

Allsteel®

PROJECT PROFILE

FEDERAL GOVERNMENT AGENCY  
{ ARLINGTON, VIRGINIA }



“Being on time was critical. It was a testament to Allsteel’s on-time performance that’s beyond exceptional on a project of this magnitude.”

Karen Terry, furniture consultant, CHL Business Interiors, Inc.

## CHALLENGE

According to Allsteel salesperson Christine Wallace, “This was the largest GSA contract in Allsteel history. Not only did the project require 85 truckloads of furniture, but it required a very aggressive timeline that we had to meet and guarantee. The project demanded complex specifications, with extensive data and electrical requirements, fully powered spine walls with beltline power, and non-powered wing walls with off-modular capabilities.”

The central concern was to find a solution that provided highly versatile furniture to meet current and future needs, and get it there on time. The challenges didn’t stop once the furniture was delivered. Karen Terry, furniture consultant for CHL Business Interiors, Inc. in Washington, DC, points out, “Because construction on the offices was not complete, all the trades were on site. Furniture was offloaded at night so the other contractors could use the freight elevator during the day.”



## SOLUTION

Because this government agency has extensive technology needs and anticipates future growth, the team chose Terrace for its ease of reconfigurability and increased data and power capacity. Terry points out that the plan called for "4-packs" of mostly 8' x 8' or 8' x 10' workstations. "But you could increase a 4-pack to a 6-pack by adding more product without disrupting the spine wall. It's a feature of Terrace and was a required criteria."

In addition to Persona storage and Tolleson Side guest chairs, the client also chose #19 for seating at workstations and in private offices. According to Terry, "They wanted to do a complete package across the office. They felt the comfort and ergonomic properties of #19 superseded anything else they'd tried."

Emily Billheimer, interior designer and furniture project manager for the Harris Design Group, points out that "Allsteel's ability to meet the aggressive timeline was exceptional. Even though they had to convert our drawings to their specification, their more than competitive lead times allowed them to make the commitment and meet our required schedule."

## GAINS

On-time delivery and installation of 85 truckloads of furniture, within an extremely tight timeframe

Maximum data and power capacity to meet extensive current demands as well as future needs

Ability to grow staffing and reconfigure offices without affecting or changing the spine wall

Seating that is comfortable for a wide range of body types and workstyles

One furniture specification for the entire floorplan, including private offices, open plan, storage, and seating

"Best-value furniture" that exceeded interior designer's expectations and requirements



## ALLSTEEL PRODUCTS

Terrace® 3.4 frame-and-tile system, Gunlocke® Medley™ 2.0 casegoods, Persona™ storage, Extensions™ work tools, #19®, Get Set™, Tolleson Side, and Gunlocke Multi® seating

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## EXPERIENCE

“Being on time was critical,” Terry says. “Allsteel delivered more than 80 trailers of product at the right time. That’s a testament to Allsteel and their on-time performance. It’s beyond exceptional on a project of this magnitude.”

Allsteel was able to deliver great service, as well. Billheimer doesn’t hesitate when asked what stands out most about her experience on this project: “Allsteel was willing to bend over backwards to meet the client’s needs, and still deliver great customer service and a quality project despite the tight timeframe.” Ultimately, it was the complete Allsteel package that really made this project exceptional for Billheimer. “My requirement was that the furniture award be based on best value, in that it had to meet the specs as well as be economical. Allsteel is a cost-effective furniture solution, and it looks great.”

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Emily Billheimer, interior designer/project manager, Harris Design Group

For more information about Allsteel solutions, please visit [allsteeloffice.com](http://allsteeloffice.com).

# Allsteel®

Designed to work. Built to last.

Allsteel Inc.  
Muscatine, Iowa 52761-5257  
[allsteeloffice.com](http://allsteeloffice.com)

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