



Allsteel®

PROJECT PROFILE

SKANSKA
{ SEATTLE, WASHINGTON }

“We were pushing for a highly refined look, with simplified detailing. Align worked.”

Tony Stewart, Vice President of Business Development, Skanska

CHALLENGE

When it came to buying furniture for their new Pacific Northwest headquarters, “The first and most formidable challenge for us,” says Tony Stewart, Vice President of Business Development for Skanska in Seattle, “was finding out what we needed, since we had no experience in evaluating and selecting systems furniture.” Skanska is one of the world’s largest construction managers. “We know how to buy services, and we wanted to find out what was the latest and greatest in workstation function and design.” With the help of NBBJ, the global architecture and design firm coincidentally located in the same building, Stewart began his educational process by first visiting manufacturers’ showrooms in the Chicago Merchandise Mart. Once he understood the capabilities of systems furniture, he sent out an RFP based on a prototype workstation to three different manufacturers.

Adds Anne Cunningham, Principal at NBBJ, “Skanska’s objective was to express a corporate philosophy that places a high value on collaboration. The headquarters design was conceived to support its approachable internal organization and to foster a business environment for entrepreneurial thinking.” The office furniture had to reinforce this idea.



SOLUTION

Using NBBJ's design expertise, Skanska combined Align panels and desking to create an open work environment that complements the overall space itself, along with the private offices which use many of the same Align elements. Skanska valued being able to utilize a kit of parts to create private and open offices for a single, cohesive aesthetic and easier reconfiguration in the future. Thoughtful choices of veneer, fabric, upholstery, and Landscape surface accents extend to all offices and further unifies the design. Stewart says, "Even though it is systems furniture, it looks like it was designed to fit our office environment, which is highly interactive and open, reflecting the elegant simplicity of the systems furniture design." Cunningham agrees, "The clean detailing of the overall design is expressed in the furniture. Subdued earth tones are punctuated with natural steel, weathered paint finishes, and reclaimed fir, all intended to express beauty in both refined and unrefined elements of the construction process."

Skanska also chose Sum for seating throughout the office. "We tested 20 different chairs from a variety of manufacturers," says Stewart, "and loved Sum because it gave everyone the right lumbar support."

GAINS

Open plan and private offices utilizing common components from one product line

Look and feel of custom offices, with systems furniture flexibility

Competitive pricing that allowed for upgrades in product specifications

Striking material and finish choices that unify aesthetics, make a design statement, and communicate the company's culture and brand

Worksurface shapes and sizes that fit functional needs, including accommodating construction drawings and blueprints

Seating that provides comfort for a wide range of users

Single source for systems, desking, seating, and conference room furniture



ALLSTEEL PRODUCTS

Align™ frame-and-tile system, Foundation™ Landscape™ surface, Get Set™ tables and chairs, Align storage, Extensions™ work tools, Sum™ seating



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EXPERIENCE

For Stewart, his furniture-buying adventure was an educational experience. "When I was in Chicago," he notes, "what I learned there was extremely positive. Allsteel showed up with people who were very interested in us, and it was a low-pressure sales environment focused on helping us to understand and evaluate seating and systems furniture. Allsteel clearly differentiated themselves with solutions that met our needs."

This positive feeling continued and grew as Skanska met with their local Allsteel dealer. "I saw how Allsteel and the dealer worked together, and their commitment to me as a customer was impressive. There was a good partnership there, and I knew that between the two companies, they would solve any problem that came up. The installation by the dealer and their crew was flawless and seamless." Stewart sums up, "Overall, it was a very professional and team-oriented experience."

"We were aware of Allsteel's growing design presence in the office furniture market and Skanska was an opportunity to work with Allsteel. All parties were pleased with the product, process, and the outcome."

Anne Cunningham, Principal, NBBJ

For more information about Allsteel solutions, please visit allsteeloffice.com.

Allsteel[®]

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