



## Furniture Package Submittal

Steelcase®

StorrOffice  
ENVIRONMENTS



Dear Gensler and DPR Team,

On behalf of the Storr team, thank you for the opportunity to respond to the DPR Project Genesis package. We are thrilled to collaborate on this exciting project and deliver the optimal solution for your employees.

Storr is committed to helping you achieve your vision for the space by delivering the expertise, products, services, and solutions that meet your needs. We are confident that our team will provide the most cohesive, functional, and cost-effective solution.

We are grateful for the opportunity. Please don't hesitate to call if you have any questions.

Sincerely,



**Izabella Faulkner**  
*Corporate Account Manager*  
Storr Office Environments





# Your Project Team





## Main Contacts



**IZABELLA FAULKNER**  
*Corporate Account Manager*  
Storr Office Environments

919.313.3732  
[ifaulkner@storr.com](mailto:ifaulkner@storr.com)

Izabella is your Account Manager and main point of contact responsible for proposal details, engagement and project execution. She will work closely with the DPR project team to deliver a quality work environment. Izabella brings 17 years of relevant furniture experience specializing in large clients.

**EXPERIENCE:** 17 years



**DANIELLE RYSER**  
*Workplace Consultant*  
Steelcase

919.356.8582  
[dryser@steelcase.com](mailto:dryser@steelcase.com)

Danielle is a Workplace Consultant with Steelcase specializing in architecture and design including master planning and FFE packages. Danielle is the conduit that connects A+D firm to dealer/manufacturer. She will provide tools and resources for DPR to ensure your design intent is maintained.

**EXPERIENCE** 10 years

## Support Team



**DAVID RICHARDSON**  
*Senior Project Manager*  
Storr Office Environments

David will work closely with and support Izabella to ensure operational excellence for the DPR project. His responsibilities include project management oversight, operations, warehouse and quality assurance.

**EXPERIENCE:** 18 years

336.212.4322 [drichardson@storr.com](mailto:drichardson@storr.com)



**BECCA HAND**  
*Chief Operating Officer*  
Storr Office Environments

Becca will be DPR's executive leader for this project ensuring that proper resources are assigned to the project, plans are executed, timelines are met, and that you are thrilled with the work performed.

**EXPERIENCE:** 15 years

919.313.3786 [bhand@storr.com](mailto:bhand@storr.com)



**MICHELLE LEONARD**  
*Senior Designer*  
Storr Office Environments

Michelle helps our customers link organizational goals to innovative workplace solutions. She will coordinate all phases of the design process to provide a clear and accurate design solution for DPR.

**EXPERIENCE:** 7 years

919.313.3724 [mleonard@storr.com](mailto:mleonard@storr.com)



**RYAN WHITEHEAD**  
*Customer Service Rep*  
Storr Office Environments

Ryan provides the highest level of customer service for our clients, working quickly, efficiently and accurately. He will lead the customer service and order administration processes for DPR.

**EXPERIENCE:** 5 years

919.313.3700 [rwhitehead@storr.com](mailto:rwhitehead@storr.com)

