

# A.V.D.I.

*Delivering the Cutting Edge of Technology*

article by Yvonne Schroeder • photo by Samantha Stephenson Photography

**E**ver wish you could use your cell phone to secure your home when you're away? Fort Wayne's Audio Visual Design Installation (AVDI) makes it possible, at a lower cost than you might think.

Fort Wayne native Jason Abbott, president and CEO of AVDI, relies on powerful partnerships and solid financial management to provide better technical systems (at a better price!) than the competition.

Starting small in 2000 as a residential dealer for a couple of Fort Wayne home builders, the Northrop High School and ITT Technical Institute graduate eventually connected with a power-hitter—Buffalo Wild Wings—to do the Audio Visual (A/V) package at the Maysville Road location in 2004.

AVDI services stores nationwide for the Buffalo Wild Wings network. "I do more business with Buffalo Wild Wings than any other A/V contractor in the franchise network," Abbott says. That translates into a cash flow that puts him in the driver's seat in regard to price setting. "We are operating at zero debt. I have

invested my money to advance step-by-step over the years."

With the day-to-day maintenance bills paid, Abbott says he is not dependent upon local business for cash flow, so he can be more competitive with neighboring businesses and homeowners.

"This allows us to put more resources toward training, development and research to advance our operations and keep us on the cutting edge," says Abbott.

The senior staff does most training in-house. This creates a team environment for the dozen people who operate the nationwide business. "We strive to have a family environment here at AVDI, creating close relationships and open communication between our staff," Abbott says.

While the partnerships at the office keep the business close-knit, another alliance offers a business power-punch that allows Abbott to provide the latest technology at a lower price. He's made the grade to be an authorized Crestron dealer, which enables him to seamlessly integrate all technologies.

Crestron empowers AVDI clients to

operate systems flawlessly and efficiently to fit their needs. "HVAC, lighting, security, audio and video—anything is possible. We have in-house programmers, while everyone else subs the programming out. We provide a better system, with a lower bottom line," says Abbott.

AVDI understands the technology bridge that supports communication, and that's the sole premise upon which it bases its business and vision.

"Communication is the key to our success, literally and figuratively," Abbott says. "Not only do we practice it among ourselves and with our clients, but we offer more vehicles of communication to our customers."

But there's more than price at stake. AVDI aids our struggling environment, too.

"With our automation, we can give your house or business green energy savings through in-house seamless integration. Anywhere there's Internet access, the client can sync up and operate any connected peripherals from a remote location, while watching it happen live on their surveillance system. Our clients can monitor their assets globally every step of the way," Abbott says.

AVDI works with businesses—from accounting firms to doctors offices to lawyers—but that doesn't eliminate the individual homeowner. "We can provide anything to do with audio-visual technology for the home," Abbott says. "We have the talent to do the residential home theater, with a better system and lower cost than anybody else in Fort Wayne." •



Jason Abbot, CEO; Lee Smythe, systems engineer; Samantha Stephenson, CFO; Christopher Cox, director of Operations

## Audio Visual Design Installation (AVDI)

**Address:** 4835 Jean Drive  
Fort Wayne, Indiana 46825

**Telephone:** (260) 245-0008

**President:** Jason Abbott, President and CEO of AVDI

**Website:** [www.avdiusa.com](http://www.avdiusa.com)

**Email:** [sales@avdiusa.com](mailto:sales@avdiusa.com)

**Years in business:** 10

**Products and Services:** Commercial and residential security, A/V integration, digital signage and custom automation.