

Case Study

Industry

Technology Equipment

Workstations

1,000 workstations

Product

Terrace 3.4, Concensys, Marbles® tables, #19®

Opportunity

Creating efficient, flexible office space that minimizes downtime during the initial move as well as anticipated future reconfigurations due to growth.

Color Palette

Panel Fabric

Celestial Zephr

Paint

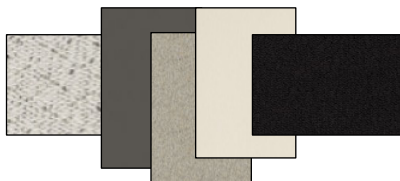
Flint

Laminate

Lakestone, Parchment

Seating Upholstery

Tria® Solid Black



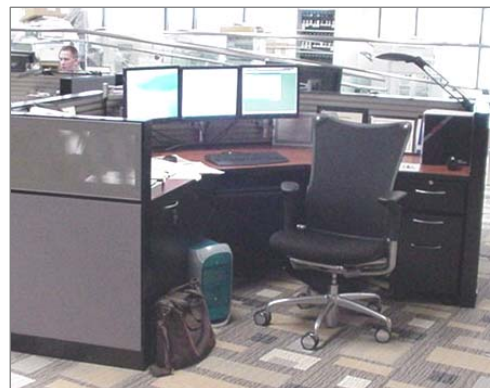
Allsteel “Duplicates” its Outstanding Solutions for Office Imaging Company



This office imaging company's growth required a flexible product solution from a partner who could design, order, deliver, and install, 1,000 workstations covering four floors in a six-week time frame! This client, a previous Concensys® customer, knew they could count on Allsteel again to be responsive and

deliver a durable, long-lasting furniture solution. In this case, use of Terrace® 3.4 and Concensys provided the perfect solution.

Reason for Success The RFP process was driven by a project management firm with tough time demands that ended up being a blessing in disguise. It became clear to the project management firm and the client that Allsteel was the only manufacturer that could confidently meet the



required development, production, and installation requirements. Allsteel internal customer support project coordinators assisted with staging and coordination of shipments to ensure a smooth, hassle-free experience. Our product, its ease of configuration, and the performance of the dealer all combined to make this project

a complete success. “*We knew we could do it and we did,*” said Doug Smaus, Allsteel Account Manager. “*The client was originally going to move existing furniture into the new space. We demonstrated that a savings in churn and downtime would partially offset the cost of new furniture. To speed up the client’s utilization of the new space, the dealer performed walk-throughs as installation was occurring.*”

The client utilized 120-degree layouts that contribute to functional, collaborative workspaces and low panel heights to provide visibility amongst workers. The clean architectural lines of Terrace 3.4 with air flow tiles, along with wall-mounted tiles, reinforce a technology-driven brand image. A few months after the initial install, the client was already moving, adding, and changing workstations to accommodate additional growth. The connectivity of Terrace and Concensys helped them easily reconfigure their entire 3rd floor using products ordered during the original purchase.