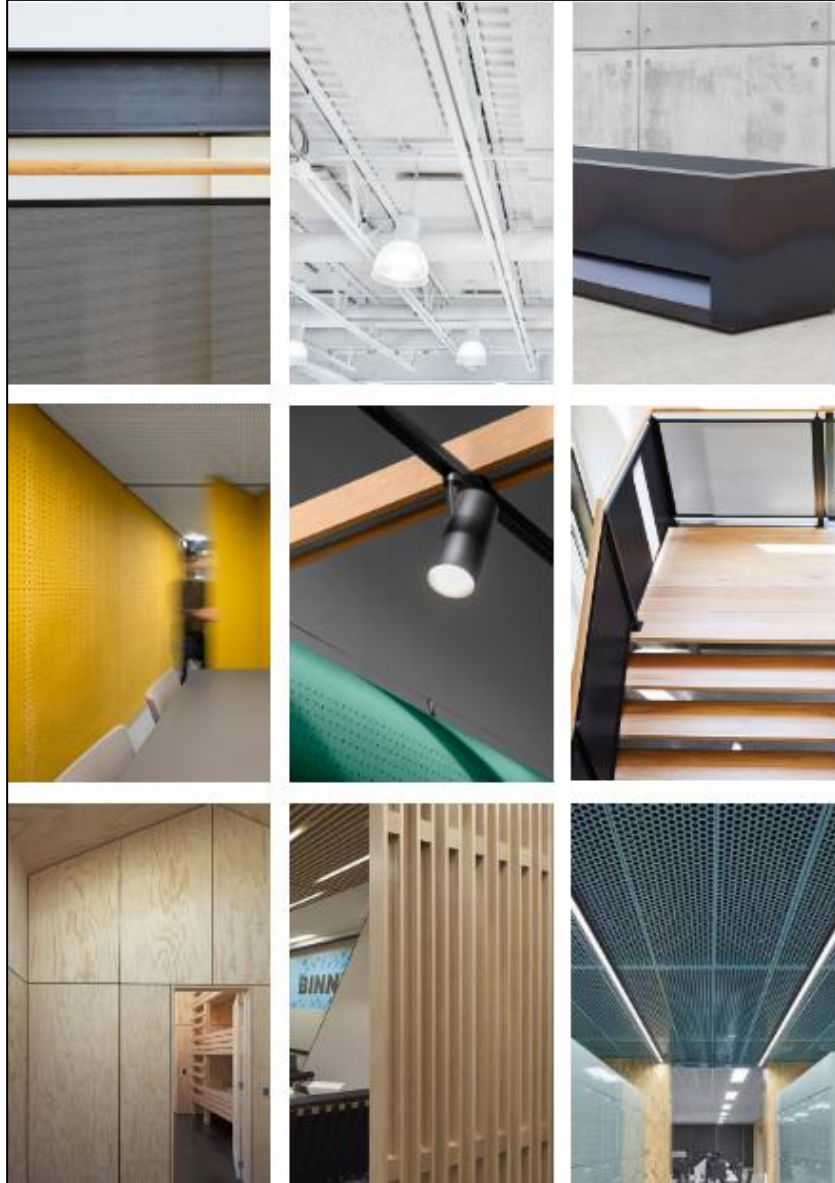


# Product Selection



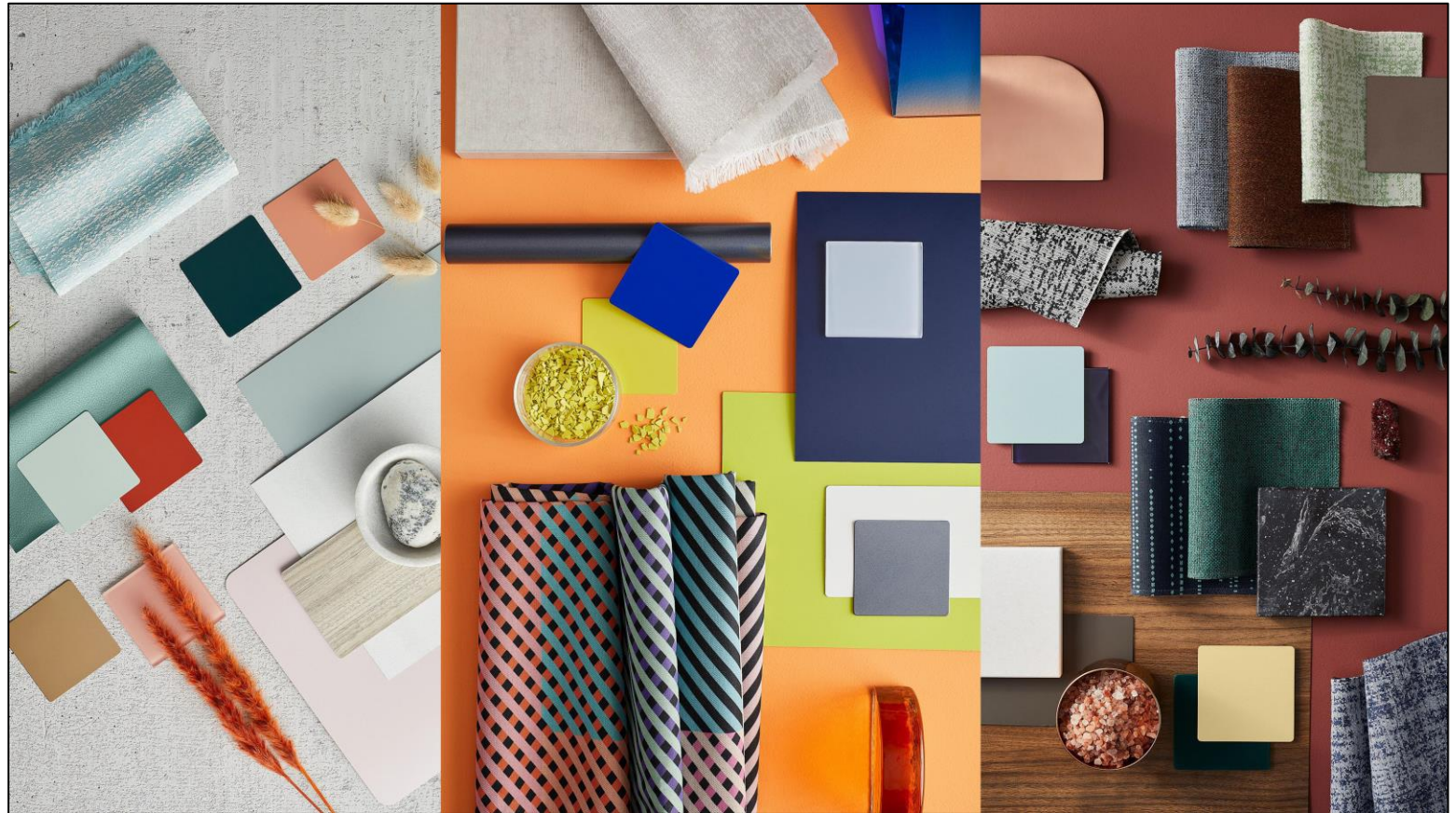


# Palette



## WE ARE READY TO EXPLORE WITH YOU

Our proposed furniture solutions offer a multitude of finish options that can be curated to achieve an aesthetic that is cohesive with DPR's brand and office architecture. A partnership with Storr will ensure you a customized design experience that delivers high quality visualizations of your office environment so you can select finishes with confidence.





# Workstation TYPE A.1 Base Option



Workstation finishes can be customized to meet DPR's aesthetic preferences.

## ① Steelcase | Answer Fence

- Freestanding Spine for Flexible Power Routing & Data Distribution, 27-½"H
- Light Scale Design with Open Base
- (2) Duplex Receptacles per User
- Base Power Entry

## ② Steelcase | Migration SE

- 30"D x 72"W Height Adjustable Desk
- Laminate Top, Powdercoat Base
- Wire Management Basket
- Desktop Power Unit - 2 Power + 2 USB
- Surge Protector – 6 Power, 10' cord

## ③ Steelcase | Credenza

- Box Drawer & Lateral Drawer Adjacent to Open Shelf
- 18-7/8"D x 72"W x 22"H
- Laminate Case and Drawer Fronts
- Choose from (3) drawer pull styles

## ④ Steelcase | Amia Air

- Air Back with Upholstered Seat
- Pneumatic Height Adjustable
- Height/Width/Dept Adjust Arms
- Casters



# Workstation TYPE A.1 Alternate Option



Workstation finishes can be customized to meet DPR's aesthetic preferences.

## 1 Steelcase | Answer Fence

- Freestanding Spine for Flexible Power Routing & Data Distribution, 27-½"H
- Light Scale Design with Open Base
- (2) Duplex Receptacles per User
- Base Power Entry

## 2 Steelcase | FLEX

- 30"D x 72"W Height Adjustable Desk
- Unique leg design w/ directional roller foot
