

Case Study

Industry

Security Systems

Workstations

30 Sales Offices Nationwide

Product

Concensys

Opportunity

Provide a durable and flexible solution for 30 different sales offices across the country under a tight deadline.

Color Palette

Service/Dispatch/Data Entry/IT

Fabric

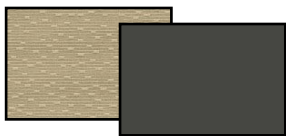
LC929 Lucy Thyme

Paint

P02 Flint

Laminate

Nickel Evolve



Call Center/Team Leaders

Paint

P02 Flint

Fabric

CW932 Circle Shadow Sylvan

Panel Trim

J Cinnamon

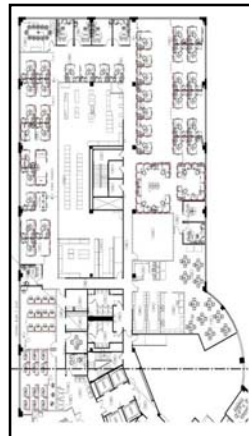
Laminate

LT2B Mushroom Tigris



A Leading Security Company Counts on Concensys®

When a security systems leader needed to relocate 30 sales offices across the nation in six months, finding an office solution that fit their needs and could be installed in time was critical. With Concensys, they found the speed along with the flexibility they required.



Reason for Success The Allsteel Dealer needed to field measure each of the 30 locations individually, have each location choose a color palette, order the systems and have them installed – all within six months. With such a tight timeframe, speed and accuracy was critical.

The dealer worked with them to develop four pre-selected color palettes and placed them on a website for each location manager to choose from. Once the palette was chosen, the dealer placed the order knowing Concensys' 5-day Express Solutions® quick delivery, along with its standard shipping that averages less than three weeks,

would exceed their client's expectations.

"The quick shipping was a big deal," said the Dealer. *"It helped us build such a good relationship with the client that they let us bid on another new project. The project manager was pushing a competitor, but they felt they owed us a chance."*

The dealer used that chance to show how Concensys would be the perfect fit for the call center. They were looking for a durable, price-competitive product that could handle the unique requirements of a national call center for security systems. And, in addition to storing files and other office essentials, keeping the data cables out of the way was important. *"Cabling was a huge concern,"* the dealer said. *"Each workstation had six drops."*

While the previous systems used by them were inherited with their building and did not match the function of any of their staff, the dealer used Concensys' flexibility to customize each workstation area to the job function. *"We chose the color for each area and designed each workstation to match the job's function,"* the dealer said. *"The large bulk was for project managers who needed more space and more storage."* In addition, upgraded fabrics were also used for senior positions.

Count on Concensys to deliver a durable solution that gets our customers up and running in a hurry.