



The Bid Center is established to address the special need for preparing bid responses in support of large consultant-designed projects across the country. The Bid Center's primary goal is to produce accurate and detailed bids as specified.

Bid Estimators ensure every bid requirement is met, both technically and contractually. Ford's approach includes identifying unresolved issues and asking relevant questions before the bid date to minimize change orders during the contract period. Ford respects each project's established communication protocols. If requested, we provide value engineering (VE) options cooperatively with both the consultant and the client.

Ford is America's leading low-risk AV technology provider of design, engineering, installation and service for audio and video control systems. The company excels at integrating complex AV systems that require seasoned project management skills and highly coordinated installation scheduling.

## GENERAL INFORMATION

- › **\$185 Million Annual Sales**
- › **700 Projects Annually**
- › **Coverage Throughout The U.S. & Abroad**
- › **Woman-Owned Business**
- › **Full-Service Locations** | Oklahoma City (HQ), Atlanta, Austin, Dallas, Denver, Honolulu, Houston, Las Vegas, New York City, Orlando, Phoenix, Salt Lake City, San Antonio, San Francisco, Tulsa, Washington, D.C.
- › **Support Offices** | Boston, Charlotte, Cheyenne, Chicago, Fresno, Harrisburg, Jacksonville, Kansas City, Seattle

## CAPABILITY

- › **Contractor Licenses in 24 States**
- › **\$50 Million Bonding Capacity**
- › **Industry Certifications** | CTS, CTS-D, CTS-I, CCNA, CCNP, PMP & Licensed Professional Engineers
- › **Manufacturer Certifications** | Crestron, AMX, Cisco, Polycom, AtlasIED and more

## PERSONNEL

- › **540+** Full-Time Employees
- › **60+** Degreed Engineers
- › **52+** Project Managers
- › **35+** Job Superintendents
- › **100+** Installation Technicians
- › **12+** Dedicated Service Technicians