



*Capture panels support different employee work styles and make it easy to manage power and data. Capture also gave designers creative flexibility to reflect the company's brand.*

## Case Study | Healthcare Technology Provider

**Customer:** A Healthcare Technology Provider  
**Dealer:** Margaret Pett, Principal, Info-Com Business Products  
**Location:** Monterey Park, California

### The Challenge:

- **Employee Retention** | Create a space in which employees feel inspired, innovative and happy to come into the office.
- **Brand Alignment** | Embody the modern, inviting and collaborative characteristics that exemplify the brand.
- **Diverse Work Styles** | Incorporate products that accommodate workers on the phone as well as improving internal team communication and interaction.
- **Budget and Schedule** | Meet the clients' budget, and be ready for occupancy in just 5 weeks.

### The Solution:

**Capture® System, Intrinsic® Freestanding, Volo® Movable Wall, Feek, Pack® Storage, Tables, Trendway Seating**

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This California based healthcare technology provider had experienced explosive growth in the California market, making it necessary to expand operations to maintain their high level of customer service. They had available space, but it required a total redesign. Company leaders saw this as a great opportunity to integrate their brand story throughout the facility and reflect its innovative culture. The goal for this renovation was to create an inspiring, creative, inviting, comfortable space that allowed for focused work and phone calls, as well as collaborative spaces.

Attracting and keeping talented team members was a specific benefit they hoped to gain from the new space. "It's basically about being happy at work, being creative and liking what you do", says the company's Chief Operating Officer, "If we create an inspiring environment, we've gone a long way toward having engaged, productive employees who carry the brand message."

The firm had previously purchased Trendway products from Info-Com Business Products, and were happy with the results. In selecting partners for their new project, Info-Com and Trendway were their choice again for quality products, competitive pricing and efficient lead times. "We can find just about any product solution we need from Trendway, and specify them to meet our brand and cultural guidelines."



In an open office space that needs to support a range of work styles and functions, Capture® System proved to be the perfect solution. It handles user power/data requirements with ease. Capture also allowed designers the flexibility to spread bold color and brand energy throughout the space.

*Capture's Frame and Tile flexibility let designers easily use creative color placement to spread energy and excitement throughout the space and reflect brand identity.*

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*Feek® lounge seating brings creativity and comfort to Cafeteria and collaborative spaces. Versatile Jet Stacking Chairs and Choices Tables complete the space.*



*Volo Movable Wall, Feek and Sketch Chairs continue the bold, brand-inspired color theme.*

Volo® Movable Walls were selected to create private and conference room areas. A translucent film on the glazed panels provides privacy, as well as a writable surface for daily checkpoints or brainstorming. In addition, fun, sculptural Feek® lounges were used in collaborative and cafeteria spaces to enhance the modern aesthetic and build in more comfortable settings for employees. The design team also updated the kitchen and created other public and private spaces to support a positive work-life balance.

The entire project was delivered and installed to meet their five-week schedule. "Price and quality are an initial concern when looking at the product," said the Chief Operating Officer, "but capability, execution and follow through sold us."

This space has been so successful, its design has become the standard for all of the company's offices throughout California and Colorado.

*"Price and quality are a concern ... capability, execution and follow through sold us."*

*Company Chief Operating Officer*