the process and make changes that took time to check, compare and evaluate.

**We welcome comparison and are confident in our guarantee that each EasySpec template is complete, is tailored specifically to each project, and that it represents exceptional value for money in this competitive marketplace.**



**BOLLARDS**



**ACCESS CONTROL**



**AUTOMATED GATES**



**AUTOMATED DOORS**



**CCTV**



**BARRIERS**



**FIRE SECURITY DOORS**



**CAR PARKING EQUIPMENT**



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The EIS underscores the process and effectively deals with every issue.

## It works like this

### 1 Enquire

You contact us regarding possible automation on a project dealing with automatic doors, automatic gates, access control systems, car parking equipment or turnstiles. Following discussions to identify exactly what is required, we create an **EasySpec** template bespoke to your project, including a system description, a detailed operational description, cabling and civil work requirements, expected timescales from order to completion and a full list of all required equipment. We also provide a detailed quotation listing all the pre-tender prices of the system and any options that may be considered. We guarantee that the system is complete and workable and will not require additional items. **In addition, each project covered under EasySpec has the project warranty automatically extended from 12 to 24 months. We know it works.**

### 2 Specify

Following agreement you include the **EasySpec** (unbranded, unlocked and offered to you as a Word document) as part of your project specifications. All we ask at this stage is that we are mentioned as a preferred supplier within the specification, and are quite happy with the addition of 'or equal and approved'. Everyone's interests are therefore best protected and it is transparent.

### 3 Compare

The **EIS** is a logical extension to **EasySpec** and proactively addresses issues that may arise after tender. In some cases and despite initially tendering for the correct products some contractors will later try to unilaterally change the specification to suit their purposes. We recognise that it takes time and effort for you to go through the process of making detailed comparisons to ensure your project's integrity and best value principles are maintained. **EIS** allows for this as each time an **EasySpec** is created, a credit value equal to 5% of the project cost is allocated to your virtual account.

### 4 Complete

When the project is successfully completed by Electro Automation according to the **EasySpec** details, this virtual credit crystallises and is then available for your use on any future Electro project, or is repaid to you if unused after 6 months following the project invoice and payment. In a way it's similar to industry standard retention but in reverse, and ensures that you are in full control and that everything is completed to your satisfaction. If at any stage you discover a better option is offered, then there is no obligation whatsoever to retain the **EasySpec** proposal.

**Remove the Risk...** choose Electro with EasySpec and the enhanced benefits of EIS.



**AUTOMATION.  
IT'S IN OUR DNA.**



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