

# Case Study

**Industry**  
Incentive

**Products**  
Reach, Terrace, Sum™

**Workstations**  
186

**Opportunity**  
Increase storage and office density within a condensed moving schedule

## Color Palette

**Paint**  
P4J Muslin

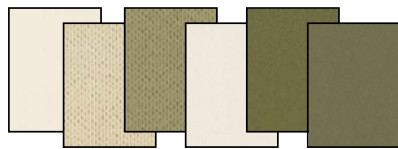
**Tiles**  
SRT993 Sarto Sesame  
SRT949 Lemongrass

**Laminte**  
TM33 Whitestone

**Edge**  
EU Muslin

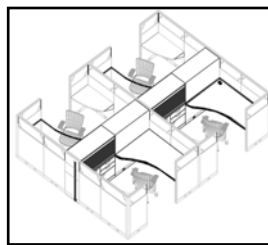
**Sum**  
OPN28 Open House Willow

**Energy**  
BRS10 Brisa Sage



## Dining Rewards Provider Rewarded with Reach™

When a dining rewards provider moved into their new office, they were on a very tight schedule and needed to accommodate a growing number of employees who also had a growing need for increased filing capacity. Reach and Terrace® were combined to reward the company with more active storage and more functional workstations all within a smaller footprint.



**Reasons for Success:** A tight construction timeline provided Allsteel and the Dealer's team the first opportunity to exceed the customer's needs. The team strategized to develop a unique planning process that compressed the work needed to prepare the space for occupancy, then tightly managed the receiving and installation to coincide with the other construction trades. This process

saved them approximately three months from the traditional moving process.



*"We earned the business by being a trusted source of knowledge and showing we could proactively manage all aspects of the process from planning to installation," the Allsteel Dealer said. "Allsteel and Allsteel products allowed the team to develop and deliver the plan on-time and on-budget."*

Reach's storage within the walls allowed more people to fit into the new space than possible with a traditional panel system. Reach also helped them create a more open environment and save money on utilities by avoiding overhanging storage units that would have blocked natural light coming into the building.

Although there was initial concerns about moving some employees from private offices to workstations, objections were overcome by providing extremely functional spaces. Workstation walls provide the required privacy, while glass tiles allow for visual collaboration where needed. *"After moving in, they report they are very happy," the Allsteel Dealer said. "We've had nothing but positive reactions."*

Reach offers a smarter solution that makes storage more active, people more productive, offices more open, organization more attainable and work surfaces more workable.