



Project Spotlight

SitOnIt • Seating™ | IDEON®

COLLEGE OF THE CANYONS

College of the Canyons
Santa Clarita, CA

INSTALL FACTS:

Dealer: **BKM Office Environments**
Time Frame: **June – August 2012**
Sales Rep: **SoCal Team**
Product: **SitOnIt Seating Freelance, Messenger, TR2; IDEON Composium**

ABOUT THE PROJECT

The College of the Canyons celebrated its 40th birthday in 2012 with a renovation project that included everything from the administration and student services buildings to an expansion of the library. The remodel and new construction are clean and contemporary. And for the signature project – the 51,435 square foot library expansion – the furniture needed to match that clean look. SitOnIt Seating and IDEON had the solution.

Dealer BKM Office Environments had already completed a successful project with the college: providing seating for the university center. So when Amber Jones of BKM Office Environments was tapped for the project, she knew what college representatives wanted from color to style to desired impact.

WHAT MADE THE DIFFERENCE?

Jones had a history of working with SitOnIt Seating and IDEON and had worked closely with sales representative Lauren Hurley. They worked together to select 10 chairs for Jones to present to the College of the Canyons for a sit test. They had to please a number of people, including the decision-maker: the chancellor. At the sit test, the chancellor liked the way IDEON supported posture and the overall comfort of the chairs. The relationship Hurley and Jones had built with the college tipped the scales.

The College of the Canyons made its decision, going with a wide variety of SitOnIt Seating and IDEON products. The school went with Freelance chairs for guest chair seating, TR2 as a tasking solution and IDEON Composium for library lounge seating.

WHAT'S NEXT

With products in every corner of the college, SitOnIt Seating and IDEON are sure to raise their profile both on campus and off. And as the school continues its renovations, new projects in administration and student services look likely. With a wide variety of solutions along with excellent customer service, SitOnIt Seating and IDEON are poised to excel in Southern California.