- Laminate Top, Powdercoat Base
- Wire Management Basket
- Desktop Power Unit - 2 Power + 2 USB
- Surge Protector – 6 Power, 10' cord

## 3 Steelcase | Credenza

- Box Drawer & Lateral Drawer Adjacent to Open Shelf
- 18-7/8" D x 72" W x 22" H
- Laminate Case and Drawer Fronts
- Choose from (3) drawer pull styles

## 4 Steelcase | Gesture

- Shell Back with Upholstered Seat
- Pneumatic Height Adjustable
- 360 Degree Arms
- Casters



## Workstation TYPE A.2 Base Option



Workstation finishes can be customized to meet DPR's aesthetic preferences.

- |   |  |   |   |
|---|--|---|---|
| <p>① Steelcase   Answer Fence</p> <ul style="list-style-type: none"> <li>• Freestanding Spine for Flexible Power Routing &amp; Data Distribution, 27-½"H</li> <li>• Light Scale Design with Open Base</li> <li>• (2) Duplex Receptacles per User</li> <li>• Base Power Entry</li> </ul> | <p>② Steelcase   Migration SE</p> <ul style="list-style-type: none"> <li>• 30"D x 72"W Height Adjustable Desk</li> <li>• Laminate Top, Powdercoat Base</li> <li>• Wire Management Basket</li> <li>• Desktop Power Unit - 2 Power + 2 USB</li> <li>• Surge Protector – 6 Power, 10' cord</li> </ul> | <p>③ AMQ   Revi</p> <ul style="list-style-type: none"> <li>• Undermount Personal Storage Console</li> <li>• 10" W x 15" D x 18-1/2" H</li> <li>• Open Top Shelf with Lockable Body</li> <li>• Bag Hook</li> </ul> | <p>④ Steelcase   Amia Air</p> <ul style="list-style-type: none"> <li>• Air Back with Upholstered Seat</li> <li>• Pneumatic Height Adjustable</li> <li>• Height/Width/Dept Adjust Arms</li> <li>• Casters</li> </ul> |
|---|--|---|---|



## Workstation TYPE A.2 Alternate Option



Workstation finishes can be customized to meet DPR's aesthetic preferences.

