

FOR IMMEDIATE RELEASE

Savant® Packages Support & System Upgrade Services with Hosts to Help Drive Integrator Extended Service Plans

New initiative helps integrators identify recurring revenue opportunities while providing an enhanced customer experience for every client

HYANNIS, MASS. September 13th, 2019 — Savant, a leader in smart home technology, has introduced three new Service+ Host packages that provide integrators with the traditional Savant Host hardware they are accustomed to plus an array of service-oriented benefits. Service+ Hosts include a 5-year Host hardware warranty, all major software upgrades for 5 years after initial system deployment along with expedited RMA Support and expanded benefits across all Savant hardware on the project. The following three packages are available now:

- Savant Service+ Super Pro Host
- Savant Service+ Pro Host
- Savant Service+ Smart Host

The new Savant Service+ Hosts create an avenue for integrators to open a dialogue with their clients regarding the best extended service options, either as a separate offering or as part of their existing service tiers. With Service+ Hosts, integrators are armed with the tools to initiate a conversation about annual service plans in the system design and quoting phase, including regular system upgrades that can help integration specialists to design and deliver service plans appropriately tailored to each client.

Integrator Quote

“We are always looking for ways to add value and benefit to our service offering. The Savant Service+ host offering combines the peace of mind of a 5-year warranty with the added benefit of always ensuring the system is running the latest software” said Paul Bochner, Owner Electronic Concepts. “The simplicity of the offering allows me to leverage the Service+ hosts as part of a new system proposal, or as part of a service proposal for an already deployed job. It’s a win for my clients, and a win for the efficiency of my business.”

“Savant’s new Service+ Host packages create an easier way for integrators to communicate service options to their clients, demonstrating that service plans and recurring revenue need not be a complex process,” said Savant President JC Murphy. “As the custom integration channel becomes more comfortable with the extended service/recurring revenue model, Savant’s Service+ Host program seeks to make service an inclusive part of the sales process from the start.”

Savant’s new Service+ Hosts are available now.

For more information on Savant, visit savant.com

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About Savant: Savant Systems, LLC is a recognized leader in home control and automation, and one of the fastest-growing smart home companies in the luxury and mid-markets. Savant’s powerful Pro technology brings together the four pillars of automation – climate, lighting, entertainment and energy in a single application interface for the homeowner. This comprehensive whole-home control system, available through iOS and Android, delivers the premiere experience in all of home

automation and is available through Magnolia Design Centers and Savant's global network of Authorized Integrators. Learn more at www.savant.com.

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