



AUDIOVISUAL DEALER GUIDE

■ YOUR ROADMAP TO DOING BUSINESS WITH DRAPER:

- Custom Project Initiatives
- Draper Pro Portal
- Pricing and Cost Information
- Order and Tracking
- Free Samples/Literature
- Tech Support
- Customer Service

GETTING STARTED WITH DRAPER

ALL WEB ADDRESSES START WITH WWW.DRAPERINC.COM/UNLESS NOTED.



Screen Samples, White Papers & Case Studies, Technical Documents, Submittals . . . and more!

- Draper provides access to a variety of tools and resources for audio visual and excels at custom solutions to help with your specifications.

WHAT PRODUCTS WILL I FIND?

Projection Screens

projectionscreens/

- Electric Screens
- Fixed Screens
- Small Portables
- Manual Screens
- Portable and Folding Screens
- Rear Screens and Projector Mounts
- Projection Surfaces

Lifts and Mounts

liftsmounts/

A diverse choice of video projector lifts, including Acrobat lift system, Ropewalker, and ScreenBoom.

Video Conferencing

videoconferencing/

Explore our product line and take your video conferencing from functional to exceptional.

Controls and Accessories

projectionscreens/controlsandaccessories.aspx

Browse our selections for motor controls, a variety of ceiling trim kits, and optional mounting brackets.

RESOURCES ON PRODUCTS.

Technical library:

documents.aspx

- Instructions
- Submittals
- Care & Maintenance
- Warranties
- 3-Part Specifications

Educational Materials:

whitepapers_casestudies.aspx

Search our library of white papers and case studies about our products.

Promotional Materials

<http://request.draperinc.com>

Request promotional materials and fabric samples here.

- Brochures
- Flyers
- Catalogs

CAN I GET SCREEN AND HARDWARE SAMPLES?

Literature Request site:

<http://request.draperinc.com>

Download a pdf or have large quantities shipped to you for that meeting or presentation.

- Hardware samples
- Screen Surface Samples

HOW DO I PUT THIS TOGETHER?

Demo & Installation Videos:

videos/

Follow along with real-time demonstrations on how to measure correctly for a product, or set up and install a product. New videos added regularly.

PROJECTION PLANNER

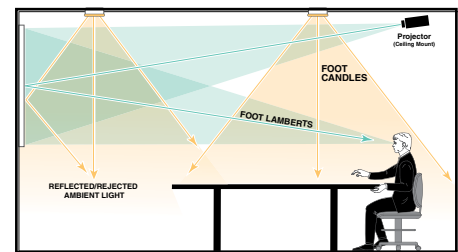
projectionscreens/projectionplanner.aspx

Design a projection system that yields the image quality you're looking for based on your input. Informative and easy to use.



SCREEN SURFACE SELECTION

projectionscreens/surfaceselector.aspx



Designed to assist you in narrowing down our various screen surfaces to the best alternatives based on your input.

SCREEN SIZE SELECTION

projectionscreens/customsizecalculator.aspx

Calculate the size screen you need for that planned space. Choose format and enter your measurements.

PROJECTOR LIFT SELECTOR

liftsmounts/projectorlifts.aspx

Based on your needs, use the selection filters to narrow down our available options.

SCREEN FEATURES SELECTION

projectionscreens/screenfeatures.aspx

Select features desired and your choices of available screen models will appear.

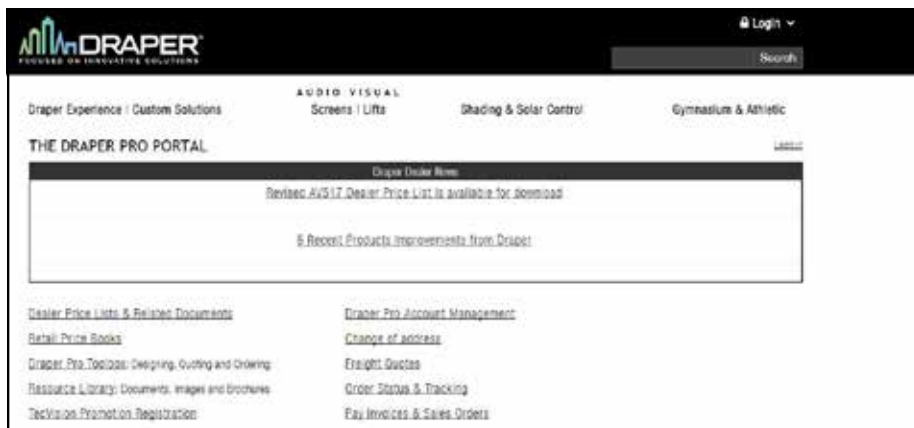
SCREEN DECISION TREE

projectionscreens/screentree.aspx

Find the screen best suited to your specific needs by choosing from each set of options.

