

# How to take the guesswork out of home entertainment

## Business Feature by Cameron Outridge

CONNECT Multimedia owner Glenn Voyzey has a passion for engineering multimedia systems that do three things:

- 1 meet the client's budget.
- 2 exceed the client's expectations.
- 3 use latest technology to make life simple.

"So many people make costly mistakes by purchasing out of date or expensive equipment or by being poorly advised," said Glenn. "We often have to re-run cables or replace systems installed by electricians who aren't familiar with the new requirements of high definition television or cable TV. Things change fast and new technology has dramatically dropped in price to allow attractive, simpler options when planning home entertainment."

Glenn aims to take the guesswork out of buying a new home entertainment system or installing a new TV or theatre room. "Most people only think about installation after they have bought their equipment," he said. "But

not all retailers are aware how well your new system will work with your existing equipment. That's why I love it when people come to me first. I don't sell HI-FI or television equipment, so I offer impartial advice about what you need to buy."

Once you have the right gear for your needs Connect can deliver it and install it in your home. "We listen to what our clients want then design a home entertainment system that will have a rich set of features and, above all, will be excellent quality and easy to use."



< Glenn Voyzey and three of his projects, below. Glenn combines his experience with the latest technology to simplify home entertainment for his clients.



Glenn said people often inadvertently paid thousands for features they either didn't need or had no idea how to use. "When we install your equipment we teach you how to use it and if you forget how something works, give us a call and we'll talk you through it

over the phone." Glenn's experience and free-lance status meant he could offer exceptional value for money. "I often have people confirming a job saying my quote was two and three times less than another company's for basically the same thing. I have a margin that I stick to. I quote each job on that basis, rather than how much I think I can get away with. The expression on a client's face when they experience the sight and sound of a completed project is priceless."

Connect covers every installation requirement, from simply delivering your TV from a retailer and installing it in your home, to wall mounting plasmas or LCD TVs to totally wiring your

home for security, data, music zones or a dedicated cinema room. These may be complete with concealed speakers, a motorised projection screen and reclining chairs.

"I also really want to urge anyone building or renovating to call me to guide them through the process of what cables to install. I can avoid costly errors and add value to a home by having pre-wired cables in place for any future requirements like IPTV or multi-room audio."

Glenn has worked as a broadcast Audio Engineer in the television industry since 1989. Recently he was contracted to oversee the audio infrastructure for the Australian Open Tennis and parts of the upcoming Beijing Olympic Games.

■ If you want to take the guesswork out of your multimedia project phone Connect Multimedia on 1300 88 4200 or mobile 0420 712 454. Email [gvozey@connectmultimedia.com.au](mailto:gvozey@connectmultimedia.com.au) or check out the informative website at [www.connectmultimedia.com.au](http://www.connectmultimedia.com.au).