

## How to choose a video conference service provider

	<b>What to ask a prospective video conference service provider</b>	<b>Their Answer</b>	<b>Our Answer</b>
1	Is video conferencing their core business		
2	Has video conferencing been their core business for more than 5 years		
3	Do they own video conferencing equipment		
4	Do they use the equipment they sell in their own business		
5	Are they up to date with the latest video conferencing products and services		
6	Can they integrate related audio-visual products and services		
7	Can they provide you with a loan unit if your system becomes unavailable		
8	Do they have a certified vc engineer that compiles the solution		
9	Do they have any recognition credits or awards from vc manufacturers		
10	Do they consult on vc research and development		
11	Do they do their own installations		
12	Do they have recent pictures of their video conference solutions		
13	Do they have testimonials from recent clients		
14	Can they deploy solutions anywhere in South Africa		
15	Are they accessible for reliable tech support		