

# Why Purchase Mobile Video Solutions from American Bus Video Inc.?

## **1 - Online Pricing Disclosure** - [Customers deserve to see product pricing online to compare systems](#)

To those interested in a product, price is often the final objection and a primary concern, so why force a customer to be subjected to a grilling by high pressure commission salesmen just to learn how much a product costs, and then be placed in a sales contact database for future unsolicited telemarketing-interruptions.

**American Bus Video Inc.** is Not embarrassed of our pricing, it is provided online for all to see, those who are working on budgets for next year do not have to waste time calling.

## **2 - Backwards Compatible Systems** - [Customers deserve old product integration with new product technologies](#)

Capitalism only works when it is based upon; "Free exchange of value without deceit, coercion or initiation of force". Sadly, many competitors deceive by omission product specifications, meaning they Do Not Disclose Propriety connectors. Their business model of Propriety connectors steals a customers "Freedom of choice" and forces them to purchase future components from a high profit margin sole source vender because nothing else will work with them, wasting district funds. **American Bus Video Inc.** offers free exchange of value without deceit. ABV provides "AHD" mobile video DVRs with 20-Year backwards compatibility. Our newest HD technology DVRs can use old Analog cameras like the ones on our first video systems decades ago. "AHD" DVRs cost us more but this assures customer backwards compatibility for customers.

## **3 - Freedom of Choice, Not Propriety Coercion?** - [Customers deserve Freedom of Choice](#)

ABV offers "Freedom of Choice" by using Industry standard CCTV camera connectors. The current business model gleefully embraced by most of those offering systems in this market is one of "Propriety Camera or HDD connectors", which some view as coercion, and a violation of the principals of Capitalism. Propriety connectors on their cameras = FAT profits in the future, because you are forced to purchase from that supplier only, without the freedom to choose lower cost suppliers, this restricts freedom of choice and chains you to their product only.

**American Bus Video Inc.** provides customers "Freedom of Choice" by using Industry standard CCTV camera connectors, so if a customer is unhappy with our service and wishes to purchase more camera heads or accessories, they can use other manufacturer product or suppliers as we do not force them to keep purchasing from ABV.

## **4 - Service Memo/ Product Problem Disclosure** - [Customers deserve to know problems before purchase](#)

Several mobile system providers not only make it difficult to determine the reliability of their products but actively conceal the product faults to prevent loss of sales.

When a number of customers, report a similar problem with a product, we open a Service case, and when solved we create a Service Memo to be posted online for all who may experience a similar problem with that product to learn the solution.

**American Bus Video Inc.** is the only bus video provider, to my knowledge, that openly provides documented details of product problems and solutions, as true Capitalism is based on "Free exchange of value without deceit or coercion", so we provide product problem transparency, so customers can make educated choices.

## **5 - 100% Solid State Reliability DVRs** - [Customers deserve 100% Solid State DVRs, not fragile Hard Drives.](#)

Most companies embrace a business model of fragile hard drive based DVRs with high failure rates in a mobile video application, insuring future profits from replacement hard drives. In some cases, the replacement hard drive profit far exceeds the system profit.

**American Bus Video Inc.** offers 100% Solid State DVRs, offering a durable high reliability memory storage technology. ABV does not subscribe to the "Bus Video Raw Deal" perpetuated by a business model promoting DVRs with fragile Hard Drives.

**6 – 10-Year Camera Warranty Standard 720P & 1080P cameras** - [Customers deserve the best camera warranty available.](#)

The high-quality metal shell Vandal-resistant color night vision cameras provided by ABV come with the best camera warranty we are aware of, a full 10-Year Warranty standard on all 720P & 1080P AHD cameras, included at no additional cost to the customer. System warranty is 1-Year Standard, with System Extended Warranty options available for an additional cost.

**American Bus Video Inc.** offers 100% metal shell & base vandal resistant Daytime Color Night Vision cameras with built in audio on interior cameras, for a tough optical eye solution.

**7 – 30 Years of Sales & Service Experience** - [Customers deserve professional competent providers who know what they are doing with a track history to prove it.](#)

Most companies in this market are short lived, over the last 30 years I have witnessed an bankruptcy or attrition rate of about 70%, so regardless of their attractive system warranty, features or pricing, many will no longer be in business when you need them after the sale.

**American Bus Video Inc.** offers 30+ years of sales and service experience in the mobile vehicle recorders.

**8 – No Salesmen will call...Ever** - [Customers deserve to be able to work throughout the day without the constant harassment and annoying interruptions of unsolicited Cold Calls.](#)

Most companies in this market employ Commissioned Salesmen or legions of telemarketing sales weasels, who by the very nature of their pay incentives often view potential customers as nothing more than a bullseye for a fat commission check. Just consider for a minute some of the industry jargon they use to describe their sales efforts and the potential customers; "hammer the phones", "Pluck the mark", "fleece the flock", "broke the bank", "hooked the fish".

Even if you survive the high pressure sales blitzkrieg, they will still place your contact info in a sales contact database for future unsolicited telemarketing-interruptions.

The lack of respect for those they work with is appalling and unprofessional which is why ABV has no inside salesmen, as they do not respect the customer, and without customers there is no business.

**American Bus Video Inc.** has never employed a single salesman, and I challenge any of my competition to figure out a business model that does not require salesmen.

**9 – Lifetime Warranty Available** - [Customers deserve a extended system warranty that will last the life of the bus](#)

ABV is the first company I am aware of to offer a Lifetime Extended Warranty option for the entire bus video system, providing the best value in long term bus video product coverage in this market.

**American Bus Video Inc.** offers the "Testudo Lifetime Warranty Protection" option available for all High Definition 1080P AHD systems we offer, backed by 30+ years of sales and service experience in mobile vehicle recorders.

**American Bus Video Inc.**

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10-Year Camera Warranty Standard

Testudo Lifetime System Warranty Available

30+ Years of Mobile Digital Sales & Service Experience