PRO PORTAL TOOLS

ALL WEB ADDRESSES START WITH WWW.DRAPERINC.COM/UNLESS NOTED.



■ **LOG IN:** Make sure you are logged in to the Pro Portal with your account number for access to these tools.

PRICE AND PRODUCT DOCUMENTS

draperpro/dealerddocuments.aspx

Price lists, including MAP pricing and competitive comparison guides.

RETAIL PRICE BOOKS

draperpro/retailpricebooks.aspx

RESOURCE LIBRARY

draperpro/documents.aspx

Documents and Brochures.

PRO TOOLBOX

AV Inventory API and Inventory levels:

avinventory/

Updated daily, log in for status details.

FREIGHT QUOTES

draperpro/freightrates/draperfreight.aspx

View and select freight rates to ship part numbered AV products.

I AM READY TO ORDER

Call your audiovisual sales consultant.

We will help define your needs and clarify options to complete your order.

Email if you know exactly what you need.

Contact your audiovisual sales consultant with a written order.

WHERE IS MY ORDER?

Order Status & Tracking: Updated daily.

draperpro/orderstatus.aspx

Find a listing of orders placed in the last three months and all orders not shipped.

ONLINE PAYMENT

draperinc.com/pay

You can pay your invoices and sales orders, even prepay online.

DOES DRAPER HAVE REPRESENTATIVE INSTALLATION OR PRODUCT PHOTOS?

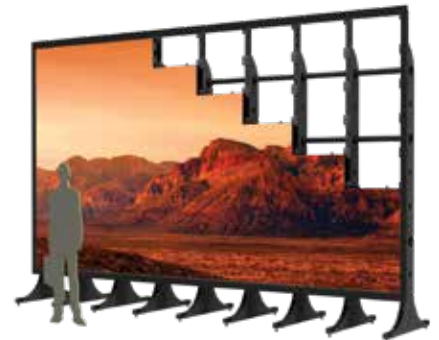
Images:

draperpro/documents.aspx

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CUSTOM PROJECTS

CALL TO DISCUSS YOUR PROJECT



Pictured above: Custom Free-standing 8 x 8 LED unit Video Wall Display Structure. Patents pending

BUILDING FROM THE GROUND UP?

Tell us about your project. We're here to help. Start with your design concept. Let Draper's experts and project management team help bring it to life.

- Experienced engineering/design staff
- Advanced manufacturing capabilities
- Concept-to-finish partner
- Custom one-of-a-kind designs



Pictured on Front Cover: Access V Screens, American Institute of Architects, San Francisco, CA,
Photography © Kyle Jeffers, San Francisco, CA
Above: Private Residence, Photography by George Shagawat, Monroe Township, NJ

- **SOLUTION-ORIENTED SALES STAFF:** With an average AV staff tenure of 15 years, our unmatched experience level lets us quickly and accurately supply the solution you need.

CAN I TALK TO A REAL PERSON?

Regional Sales Managers will be your contact for new products, general information, and education about our products and services. They can also help with:

- Application Solutions
- Customer Visits and Training
- Support in the Field

Audiovisual Sales Consultants:

A dedicated AV staff makes for a better partnership, one that is more knowledgeable, and provides outstanding, reliable information. We exceed at our core purpose of getting the right solution for you.

8 AM - 5 PM Eastern time.

800.238.7999

EXTENDED HOURS

5 - 8 PM Eastern time call

866.987.7999

Live Chat

Look for the link at the top right of any AV product page!

I HAVE A TECHNICAL QUESTION

Should a technical problem arise with any of our products, and you need support for operating or installing the product, we are available. Our staff will stay with you and assist until the situation is resolved.

Audiovisual Technical Support:

765.987.7999

800.238.7999

Contact us:

draperinc.com/contactus/emailsales.aspx

I HAVE AN ORDER/DELIVERY QUESTION

We know that not every job goes according to plan. Sometimes a shipment is damaged, or during an install, you find additional equipment is needed. We can follow up with shipments, assist, and advise on delivery and logistical problems, or we can connect you to the right Draper staff to answer your questions.

Customer Service Support:

765.987.7999

800.238.7999

Order Status: 765.856.1217

Returns: 765.856.1293

contact us if you have questions