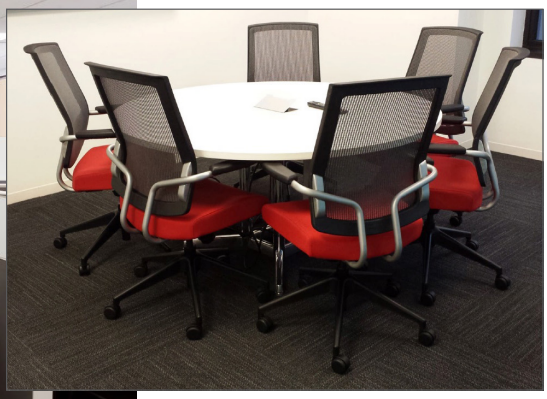




SitOnIt • Seating™

Project Spotlight

Lending Club Makes Smart Investment with Focus

LendingClub

INSTALL FACTS:

Sales Rep: Northern California Team
Dealer: Interior Motions
Time Frame: June – August 2013
Product: SitOnIt Seating: Focus

ABOUT THE PROJECT

The internet has changed the way lending and borrowing happens. San Francisco-based Lending Club is an online community that brings together borrowers and investors to facilitate smart investing in an unconventional way. The company is expanding fast as people discover banking that goes beyond the traditional bank. And as the company grows, so do its seating needs. The company originally relied on a mixture of office furniture that grew quickly, matching the company's explosive growth. But with the company planning another boom, it decided to standardize on seating.

Dan Barnard at Interior Motions wanted to give the company samples so they could find the perfect fit. But they were already sitting on the solution.

WHAT MADE THE DIFFERENCE?

Among the Lending Club's mix of office seating were some Focus chairs. These were among the favorites at the office – the ones workers vied for when people changed offices. Still, when the company decided to invest in a standard chair for the growing company, decision-makers wanted to make sure they were getting the best.

Lending Club leaders did a sit test and brought in some of the highest-end competitors. They asked workers to evaluate ergonomics and comfort when they invited them to perform a sit test. Focus won hands-down.

The growing company also wanted to maximize value with a great price. Focus was the clear winner there, too. And with quick turnaround and an outstanding warranty, Focus won the project.

Lending Club decided on two different Focus options: Focus task chairs at work stations and Focus task chairs with conference arms for their conference rooms.

WHAT'S NEXT

Lending Club is flourishing – their offices are expanding to five floors. And since the company has standardized on Focus, as the company grows, so will sales of the chair. With the company on the fast track, SitOnIt Seating's Focus is in a great position to grow from the ground floor.



IDEON®

SitOnIt • Seating™

Project Spotlight

IDEON is the High-Traffic Solution in the Mile High City





The Mental Health Center of Denver

Denver, CO

INSTALL FACTS:

Dealer: Citron Work Spaces

Time Frame: May - July 2012

Product: IDEON Visit Armless, Mezzanine Cube, SOI Focus Work

ABOUT THE PROJECT

With 38 facilities throughout the city, The Mental Health Center of Denver is a leading provider of healthcare services in Colorado. Thousands of consumers visit their centers for progressive, recovery-focused attention. So when the company was consolidating four facilities into one new building, they knew they'd be servicing hundreds of consumers a day. They needed seating that matched the inviting look of the new facility and could handle the extremely high-traffic environment.

Each floor of the new building features a 20-30 person-capacity waiting room with its own color scheme. With the colors and building finishes already in place, the designer was looking for seating that could complement the look. Working with COM was an explicit requirement. The dealer, Citron Work Spaces, brought in the Visit collection from IDEON.

WHAT MADE THE DIFFERENCE?

A sit test proved the collection's comfort, but it was the ability to create a custom look that really impressed. And IDEON made it easy for the Medical Center – offering custom arms on the Visit chair, and using special ganging brackets.

The selling points for the Visit collection:

- Great aesthetics and durability for high-traffic space
- Speed of build and delivery
- Customization with COM
- Price: when COM was included, other manufacturers were $40,000 over budget; IDEON was under budget

When it came time for outfitting the behind-the-scenes office spaces, Mental Heath Center of Denver went with the SitOnIt Seating Focus Work chair. The same level of attention, service and fast turnaround made the choice a clear one.

WHAT'S NEXT

As Mental Health Center of Denver renovates facilities throughout the city, they are standardizing the same look and fabric across their centers. This means more traffic and more business for IDEON in Colorado.



