

CASE STUDY

Trendway >

CLIENT: Blue Ridge Energy

LOCATION: Lenoir, North Carolina
DEALER: Nate Chaney, VP Sales, Furniture Division with WJ Office
MARKET MANAGER: Suzanne Tenore, Trendway
AP SPECIALIST: James Stuart, Trendway
DESIGNER: Lon Lundy, Trendway

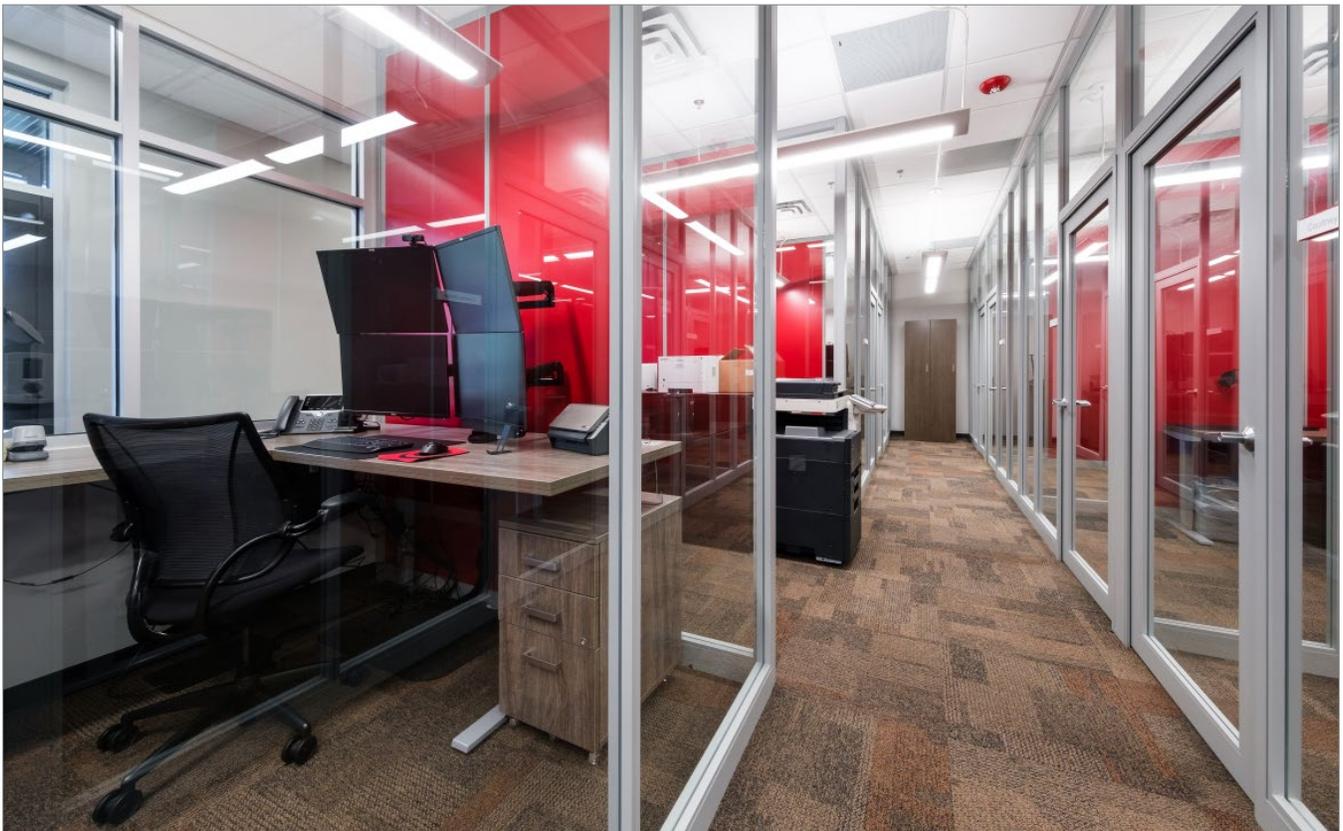


The Challenge: Help a client respond to the impact of COVID on a nearly complete installation, while minimizing costs and keeping the team on schedule for occupancy.

The Solution: Volo Movable Wall provided safe separation between occupants while maintaining flexibility and keeping teams connected. This solution saved Blue Ridge Energy 50% of the estimated retrofit.



For over two years Blue Ridge Energy had been working on a design build for a new headquarters office in Lenoir, North Carolina. This not for profit electric cooperative serves over 100,000 members and customers throughout the state of North Carolina. The new facility was a complete replacement of an older one dating from the 1960's. WJ Office, a full-service Trendway dealership in the area, had been awarded the project. Led by Nate Chaney, their VP of Sales, the dealership had been working with the client on planning, designing and was in the final installation phase of the project when COVID drastically altered the plan.



“There is going to come a time when people just have to come back into the office, and Volo is a great solution that they can reconfigure at any time.”

- Nate Chaney, VP Sales, Furniture Division



Julie O’Dell, Sr. VP at Blue Ridge Energy and lead on the project, had been excited about their progress and planned move for the 75-plus person staff into the finished new Headquarters. Now she was faced with the prospect of potentially needing to start over. The open office concept contact center they had planned simply would no longer work. While the team needed to be near each other for constant communication and collaboration, new COVID protocols also needed to be addressed.

She turned to Nate and his team for ideas. Could they avoid the cost and frustration of relocating everyone, moving all the I.T. infrastructure, realigning the lighting, tearing out all the raised flooring, redoing the HVAC, and more? The cost would be significant. They were searching for alternative ideas.

Nate had been working with Suzanne Tenore of Trendway, learning more about movable walls. He realized that the Volo product line could be a great solution. After additional research and work with Trendway on design ideas, they developed an alternative that not only provided clean aesthetics but was very cost-effective compared to starting over with conventional interior construction.

The team removed all the panels in the original plan and replaced them with floor-to-ceiling Volo panels. Using full glass with a few vinyl inserts, they kept an open feel for the team to communicate while eliminating the need to wear masks or isolate further when the team was together. Use of

technology headsets and monitor mounts also came into play for the team to keep everyone connected while onsite.

Volo was easy to set up on the installed raised floor. This yielded a significant cost and time savings and kept them on track for their scheduled move-in, but with the assurance and safety that COVID protocols required. “It was a real relief when Nate came to us with the Volo solution. I was dreading the thought of having to rip everything out and start over.” said Julie O’Dell. “In the end the solution was clean, saved us time and money, and if in the future we want to make changes, we can re-use the Volo product for other areas of the facility.”

Nate feels this approach will be useful for other companies moving forward. “There is going to come a time when people just have to come back into the office”, promised Nate, “and this is a great solution that they can reconfigure at any time.”





Working with Trendway and the Volo product line was a great experience for the team as well. “The best part was, I only needed to make one site visit during this install. Once we had the first measurements verified things went quick. Our installers, while experienced, had never worked with Volo - but they got it up in less than four days and it looks amazing” Nate said.

As Blue Ridge Energy moves into their new space, they anticipate an end to living in a pandemic. But they are ready for the uncertainty that will remain for some time. Volo meets their needs now and sets them up for the future with flexible reconfiguration options. They are excited about their new headquarters, love the aesthetic, and especially like providing a safe environment for their employees.