### ① Steelcase | Answer Fence

- Freestanding Spine for Flexible Power Routing & Data Distribution, 27-½"H
- Light Scale Design with Open Base
- (2) Duplex Receptacles per User
- Base Power Entry

### ② Steelcase | FLEX

- 30"D x 72"W Height Adjustable Desk
- Unique leg design w/ directional roller foot
- Laminate Top, Powdercoat Base
- Wire Management Basket
- Desktop Power Unit - 2 Power + 2 USB
- Surge Protector – 6 Power, 10' cord

### ③ AMQ | Revi

- Undermount Personal Storage Console
- 10"W x 15"D x 18-½" H
- Open Top Shelf with Lockable Body
- Bag Hook

### ④ Steelcase | Gesture

- Shell Back with Upholstered Seat
- Pneumatic Height Adjustable
- 360 Degree Arms
- Casters



# Workstation TYPE B



\*\* NOTE: Provided CAD Plan shows 30x60 planning dimension for Typical B.  
The 30x72 planning called for in bid specification will not fit properly in the open office space.  
Storr has planned & priced a 30x60 solution.

Workstation finishes can be customized to meet DPR's aesthetic preferences.

- |  |  |   |   |
|--|--|---|---|
| <p>① Steelcase   Frame One</p> <ul style="list-style-type: none"> <li>• Fixed Height Benching with Center Power Trough, Powdercoated Base</li> <li>• 30"D x 60"W Laminate Worksurfaces **</li> <li>• (2) Duplex Receptacles per User</li> <li>• Base Power Entry</li> <li>• Desktop Power Unit - 2 Power + 2 USB</li> <li>• Surge Protector – 6 Power, 10' cord</li> </ul> | <p>② Steelcase   Sarto Screen</p> <ul style="list-style-type: none"> <li>• Tackable Rail Mounted Center Screen</li> <li>• 19 ½"H x 60"W</li> </ul> | <p>③ AMQ   Revi</p> <ul style="list-style-type: none"> <li>• Undermount Personal Storage Console</li> <li>• 10"W x 15"D x 18-½" H</li> <li>• Open Top Shelf with Lockable Body</li> <li>• Bag Hook</li> </ul> | <p>④ Steelcase   Amia Air</p> <ul style="list-style-type: none"> <li>• Air Back with Upholstered Seat</li> <li>• Pneumatic Height Adjustable</li> <li>• Height/Width/Dept Adjust Arms</li> <li>• Casters</li> </ul> |
|--|--|---|---|



# Workstation TYPE C Base Option

View | Approach Side



View | User Side



## ① Steelcase | Migration SE

- 36"D x 72"W Height Adjustable Desk
- Laminate Top, Powdercoat Base
- Inset Laminate Modesty Panel
- Wire Management Basket
- Desktop Power Unit - 2 Power + 2 USB
- Surge Protector – 6 Power, 10' cord

## ② Steelcase | Credenza

- Box Drawer & Lateral Drawer Adjacent to Open Shelf
- 18-7/8"D x 48"W x 22"H
- Laminate Case and Drawer Fronts
- Choose from (3) drawer pull styles

## ③ Steelcase | Sarto Screen

- Tackable Side Mounted Center Screen
- 19 1/2"H x 30"W

## ④ Allermuir | Kin Guest Chair

- Poly Shell
- 4-Star Powdercoated Base

## ⑤ Steelcase | Amia Air

- Air Back with Upholstered Seat
- Pneumatic Height Adjustable
- Height/Width/Dept Adjust Arms
- Casters



# Workstation TYPE C Alternate Option

View | Approach Side



View | User Side



## ① Steelcase | Answer Panel

- 3" Panel System with Tackable Skins
- (2) Duplex Receptacles per User
- Base Power Entry

## ③ Steelcase | Sarto Screen

- Tackable Side Mounted Center Screen
- 19 ½"H x 30"W

## ② Steelcase | Migration SE

- 30"D x 72"W Height Adjustable Desk
- Laminate Top, Powdercoat Base
- Wire Management Basket
- Desktop Power Unit - 2 Power + 2 USB
- Surge Protector – 6 Power, 10' cord