SitOnIt • Seating™

Project Spotlight

SitOnIt Seating Delivers Solutions to Every Corner of New Facility



Ultra Tech Machinery

INSTALL FACTS:

Dealer: Environments 4 Business
Time Frame: March-June 2012
Sales Rep: Bruce Longhino Group
Product: SitOnIt Seating Prava, Focus, Focus Side, InFlex, ReAlign

ABOUT THE PROJECT

When Ohio-based automation giant Ultra Tech Machinery moved to combine two facilities into one new location, it centralized lunchrooms, training rooms, conference rooms, work stations and private offices. With a large space serving so many different purposes, Ultra Tech needed a way to differentiate areas and maximize the flexibility of the workspace. SitOnIt Seating had the answer.

WHAT MADE THE DIFFERENCE?

The dealer, Environments 4 Business, is a trusted provider of seating solutions in the Northern Ohio area thanks to its excellent customer relationships in the region. When the dealer's sales rep Brian Eichler began looking at solutions for Ultra Tech Machinery, he was able to offer a combination of a broad, comprehensive selection – thanks to SitOnIt Seating – and outstanding customer service thanks to Scott Kline and Wendy Worrall at the Bruce Longhino Group.

SitOnIt Seating offered a variety of solutions, from elegant Prava chairs in leather for the board room to Focus Work in mesh (plus the matching Focus Side for workstations) to InFlex chairs and café stools for dining areas. That variety, together with the quick turnaround that is standard for SitOnIt Seating, made a difference to Ultra Tech Machinery. Add to that the extra advantages the dealer offered – such as providing finishes at no extra charge – and the proposition was a winner. As always, SitOnIt Seating provided quick turnaround and outstanding customer service and warranty.

WHAT'S NEXT

Since the project, Ultra Tech Machinery has ordered seating for nine new work stations as well as a training room. And word of mouth has been effective, too. A subsidiary of Ultra Tech Machinery saw how happy the manufacturer was with this project. They went directly to Environments 4 Business and Bruce Longhino Group for SitOnIt Seating products. With its spectrum of products, SitOnIt Seating continues to offer Ultra Tech Machinery creative seating from the break room to the board room and everywhere in between.





SitOnIt • Seating™

Project Spotlight

Focus is the Final Touch for New England Landmark Renovation

WESTIN®
HOTELS & RESORTS

The Westin Portland Harborview
Portland, Maine

INSTALL FACTS:

Dealer: Hospitality Buying Group
Time Frame: January 2013
Sales Rep: Main Solutions
Product: Focus Work
A&D Firm: PFVS Architecture

ABOUT THE PROJECT

The Westin Portland Harborview is a landmark New England property in Portland, Maine. A fixture in the city skyline for more than 80 years, the hotel was part of a $40 million renovation that rebuilt to the latest structural and style standards. When the time came for outfitting guest rooms, management wanted desk seating that would be as comfortable as it was convenient. With flexible customization, SitOnIt Seating was able to deliver the solution.

WHAT MADE THE DIFFERENCE?

The hotel's A&D firm, PFVS Architecture, was looking for a midback chair that wouldn't overwhelm the space. The designers wanted a mesh back, for a clean look. Main Solutions Principal Mary Holt Rainosek found the solution – the Focus Work. SitOnIt Seating worked with the designers to provide a mock-up of the room and ordered samples in a variety of plastic frame colors to accommodate the client's desire to go beyond the standard black finish. The flexible color program at SitOnIt Seating gave the client exactly what they wanted in plastic or fabric. In the end, SitOnIt Seating was able to fulfill a plastic color change – a gray frame to match the room.

This personalization together with the overall look and feel of the chair made the sale. The scale of the Focus Work midback model fit in the space perfectly, offering visibility and a light, clean look that mesh provides – it didn't overwhelm the space. But it was the sit test that sealed the deal. The comfort of the Focus Work and the cool sit of the mesh back delivered comfort uncommon in this price range. This order fit the bill for a desk chair that also had the comfort and low profile of a guest chair.

WHAT'S NEXT

In December, 2013, the newly remodeled hotel will unveil its new look – and its new chairs. Focus Work will be found in every guest room of the hotel. With a prominent place in this historic Portland hotel, Focus Work is poised to impress in New England hospitality.

