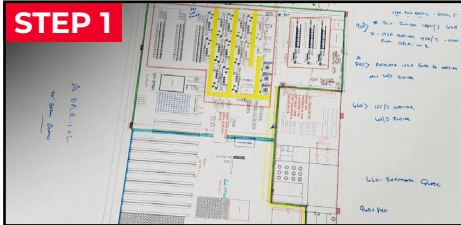




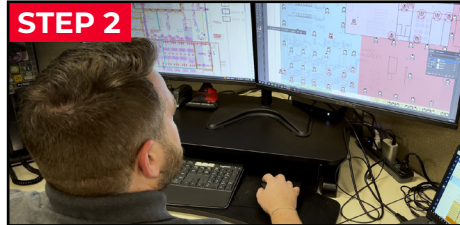
Guardian G3 is not your usual fixture and **requires more information** to accurately quote. G3 fixtures come to your site **pre-programmed to a tablet and gateway**, according to your floor plan.

STEP 1



Customer provides their **CAD drawing or plans** to Barron along with this completed quote checklist.

STEP 2



Barron engineers review the **plan and checklist** and determine how many of each fixture and accessory the customer needs to properly cover the facility.

STEP 3



Rep works with the Barron sales department to **put together a quote**.

STEP 4



Quote is **reviewed** and then approved by the customer.

STEP 5



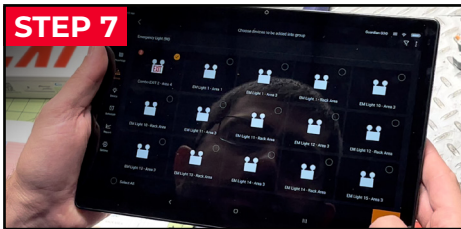
Customer determines the names of **each of the fixtures** and sends to Barron.

STEP 6



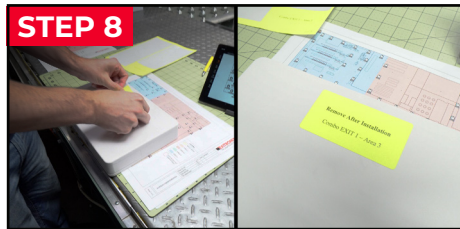
Barron engineers **load the floor plan and fixture names** into the software on the tablet.

STEP 7



Barron engineers **program each fixture** to the tablet and gateway.

STEP 8



Barron engineers **label each fixture** on the box.

STEP 9



Barron shipping department **boxes up fixtures by location** within the facility for ease of delivery.

STEP 10



Customer receives order, printed floor plans, and installs according to the map.



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