## ④ Steelcase | Credenza

- 18-7/8"D x 48"W x 22"H
- Box Drawer & Lateral Drawer Adjacent to Open Shelf
- Laminate Case and Drawer Fronts
- Choose from (3) drawer pull styles

## ⑤ Allermuir | Kin Guest Chair

- Poly Shell
- 4-Star Powdercoated Base

## ⑥ Steelcase | Amia Air

- Air Back with Upholstered Seat
- Pneumatic Height Adjustable
- Height/Width/Dept Adjust Arms
- Casters



# Steelcase Answer Fence Supplemental Information



## Aesthetics |

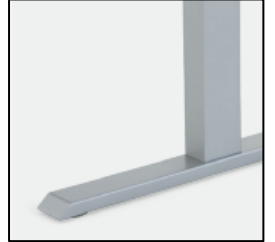
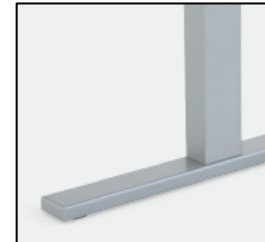
- Light Scale Design with Open Base
- Supports Fence Top & Boundary Screens
- Variety of Paint Finishes - Blend In or Stand Out!

## Features |

- Freestanding Spine with Low Profile Foot
- Height: 27.5"H | Widths: 48-72"W
- Supports Inline, 90-Degree & 120-Degree Planning
- Integrated Power with Standard and High-Capacity Data Options
- Blends with other Answer Family Product

Note: Storr has quoted Standard Capacity Data

# Steelcase Migration SE Supplemental Information



## Aesthetics |

- Available with T-leg or C-leg styles
- Foot Styles: Square, Mitered or Height Saver Casters
- Add on Cable Management Options for Clean Aesthetic
- Abundant Laminate or Veneer Finish Options
- Compatible with Various Add-On Privacy Screens

## Features |

- Basic Height Adjustability Range: 28.3" - 46.9"
- Extended Height Adjustability Range: 22.6" - 48.7" (Meets BIFMA G1)
- Controller Options: Up/Down or 4-Preset

Note: Storr has quoted Basic Height with Up/Down Controller



# Steelcase FLEX Supplemental Information



## Aesthetics |

- Unique Leg Design with Color Accent Availability
- One Cord Out Design Eliminates Cord Clutter
- Out Cord Available in Standard, Braided or Coiled
- Rounded Worksurface Corners
- FLEX Curved Screens Clip On/Off for Adaptable Privacy
- Abundant Laminate or Veneer Finish Options

<https://exploreflex.steelcase.com/>

## Features |

- Designed for Mobility – Comes Standard with Directional Roller
- Directional Roller Keeps Table in Place when Users Push Off / Pull In
- Available with Integrated Desktop & Under Surface Power
- Basic Height Adjustability Range: 27.6" - 46.9"
- Extended Height Adjustability Range: 22.6" - 48.7" (Meets BIFMA G1)
- Controller Options: Simple Touch or Active Touch w/ Rise App
- Obstruction Detection Technology for Anti-Collision

Note: Storr has quoted Basic Height with Simple Touch Controller

## Task Seating Supplemental Information



### Steelcase | Amia Air

- Air back offers a breathable, transparent aesthetic
- Integrated Liveback technology automatically creates flexibility & movement
- Pneumatic Height Adjustable
- Adjustable Seat Depth
- Height/Width/Dept Adjust Arms
- Back Lock & Tension
- Available Lumbar Support
- Hard or Soft Casters



### Steelcase | Gesture

- Designed to support a greater range of of technologies, postures and user sizes
- Core Equalizer Guages Appropriate Lumbar Support
- Available in Shell or Wrapped Back
- Pneumatic Height Adjustable
- Adjustable Seath Depth
- 360 Degree Arms
- Hard or Soft Casters
- Frame Available in (4) Color Schemes





## Focus Room A



Coalesse | Montara 650 Lounge

- Fully Upholstered
- Metal Sled Base



Sandler Seating | Nume 9.1 Table

- 12"D x 18"W
- Height Adjustable
- Laminate Top
- Metal Base



Turnstone | Alight Ottoman

- Upholstered Ottoman
- Glides

## Focus Room B



Steelcase | Migration SE Desk

- 30"D x 72"W
- Height Adjustable



OFS | Harpin Chair

- Fully Upholstered
- Powder Coated Base
- Height Adjustable
- Fixed Arms
- Casters