Project Spotlight

Our sales team uncovers an ongoing opportunity, and a customer's special requests give us the chance to shine.

SitOnIt • Seating™

IDEON®





California State University

Fresno, CA

INSTALL FACTS:

Sales Rep: Northern California SitOnIt/ IDEON Sales Team

Dealer: Facility Designs, Fresno, CA

Time Frame: March 2011 – Ongoing

Product: InFlex Tablet Arm Chair, Focus Task, IDEON Visit

ABOUT THE PROJECT

A key takeaway from the team's initial meeting with California State University, Fresno, was the underscore of an essential sales principle: the prospecting call is the work of uncovering a need and an opportunity; stay open, curious, and never dismiss an account's potential *before* the sales call.

With California's budget woes a daily national headline, Northern California Regional Manager Deanna Zimmerman and Sales Representative Greg Helms anticipated that their initial visit with the university might prove less than fruitful. However, with InFlex and Focus samples in tow, they introduced SitOnIt Seating and IDEON to the facility planner in charge of campus furnishings and quickly identified a restandardization opportunity.

The team discovered that the school had a renovation budget and an immediate need for tablet seating. Though the buyer was dazzled by InFlex, a slight wrinkle came when they wanted left-handed, oversized tablets, which we didn't have at the time — we offered only right-handed, oversized InFlex tablets. This was the moment for SitOnIt to spring into custom-order, quick-ship-hero mode.

WHAT MADE THE DIFFERENCE?

Key buying motivators were the chair's looks, flex design, and promise of durability in a high-abuse application. The exclamation point came with our willingness and ability to meet their special requirements in stride, and deliver in a heartbeat for a nominal upcharge. To accommodate, we were able to:

- make a custom, oversized, left-handed tablet version of InFlex;
- switch to Wilsonart grey nebula laminate (from our standard black laminate);
- modify the tablet edge molding;
- utilize the TCPN contract which was both price-competitive and an approved piggybackable contract;
- deliver a beautiful product on schedule in great condition.

Also working in our favor was the school's preference for a California-based company to help meet state funding terms, and provide better service based on proximity.

We "hit a home run" with the university, according to the facility planner. This captured an excellent reference for us and an entrée into other higher education targets.

WHAT'S NEXT?

The university followed their initial 600 unit order in August 2011 with several additional orders totaling over 1800 units, initiating the conversion of their classroom standard. We recently secured over 100 Focus Work chairs and a $25K IDEON Visit order. Visit is being evaluated as a potential new standard for soft seating on campus, due in part to durability concerns arising over a recent, large installation of a competitive product. Our relationship and the school's satisfaction with our product, price, and service are growing.

Facility Designs, the local dealer, has been an excellent partner, working closely with the sales team throughout the process.



SitOnIt • Seating™

Project Spotlight

Appealing Choices Win SitOnIt Seating the Massachusetts Courts Upgrade.



Commonwealth of Massachusetts

J. Michael Ruane Judicial Center

Salem, MA

INSTALL FACTS:

Sales Rep: Contract Sources

Dealer: Creative Office Pavilion

Time Frame: May - June 2012

Product: Focus Work, Focus Side, Glove Executive and Freelance

ABOUT THE PROJECT

When the Commonwealth of Massachusetts' courts wanted a system-wide seating upgrade, Boston dealer Creative Office Pavilion knew it was the chance they'd been working toward. For a decade, they'd built a relationship with the state, outfitting trial courts with orders that grew from the 40 to 100-chair range. But this was an opportunity of a different magnitude: more than 2,000 chairs for every corner of the courthouse. They needed durable, comfortable side chairs for lobbies, elegant executive chairs for judges' offices and attractive, ergonomic task chairs for offices. Without deliberation, the dealer chose SitOnIt Seating.

WHAT MADE THE DIFFERENCE?

Deciding factors for the state were as varied as its needs. According to Creative Office Pavilion's Alec Pouch, the courts chose the Freelance Side for the lobby and public areas because of "the substance of it – especially the breadth between the arms." The sophisticated look and exceptional comfort of the Glove Executive made it a perfect fit for judges' offices and courtroom bench chairs. But by far the biggest order – more than 1,400 – came for the Focus Highback Task. Buyers from the Commonwealth of Massachusetts gave the chairs a trial run and loved the back orientation, the "cool sit" of the mesh, the firm seat and the Momentum Cashmere Ebony fabric that proves elegant and comfortable as well as easy to clean. This is important in offices where busy legal workers often take lunch at their desks.

