

Case Study

Industry

Government

Workstations

1,600

Product

Terrace® 3.4, Persona™ Storage, Tolleson Side Chairs, # 19®, Gunlocke® Medley™ Private Offices and Conference Tables, Gunlocke Multi Guest Chairs, Get Set™ Seating

Opportunity

Create 1,600 open and private office workstations that meet stringent federal requirements while accommodating future growth.

Color Palette

Panel Fabric

4th Floor Area A –

Propeller/Sandalwood

4th Floor Area B –

Propeller/Oyster

All Other Floors –

Maharam Frequency Terra

Tiles

4th Floor Area A – 3-Form Take w/ Patina Finish

4th Floor Area B – Taupe, 3-Form Beargrass w/ Patina Finish

All Other Floors – NA

Paint

4th Floor Area A – Warm Beige

4th Floor Area B – Muslin

All Other Floors – Muslin

Laminate

4th Floor Area A – Beigestone

4th Floor Area B – Whitestone

All Other Floors – Whitestone

Seating Upholstery

4th Floor Area A – Brisa/Golden

4th Floor Area B – Brisa/Putty

All Other Floors – Tria/Black

Government Sold on Allsteel's On-Time Performance

When a federal agency was looking to install 1,600 workstations and private offices over 13 floors, all within an aggressive timeframe, they knew they could count on Allsteel and our partners to deliver.



Reasons for Success

The Allsteel team consulted with agency contacts to fully understand their unique needs. This agency relies heavily on a large amount of high-tech equipment which made Terrace's expansive panels ideal for handling their extensive data and electrical requirements. Terrace's off-modular capabilities, fully powered spine wall, beltline power

and data outlets and non-powered wing walls were also critical in the agency's decision. Also important was Terrace's ease of reconfiguration and removable tiles to accommodate future changes and expansion over the agency's multiple floors. *"Based on technical capabilities, price and a strong project team, Allsteel was clearly the best value,"* said Christine Wallace, Allsteel Business Development Manager.

Allsteel's ability to deliver more than 80 trailers of product at the right time also made a lasting impression, especially since the project had experienced construction delays. *"The Allsteel team has been fantastic!"* said the Project Design Firm. *"The team foresaw field conditions that could hinder the installation and worked to resolve them in advance."*



"This enormous project went incredibly smoothly," said the local Allsteel dealer. *"Kudos to Allsteel for their on-time performance."*

GSA business represents a significant way for your dealership to increase sales and Terrace is perfect to assist. If you are interested in enhancing your GSA

business, please contact your Account Manager. They can put you in contact with the Allsteel Government Account Manager assigned to your area who will share specific strategies to help you succeed.