



Voice, Video & Data Cabling

JUNE  
2003

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NEWSLETTER

# ISSUE 1

## THIS MONTH'S HEADLINES:

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- **SUCCESS IS ON US**
- **MONITORING THE SAFETY OF YOUR SCHOOLS.**
- **A BIGGER BYTE FOR ROWVILLE PS**
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## REWIRING TO A NEW IDENTITY.

The month of May saw an exciting change for Deeper Image Broadband Pty. Ltd. with it's official title being streamlined to the much simpler trading name of "DIB Australia". The name change also welcomed a fresher identity for the company. A complete revamp of it's overall look involving a new logo, uniforms, phone and fax numbers. With regards to the new name, Sam Garden, Managing Director of DIB Australia, said "It's really just a new look for an old business." Deeper Image Broadband resulted from the

splitting of the domestic and commercial business", which both traded under 'Deeper image'. The name and indeed entire identity is too similar to Deeper Image Pty. Ltd. which still trades as a separate business focused on communications opportunities in the residential market. DIB Australia is not just different, but simpler for people to learn and understand. The new techie uniforms are also quite striking!! It is important that clients update their records with our new contact details as the old details will soon not reach us.



### NEW CONTACT DETAILS

**Address:** (unchanged) 205 Elgar Road, Surrey Hills, 3127.  
**Phone:** 03 9808 9966  
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**Web:** www.dibaaustralia.com.au  
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## SUCCESS IS ON US.

After a series of surveys aimed at customers for whom we have recently completed major work, DIB Australia was pleased with the positive level of responses. The surveys have provided a clear indication of solid customer satisfaction for our work. We would like to thank all survey participants for their feedback; Below are a few of the great things you've had to say.

*"DIB staff members have been very good at keeping the project on budget. DIB understand the Australian Open and its*

*status as a 'World Class Event' and provide backup knowledge, quotes with several options, also presenting key ideas on how to address any situation, including alternatives with details."*

**Site Manager, Tennis Australia**

*"DIB has helped us to create a master plan which is being achieved over time at a rate which fits our budget. DIB has helped us document the broadband system, we now have very accurate drawings."*

**AV Manager, Moonee Valley Racing Club**

*"I have had a relationship with DIB for some time and found them excellent, very quick and a professional service. The drawings of the network they have supplied are excellent. We find it easy to contact the right person. When we request something it gets done. I have referred them often as their prices are very competitive and they stand by their quotes."*

**AV Manager, Camberwell Grammar.**

## A BIGGER BYTE FOR ROWVILLE PS.

Prior to the involvement of DIB Australia, Rowville PS had an extensive list of problems regarding their computer network reliability and performance levels. With the close co-operation of Architects, builders and school staff, DIB Australia has successfully upgraded and replaced more than 90% of Rowville PS's computer network cabling consequently eliminating the Primary school's issues with a high performance solution.

Having seen the quality of DIB Australia's workmanship and project co-ordination on another school's project, Rowville was keen to see us install their plant. Also because we had been recommended as a

communications contractor for the schools building site, there was an interest in having a consistent approach.

The schools IT coordinator said, "I had had DIB referred to me and I was impressed with works they had done at another school. The solutions suggested all made good sense and were cost effective. By specifying larger than needed conduits it allowed other services to use the same conduit and left room for additional cables. The DIB technicians were always available and appeared to live in the lab. They kept me fully informed if a problem came up so it was easily fixed." Upon completion of the

works Russell Smith, the school principal said "I found it thoroughly professional working with Sam Garden the technical questions I left to our IT coordinator and the TSI. We couldn't keep to the budget because of an unforeseen problem experienced with an unmarked water pipe when cabling beneath the basketball court. We didn't get an extra bill until the issue was fully discussed so that I could take it to the school council for approval. I have been kept well informed during the works and are happy to continue the relationship. I will look to DIB to advise me on ongoing cabling needs."

## MONITORING THE SAFETY OF YOUR SCHOOLS.



DIB Australia's involvement with "Voice, Data & Video" cabling means we are dedicated to the installation of communications cabling for a wide variety of devices. Recently, we have aided a number of schools with the set up of CCTV (closed circuit television) for the sake of security and monitoring requirements.

Recent installations have seen us wiring

back colour cameras from external positions to a common point where an installed digital recorder enables computer network access to the camera/s. Working in partnership with other specialist organisations we were able to assist the customer in obtaining a value for money integrated CCTV solution. Our specialist cabling and installations skills ensure a quality end result.

## VIDEO OVER TELEPHONE WIRES @ 500m+

DIB Australia has built its reputation on solving client's technical cabling issues. Whether you have Voice, Data or Video requirements, we can assist you in getting the service you need with the unique approach that we excel in.

At more than one site recently we have assisted in the delivery of video and audio pictures (feeds) to remote positions. Locations where the installation of a cable would cost in excess of \$15,000, DIB Australia was able to install a unique solution that allowed us to deliver these images and sounds via a mere 2 telephone pairs over distances of more than 500m underground!



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