But the customer service clinched it. The dealer and Tom Caterino from regional rep group Contract Sources had built a reputation for having accessible samples and responding quickly to issues in the field. This trust paid off when the system-wide order was finalized just five weeks before the end of the fiscal year. Creative Office Pavilion, Contract Sources and SitOnIt Seating customer service's Louie Garcia worked logistical magic to make sure the chairs shipped across the country in just eight days. In nothing short of a coordinated triumph, the chairs got in before deadline.

WHAT'S NEXT?

As government institutions continue to upgrade their seating, success stories like these put us in a great position. With SitOnIt Seating now installed in courthouses across Massachusetts, the verdict is unanimous: when exceptional service backs up exceptional products, it's an open-and-shut case.





Project Spotlight

Propex Chooses Sona and Focus in Two Flavors

SitOnIt • Seating™

Propex
Chattanooga, Tennessee

INSTALL FACTS:

Dealer: Office Coordinators, Inc.
Time Frame: November 2012
Sales Rep: Ross Resource, Inc.
Product: Sona, Focus Work, Focus Side

ABOUT THE PROJECT

Global maker of plastics and erosion control reinforcement, Propex needed new furniture for its world headquarters in Chattanooga, Tennessee. The company wanted to support the community and buy from someone local, and invited interior designer Emily Gamble and salesperson Tripp Goodman of Office Coordinators, Inc. to pitch for the job. During an active sales meeting that brought in a lot of competitors and discussion, the team only had about 18 minutes to pitch their products. That turned out to be ample time for Sona, Focus Work and Focus Side to turn heads.

WHAT MADE THE DIFFERENCE?

Emily believes that her team's enthusiasm about the project clinched the deal. To show off the chairs, the dealer built a wall in the showroom, installing small groupings of sample chairs to set up faux "collaboration rooms". When the time came to pitch, the sales team took its time listening to the client, then did a short presentation – winning the project in less than 20 minutes.

Propex hadn't worked with SitOnIt Seating before, but the selection that Office Coordinators presented to them fit the bill. Propex liked the Focus Work midback, Focus Side and Sona for their world headquarters.

The company invited customers to do a sit test and received an enthusiastic reaction. People loved the comfort and look of Sona. And the fact that Focus was part of a larger family of chairs – allowing the company to choose Focus Work along with the Focus Side – meant that they could coordinate offices. And with a lifetime warranty, Sona and Focus were the perfect fit for the project.

WHAT'S NEXT

As visitors to Propex see – and sit in – the chairs, word will spread about the style and comfort of the collections. By outfitting their world headquarters, Propex sends out a clear endorsement of SitOnIt Seating products. And it may just plant some ideas in the minds of visitors.







IDEON®

SitOnIt • Seating™

Project Spotlight

A Specialty Grocer Launches a Lounge and Hand-Selects IDEON



Harmons

Salt Lake City, UT

INSTALL FACTS:

Dealer: Interior Solutions
Time Frame: Dec 2011 - Apr 2012
Sales Rep: Design Source
Product: IDEON Composium, Visit Wood Arm, Mezzanine Occasional, SitOnIt Seating Focus, Freelance, Rowdy

ABOUT THE PROJECT

A Utah Valley neighborhood grocer for 80 years, Harmons is a specialty store known for its attention to detail. Unique items are hand-selected and customers have come to trust the curated offerings of the store. So when Harmons was launching a two-level store at Salt Lake City's upscale mega mall City Creek, they thought of all the small touches that their customers had come to expect. They planned to make the upper level into a café-style lounge where customers could relax, drink coffee, eat gelato or wait for their cooking class to begin. But that meant Harmons needed comfortable seating to match their style – and handled heavy traffic.

WHAT MADE THE DIFFERENCE?

