

SitOnIt • Seating™

Project Spotlight

Leading Health Network Chooses SOI for Seating from Offices to the ER

KETTERING Health Network

INSTALL FACTS:

Sales Rep: Bruce Longhino Group
Dealer: APG Office Furnishings
Time Frame: September – November 2013
Product: SitOnIt Seating: Freelance

ABOUT THE PROJECT

Kettering Health Network is a nonprofit network of hospitals, emergency rooms and 75 outpatient facilities serving the Dayton and northern Cincinnati area. When the network needed new exam seating, the health network knew they needed chairs that would be sturdy, reliable and hygienic as well as comfortable for the hundreds of patients Kettering Health Network would be welcoming.

Christine Gelm of APG Office Furnishings had built a relationship of trust with the health network, introducing Focus as office seating there. When she heard the health network's requirements, she immediately knew the solution – Freelance, from SitOnIt Seating.

WHAT MADE THE DIFFERENCE?

Christine knew that Freelance could deliver the comfort, durability and style the hospital needed. In fact, the multipurpose chair fits the healthcare market perfectly. Its sturdy frame – with or without the heavy-duty option – along with a curved seat and wall-saver legs means that it can comfortably accommodate patients while keeping damage in a high-traffic space to a minimum.

The hospital decided to go with a combination of Freelance in bisque, to stay with a neutral palate and provide some light, along with other Freelance chairs with the clean look of black. The hospital loved the style of the chair. Freelance's smooth lines added an element of design to seating that needs to be welcoming in a healthcare setting.

The chairs went into waiting rooms as well as small medical offices. The hospital's designers wanted to create cohesion in the waiting area. They chose a monochromatic look with a bisque frame and textile as well as a black model. The color palate was soothing, warm and clean – perfect for a hospital setting.

WHAT'S NEXT

With an easy, on-time delivery and installation, the health network was happy with this latest experience working with SitOnIt Seating. Now, Kettering Health Network is a big fan of Freelance. That means more business for SitOnIt Seating and a lot more comfort for Kettering Health Network.







IDEON®

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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

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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.



SitOnIt • Seating™

IDEON®

Perfectly Designed… for Variety.

THE OHIO STATE UNIVERSITY MEDICAL CENTER

Continental Office



The Ohio State University Medical Center is an expansive academic medical facility – one of the largest and most diverse in the country. Their scope is broad – from transplantation to critical care and cancer – but their aim is specific. They specialize in "personalized health care" that focuses on the uniqueness of the individual patient. So, when their Facilities Department needs seating for conference rooms and nurses' stations, to labs or waiting rooms, they turn to SitOnIt and IDEON to deliver custom products that match the quality of their personalized care.

For the last six years, The Ohio State University Medical Center has chosen SitOnIt and IDEON to fill their wide-ranging seating needs. It really is a perfect match. Like the Medical Center, we pride ourselves on versatility and personalized service. Our seating products are perfectly designed to fit their diverse needs.

Our lifetime warranty on moving parts and our short two, five and 10-day lead times make it easy to do business with us. And our large carded fabric selection means they don't have to compromise design or quality for efficiency. The decisive factor for The Ohio State University Medical Center, though, is the price point. Our Focus, Realign and Freelance product lines deliver striking design at attractive prices. You don't earn a reputation for excellence by going over budget.

Now, when you visit The Ohio State Medical Center, you'll find SitOnIt and IDEON products in every corner – from training rooms to reception. And as the Medical Center builds its new 20-story expansion facility — SitOnIt and IDEON will be there to provide personalized comfort along the way.

SitOnIt & IDEON: Perfectly Designed.

Contact us today and let us create a solution that is perfectly designed . . . for You!

Exemplis™ 6415 Katella Avenue, Cypress, CA 90630
p 877.99.IDEON (43366) f 714.220.1000 E-mail: sales@ideondesign.com
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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.