# Training Room



OFS | Applause Table

- 24"D x 60"W
- Laminate Top
- Metal Powder Coated Base
- Wire Management



Clear Design | Ice Chair

- Nesting
- Mesh Back
- Upholstered Seat
- Arms
- Casters



Enwork | Zori Lectern

- Laminate Surface and Front Panels
- Casters

# Large Conference



Enwork | Alkaline Table

- 240"W x 96"D
- Wire Management



AMQ | FL-X Chair

- Poly Mesh Back
- Upholstered Seat
- Fixed Arms
- Casters



## Medium Conference



Enwork | Alkalign Table

- 192"W x 48"D
- Wire Management



AMQ | FL-X Chair

- Poly Mesh Back
- Upholstered Seat
- Fixed Arms
- Casters

## Small Conference



Enwork | eBench Table

- 108"W x 48"D
- Wire Management



AMQ | FL-X Chair

- Poly Mesh Back
- Upholstered Seat
- Fixed Arms
- Casters



# BIM Cave



Keilhauer | Juxta Stool

- Laminate Tablet
- Upholstered Seat
- Casters

## Team Room A



Table X | Primary Table

- 96"W x 48"D x 29"H
- Laminate Top
- Metal Disc Base
- Affixed to Wall
- Wire Management



OFS | Harpin Chair

- Fully Upholstered
- Powder Coated Base
- Height Adjustable
- Fixed Arms
- Casters



## Team Room B



Table X | Primary Table

- 96"W x 48"D x 42"H
- Laminate Top
- Metal Disc Base
- Affixed to Wall
- Wire Management