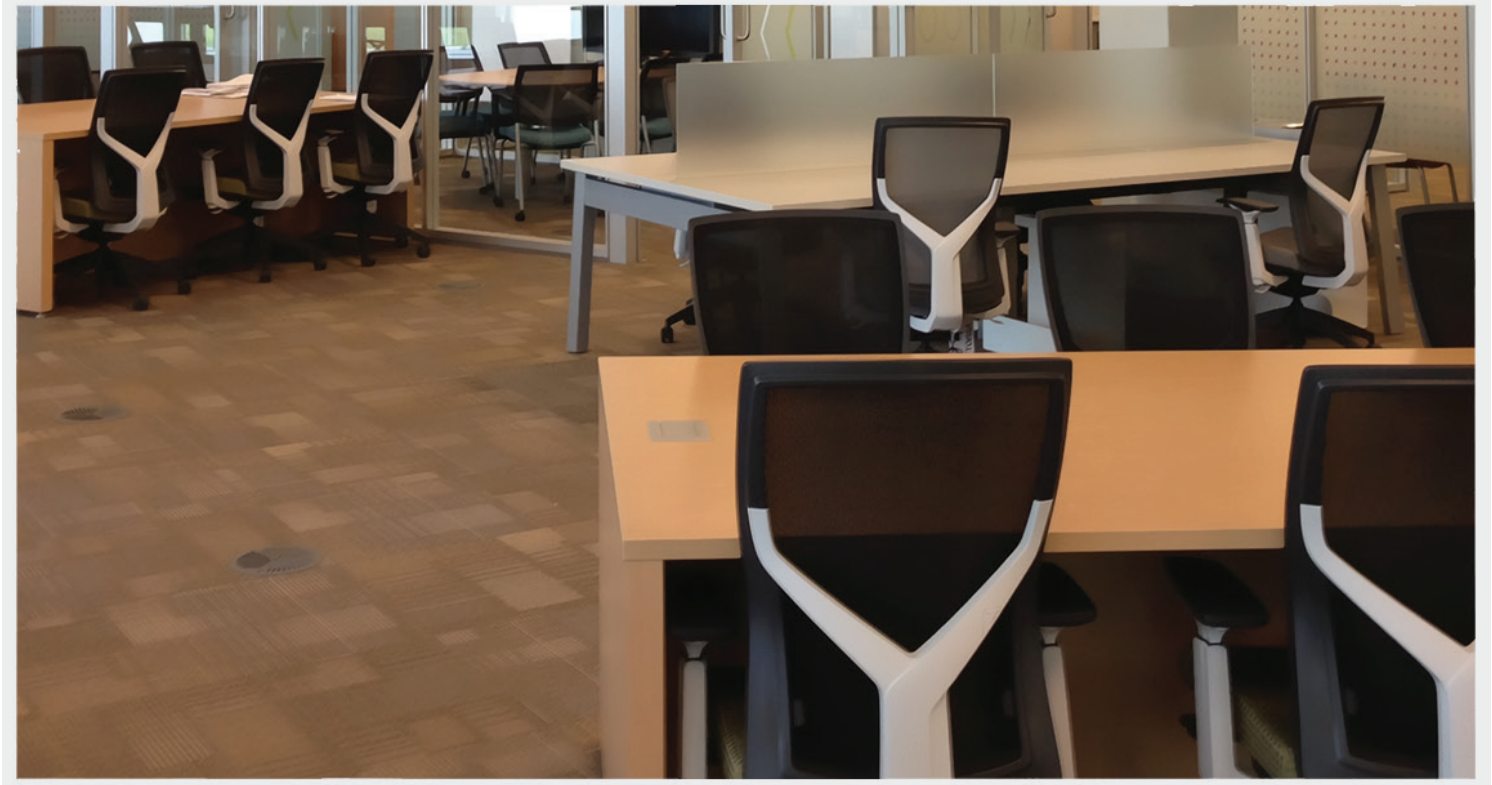
Enter IDEON. When sales representatives Design Source and dealer Interior Solutions brought in the IDEON soft-seating collection, the grocery store chain loved it. What captured their attention was the design and durability for high traffic, the carded fabric program and the modularity – the ability to arrange pieces flexibly and even trade out parts if they were damaged. A key feature – given the café style of the space – was the wood arm cap where customers can set their coffee cups.

Harmons worked with Design Source and Interior Solutions to mock up different configurations of IDEON pieces. The company was impressed by the Composium collection's versatility – the easy complementing and coordination of its pieces. They liked the flexible options and ended up maximizing seating by using ottomans.

Harmons also needed to outfit spaces for work. The top choice for their conference room – a space for the public as well as staff – was the Focus Work chair from SitOnIt Seating. Harmons stayed with SitOnIt Seating for other behind-the-scenes spaces, as well: Freelance for their offices and Rowdy for their break and training room. Across the board, the warranty and ease of doing business were huge selling points.

