TECHLINK
THE PROFESSIONAL INSTALLERS NETWORK

CASE STUDY | LOW-VOLTAGE SYSTEMS

Low-Voltage Provider Wins More Projects

A dedicated project manager helped a national low-voltage provider win more projects and complete them with greater speed and quality.

More Wins
Increased rate of project acquisitions

Faster
Project completions that meet client timelines

Repeat
Business from strengthened client satisfaction

The Client

A low-voltage solutions provider delivering telecom, wireless access, access control, surveillance, audio/video, nurse call, and patient monitoring systems, in close collaboration with developers, engineers, and architects.

The Challenge

The client needed a labor partner with dependable, responsive communication who could help secure and manage projects, combining technical knowledge with fast responsiveness.

The TechLink Solution

- **Dedicated project manager.** A TechLink PM knowledgeable in low-voltage installations was assigned to the client.
- **Client communication.** Proactive, responsive updates kept the client informed from bid to completion.
- **Resource alignment.** TechLink matched its technician resources to each project's goals.
- **Industry knowledge.** Deep low-voltage experience supported design and implementation decisions.

The Results

- **More project wins** through reliable, efficient project management.
- **Faster, higher quality** completions that meet expectations.
- **Repeat business** from strengthened client satisfaction.
- **A reputation** for reliability in the industry.

01 Align — 02 Bid — 03 Staff — 04 Install — 05 Grow

> **"My partnership with TechLink is very important to our success in the market. Their expertise and dedication help strengthen our strategies and help us close more business opportunities."**
>
> National Account Manager | Low-Voltage Solutions Provider

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