OFS | Binx Stool

- Poly Back
- Upholstered Seat
- Fixed Arms
- Metal Base
- Casters

## Pre-Function Dining



Steelcase | Groupwork Table

- 36"D x 36"W
- Laminate Top
- Powder Coated Metal Base



Allermuir | Kin Chair

- Poly Seat & Back
- Wood Legs



## Pre-Function Lounge



Encore | Melina Chair

- Fully Upholstered
- Low Back
- Wood Base



Stylex | Trim Table

- 20"W x 14"D
- Powder Coated Metal



Allermuir | Kin Chair

- Poly Seat & Back
- Wood Legs

## Pre-Function Lounge



Stylex | Free Address Sofa

- Modular Sofa
- Table & Planter Additions

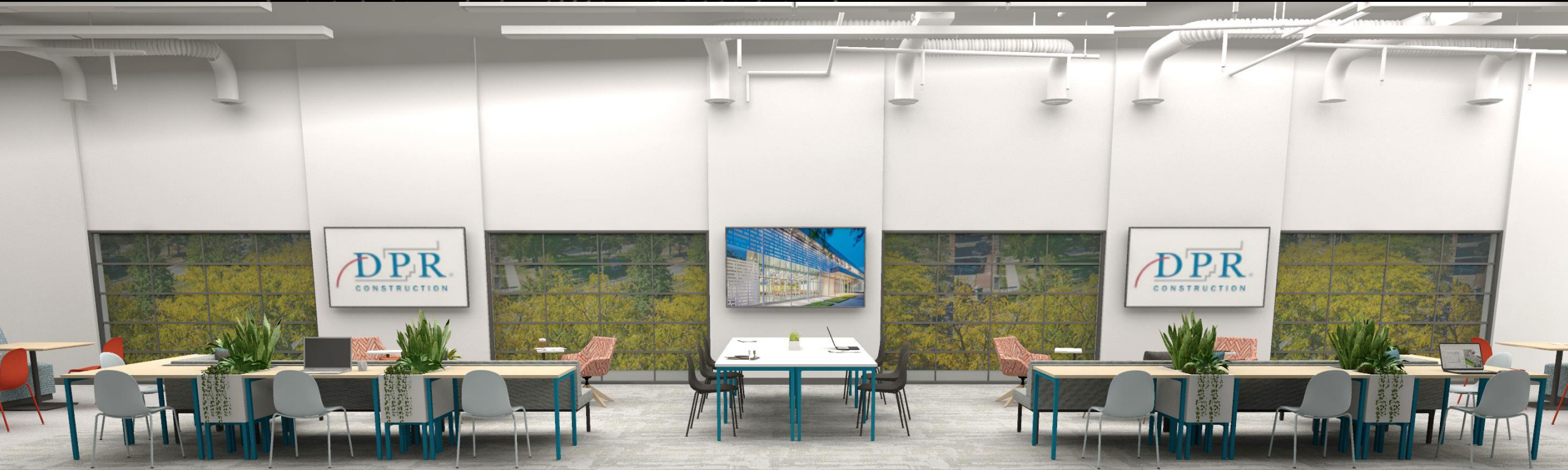


West Elm | Lily Pad Nesting Tables

- Set of (3)
- Wood and Solid Surface Tops
- Metal Base



## Visualization | Pre-Function Lounge & Dining





## Visualization | Pre-Function Lounge & Dining





# Open Booths



Coalesse | Bix Lounge

- Fully Upholstered
- Mid Back
- Metal Legs



Enwork | Zori Table

- 30"D x 48"W
- Laminate Top
- Metal Base

## Small Breakout



Enwork | Adventure Table

- 42"D x 90"W x 42"H
- Laminate Top
- Wood and Powder Coated Metal Base



Grand Rapids Chair Co | Half Hurdle Stool

- Bar Height
- Wood Seat
- Powder Coated Metal Base and Back



# Open Collaboration A



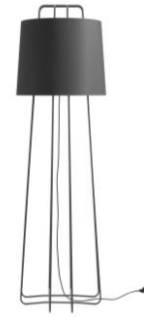
Allermuir | Kin Guest Chair

- Poly Shell
- Powder Coated 4 Star Base



Sandler Seating | Nume 9.1 Table

- 12"D x 18"W
- Height Adjustable
- Laminate Top
- Metal Base



Blu Dot | Perimeter Floor Lamp

- Floor Lamp

# Open Collaboration A



Coalesse | Circa Lounge

- Fully Upholstered
- 2-Seat Lounge
- Powder Coated Metal Legs



Turnstone | Bassline Table

- Laminate Top
- Powder Coated Metal Base



# Open Collaboration A



Steelcase | Flex Table

- 23"D x 70"W
- Laminate Top
- Powder Coated Metal Base
- 2 Casters and 2 Glides



Allermuir | Kin Stool

- Bar Height
- Poly Shell
- Wood Leg

## Visualization | Open Collaboration A





## Open Collaboration B



Encore | Melina Chair

- Fully Upholstered
- High Back
- Wood Base



Turnstone | Bassline Table

- Laminate Top
- Powder Coated Metal Base

## Visualization | Open Collaboration B



# Open Collaboration C



OFS | Heya Lounge

- Fully Upholstered
- 2 Seat
- Full Surround
- Wood Legs



Stylex | Trim Table

- 20"W x 14"D
- Powder Coated Metal



## Visualization | Open Collaboration C



# Open Collaboration D



Allermuir | Kin Guest Chair

- Poly Shell
- Powder Coated 4 Star Base



Sandler Seating | Nume 9.1 Table

- 12"D x 18"W
- Height Adjustable
- Laminate Top
- Metal Base



Turnstone | Bassline Table

- Laminate Top
- Powder Coated Metal Base



# Open Collaboration D



Steelcase | Flex Table

- 23"D x 70"W
- Laminate Top
- Powder Coated Metal Base
- 2 Casters and 2 Glides



Allermuir | Kin Stool

- Bar Height
- Poly Shell
- Wood Leg



Source | Lore Sofa

- Fully Upholstered
- Modular Sofa
- Armless
- 2 Seat



## Visualization | Open Collaboration D



## Mezzanine Collaboration A



Encore | Melina Chair

- Fully Upholstered
- Low Back
- Wood Base



Sandler Seating | Nume 9.1 Table

- 12"D x 18"W
- Height Adjustable
- Laminate Top
- Metal Base



Turnstone | Bassline Table

- Laminate Top
- Powder Coated Metal Base



## Mezzanine Collaboration A



Allermuir | Sunda Table