WHAT'S NEXT

The launch of the City Creek Harmons brought in the first of many crowds of customers ready to explore the store and relax in the lounge. With the design and durability of IDEON, Harmons outfitted an inviting space that met their needs. As the company grows, they are looking to standardize this look, which means a promising future for SitOnIt Seating and IDEON in Utah.



Project Spotlight

Torsa Gets Enthusiastic Welcome at IDEXX World Headquarters

SitOnIt • Seating™ | IDEON®

IDEXX Laboratories
Maine

INSTALL FACTS:

Dealer: Creative Office Pavilion
Time Frame: April – July 2013
Sales Rep: Contract Sources
Product: Torsa, Focus Work, Focus Side, IDEON Arioso

ABOUT THE PROJECT

IDEXX Laboratories, Inc. is a leader in information technology solutions for veterinary practices around the world. They advance medical care of animals while also working to improve water and milk safety with a world-wide workforce of more than 4,700 employees. When the time came to outfit their headquarters in Maine, they wanted a look that was modern and would complement the airy, modern look of their offices that feature open work spaces and lots of windows.

Ben Russo from Creative Office Pavilion – a dealer that has worked with IDEXX since its early start-up days – found the perfect fit in the Focus Work, Focus Side, the IDEON Arioso club chair and Torsa – one of SitOnIt Seating's new task chairs. Each selection uniquely fit the needs of the space, and IDEXX loved working with the IDEON configurator to plan their executive floors. But the standout was the newcomer – Torsa. With its sleek lines and slew of options, Torsa offered a designer look with smart engineering that anticipates the user's needs for customization and comfort.

WHAT MADE THE DIFFERENCE?

IDEXX had its eyes on Torsa since they first saw early sketches of the chair. When they were able to do a sit test and really experience the look and feel, they were convinced. They loved the adjustable lumbar and the many arm options that made for a customizable look and fit. They chose colors that were understated – a basic gray – to let the chair's architectural elements speak for themselves.

The clincher for Torsa was the price. At half what competitors ask for comparable chairs, Torsa was a smart choice for an expansive project. It made staying within budget easy.

WHAT'S NEXT

The install has just been completed and the new SOI and IDEON chairs are already being used throughout company headquarters – from Focus Work in the training rooms to Torsa in group work spaces. The new seating has transformed the space into a place where teams can work together, says Roxanne Simpson, IDEXX Laboratories Space Planner, "Torsa complements our new collaborative environment". And with stylish seating that facilitates collaboration, SitOnIt Seating and IDEXX look to have a bright – and stylish – future together.

6415 Katella Avenue, Suite 200
Cypress, CA 90630
p (714) 995-4800
f (714) 995-4855
www.sitonit.net
www.ideondesign.com







SitOnIt • Seating™

IDEON®

Project Spotlight

A happy customer shows off their beautiful, new SitOnIt Seating and IDEON installation photos, and starts a domino effect of sales.



Ourisman Toyota
Fairfax, VA

INSTALL FACTS:
Sales Rep: Schnieder League Associates
Dealer: AmeriSys, Inc.
Time Frame: February - April 2012
Products: SOI Glove Executive, Focus Work, Focus Side, IDN Visit Club, Composium Bench Family, Mezzanine Cube Corner

If you'd like to be the next Project Spotlight, contact us today: Elissa Aljian at ealjian@exemplis.com or 714.995.4800 x373

ABOUT THE PROJECT

When A&D giant Gensler looked to outfit Ourisman Toyota of Fairfax, Virginia with stylish seating, it had some help from the dealership itself. Sales Rep Michael Woodsmall of Schneider League Associates – teaming with his dealer, Scott Moore of AmeriSys Inc. – had already installed Focus, Glove, and Achieve at a Chrysler/Jeep dealership in nearby Alexandria. That general manager sent photos to Ourisman Toyota's GM, who then requested a similar installation at his location. This type of interaction is not unusual in the Northern Virginia service area where auto dealers are a small community in frequent contact.

WHAT MADE THE DIFFERENCE?

