

Case Study

Industry

Consulting

Products

Terrace 2.6 combined with Reach, Persona™, Get Set™, #19®, Sum™

Opportunity

Maximize space while increasing workstation functionality and capacity

Reach™ Could Save This Consultant \$1 Million

When a company grows from a 25-partner office to more than 600 employees in eight locations --within four short years -- finding space for the growing workforce can be a challenge. This consulting group was faced with this challenge, but with a Reach/Terrace® combination, they were able to find both the space they needed and an easy to manage solution.



Reasons for Success Their rapid growth was the driving force in selecting Reach as the ultimate solution to their needs. After two headquarter expansions in two years and a growing workforce in their other locations, choosing the right system to standardize on was critical in helping control the costs of adding future personnel. But choosing the right system meant the dealer had to overcome a preference for Herman Miller.



Rapid expansion meant that they needed an extremely efficient solution that maximized their office space. Reach's ability to contain storage within its walls allowed them to move from 8' x 8' workstations to 6' x 6' while adding additional storage at the same time. Not only did this allow staff to keep important binders close at hand, they now could keep them locked behind the tambour door.

With pedestals under the worksurface eliminated, Reach maximizes usable work areas by allowing staff to sit and work anywhere along the surface. Marker boards were also added to capture notes from brainstorming meetings.

"The change to 6' x 6' workstations gave them a 34% density increase," according to the property and facilities management company. He estimates that **fitting 30 more people in the same floor space will translate into \$1 million in savings over 10 years.** *"And all this was achieved with increased storage capacity and a better workspace, according to a majority of employees surveyed".*

"With Allsteel, we've been able to create an attractive, cohesive office aesthetic throughout and optimize the actual size of our workspace area, while creating more functionality for our people," said the real estate director.