



AUDIOVISUAL CONSULTANTS

Members of the AVIXA® Consultants Council are audiovisual consultants who provide a range of advisory, design and management services across all markets.

Independent Consultant Members

Independent Consultants are not tied to nor receive benefits from manufacturers, suppliers, vendors or other third parties. Their income is gained through providing consulting services only.

Independent Consultants will include those that:

- Provide consulting and contract administration services for an agreed fee.
- Provide Intellectual Property, skills, and services from their own resources, or if any resources are contracted out, they are not allied with any manufacturer, agent, reseller, or vendor.

Affiliate Consultant Members

Affiliate Consultants are aligned with, or work for manufacturers, vendors, suppliers, or their agents and receive incentives (financial or otherwise) to recommend and include products, goods, services, or suppliers within a project.

Affiliate Consultants will include those that:

- Act as end-user as in-house consultants and designers.
- Provide consulting and contract administration services aligned with their commercial relationships and may be incentivized to specify equipment sales and services.

Client Outcomes

Both Independent Consultants and Affiliate Consultants aim to deliver quality work. The consultant's role is to advise clients honestly and fairly throughout the process.

Consultants will:

- Disclose their category of membership.
- Be aligned to the outcomes and objectives of the Client.
- Add value to the Client's business, operations, and projects.
- Take responsibility for any outcomes that are not in line with the Client's reasonable expectations and rectify as much as is reasonably a consultant's responsibility.
- Provide clear, concise, quality, and professional documents defining the Client's goals and expectations for the solutions being provided through the design process.
- Provide services that relate to the planning, design, project management, and operations of audiovisual systems, solutions, projects, and other related works.
- Provide designs and advice that addresses the Client's stated needs and aspirations.
- Provide designs and advice that are not limited to only one contractor, integrator, vendor, supplier, or manufacturer unless otherwise directed to by the Client.
- Disclose to Clients any actual, perceived, or potential conflicts of interest, or interest in any form associated with their advice.



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