Comfort is king for the busy sitters at Ourisman. Executives and managers chose Glove Highbacks and Midbacks, and Focus proved an instant hit during sit tests – with the Sales Representatives in Work chairs and the Side for customers. A steady stream of clients flows through all day every day, and Ourisman aims to make their transitional, intensive-contact venue inviting. The good-looking mesh styling of Focus Side fits and enhances the open environment of the rep-meeting space. "Focus Side is so comfortable that everybody notices right away," said Woodsmall, who noted how gratifying it is to see that we've proven ourselves with high-quality, beautiful chairs that feel good to sit in. While our pricing was much better than the competition, affordability was not a stated factor here. Comfort and style got us big business – over 100 chairs total for this location alone.

For this customer, quality really matters, and our lifetime warranty on SitOnIt Seating products added an appealing incentive.

Also, our IDEON online design tool pitched in big time. For Ourisman's upcoming lounge-seating consideration, the customer cited the online selection of seat/arm/back features as a no-hassle time-saver and a great way to do business.

WHAT'S NEXT?

Phase two of this deal will see the addition of IDEON lounge seating and Focus Mesh Café and Task Stools for counter use. And as word of our success spreads, we will be outfitting three more Toyota dealerships as a direct result of this Northern Virginia business. Congratulations to Schneider League and AmeriSys.





SitOnIt • Seating™

National Accounts:

SitOnIt Seating sets the standard for Omnicare world headquarters and beyond.



Omnicare Headquarters
Cincinnati, OH

INSTALL FACTS:
Sales Rep: Bruce Longhino Group
Dealer: APG Office Furnishings
Time Frame: April 2012
Product: SitOnIt Seating

ABOUT THE PROJECT

When national pharmaceutical provider, Omnicare, relocated its world headquarters from Kentucky to Ohio this year, the healthcare provider wanted to update its décor, company wide. With help from Exemplis vice president of national accounts Jeff Wolber and the Bruce Longhino Group, the company chose Sona as its conference standard, the high-back Focus work as its task chair, the mid-back Focus work for training, and Focus side for guest seating.

WHAT MADE THE DIFFERENCE?

Omnicare chose SitOnIt Seating for two reasons. First, the company wanted to develop a seating standards program with a manufacturer that would be able to assist nationally. Our design quality, proven quick-ship delivery capability, and our national distribution network met their objectives. Secondly, Omnicare wanted a high-value, contemporary work chair with an adjustable lumbar. A prototype of our high-back Focus work presented the perfect solution.

WHAT'S NEXT?

After completing the new world headquarters, Omnicare will look to SitOnIt Seating to begin furnishing its regional offices and we look forward to our ongoing relationship with Omnicare.

If you'd like to be the next Project Spotlight, contact us today:
Elissa Aljian at ealjian@exemplis.com or 714.995.4800 x373



SitOnIt • Seating™

Project Spotlight

Oticon gives SitOnIt Seating a listen and likes what it hears.



oticon
PEOPLE FIRST

Oticon USA Headquarters
Somerset, NJ

INSTALL FACTS:
Sales Rep: New York Sales Team
Dealer: BFI, Inc.
Time Frame: July - October 2011
Product: Sona, Focus Highback & Midback Task

ABOUT THE PROJECT

When the world's oldest hearing aid provider wanted to enhance its open workspace environment, its A&D consultant, New York's G3, specified SitOnIt Seating for the first time. Facing off against the Humanscale Freedom chair for the conferencing solution, our New York sales team brought in Sona and Focus, and brought down the house. Oticon chose Sona in cool gray knit with open loop silver metallic arms and upholstered seat. For a task chair, Oticon went with the Focus Task Midback in a black mesh back with upholstered seat in Designtex Rocket Taupe.

WHAT MADE THE DIFFERENCE?

In short, it was the "tush test." Sona's upholstered molded-polyurethane seat simply outshines any gel or foam seat for all-day comfort. The buyers appreciated the excellent customer service our team showed in a full product demo, including leaving chairs with the customer for a two-week trial. This reality-based testing, along with our chair's operation, looks, and price – especially as compared to the Humanscale competition – won us unanimous raves and a six-figure deal.

WHAT'S NEXT?

This success story with first-time client G3 reflects our influence with the A&D market in the area. We've already generated new business thanks to this project. A major healthcare facility has chosen to switch out another standard in favor of SitOnIt Seating products, and a corporate installation of fully loaded Focus Midbacks just landed at LifeCell, a leading biotech medical/surgical supplier. This was a major coup for us in terms of beating out the competition. And it's solid validation for all of us working with SitOnIt products – our quality and service stand out to our consultants, colleagues and customers.