- 24" H
- Powder Coated Metal



Source | Lore Sofa

- Fully Upholstered
- Powder Coated Base



Steelcase | Groupwork Screen

- E3 Ceramic Steel Surfaces
- Caster Base

## Mezzanine Collaboration B



Allermuir | Kin Guest Chair

- Poly Shell
- Powder Coated 4 Star Base



Steelcase | Universal Table

- 36" Dia x 29"H
- Laminate Top
- Powder Coated Metal Base



Coalesse | Bix Lounge

- Fully Upholstered
- Mid Back
- Metal Legs



## Mezzanine Collaboration C



Allermuir | Kin Dining Chair

- Poly Shell
- 4 Leg Metal Base



Coalesse | Bix Lounge

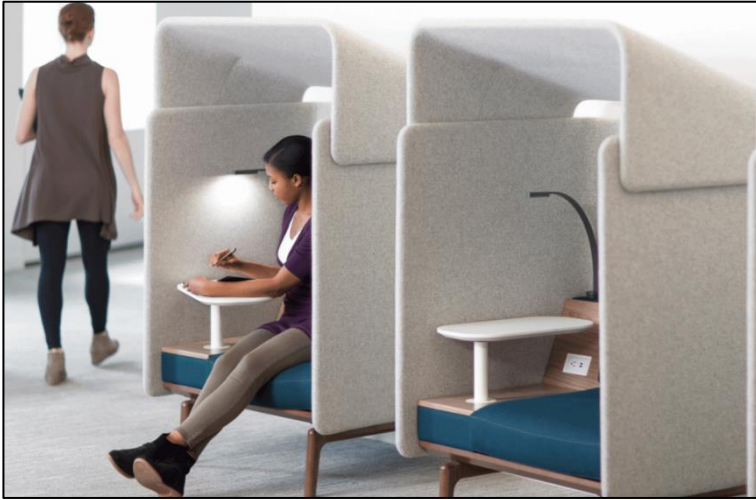
- Fully Upholstered
- High Back
- Metal Legs



Enwork | Zori Table

- 30"D x 48"W
- Laminate Top
- Metal Base

## Mezzanine Collaboration C



OFS | Heya Lounge

- Fully Upholstered
- Full Surround
- Fixed Base
- Laminate Tablet



Blu Dot | Free Range Table

- Wood Base
- Solid Surface Top



# Marketing



Steelcase | Migration SE Desk

- 30"D x 72"W
- Height Adjustable



OFS | Harpin Chair

- Fully Upholstered
- Powder Coated Base
- Height Adjustable
- Fixed Arms
- Casters



Steelcase | Universal Cabinet

- 48"W x 24"D x 74"H
- Powder Coated Metal
- Locking

# Copy



Smith System | Planner Studio Table

- 24"D x 72"W
- Laminate Top
- Powder Coated Metal Base
- Casters



## IT / General Storage



Uline | Delux Workstation

- 96"W x 36"D
- Locking Drawer
- Two Overhead Shelves
- Powder Coated Metal



Safco | Boltless Steel Shelves

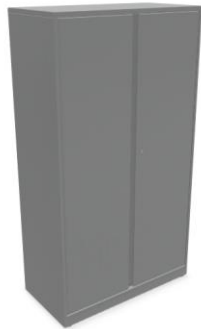
- 2' x 4'
- MDF Shelf
- Powder Coated Metal Frame



Safco | Boltless Steel Shelves

- 2' x 3'
- MDF Shelf
- Powder Coated Metal Frame

## IT / General Storage



Steelcase | Universal Cabinet

- 48"W x 24"D x 74"H
- Powder Coated Metal
- Locking



Safco | Industrial Wire Shelving

- 24"D x 48"W x 72"H
- 4 Racks
- Chrome Finish



## Wellness Room A



Steelcase | Migration SE Desk

- 30"D x 72"W
- Height Adjustable



AMQ | FL-X Chair

- Poly Mesh Back
- Upholstered Seat
- Fixed Arms
- Casters



Blu Dot | Perimeter Table Lamp

- Table Top Lamp

## Wellness Room B



Encore | Melina Chair

- Fully Upholstered
- Low Back
- Wood Base



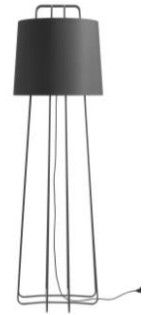
Sandler Seating | Nume 9.1 Table

- 12"D x 18"W
- Height Adjustable
- Laminate Top
- Metal Base



Turnstone | Alight Ottoman

- Upholstered Ottoman
- Glides



Blu Dot | Perimeter Floor Lamp

- Floor Lamp

# Support



## OFS | Intermix Lockers

- 24"W x 24.25"D x 72"H
- (21) 2-High, (10) 4-High
- Reprogrammable Lock
- Laminate
- Interior Shelves and Hook



# Reception



HPFI | Flex Tiered Lounge

- Laminate and Upholstery Seating



Allermuir | Kin Guest Chair

- Poly Shell
- Powder Coated 4 Star Base



Turnstone | Alight Ottoman

- Upholstered Ottoman
- Glides

# Reception



West Elm | Lily Nesting Tables

- Set of (3)
- Wood and Solid Surface Tops
- Metal Base



Turnstone | Bassline Table

- Laminate Top
- Powder Coated Metal Base



Allermuir | Sunda Table

- 24" H
- Powder Coated Metal



## Visualization | Reception





# Wine Bar, OES Wine Bar, & Break Cafe



Grand Rapids Chair Co | Brady Table

- 30"D x 84"W x 42"H
- Laminate Top
- Powder Coated Metal Base



Allermuir | Kin Stool

- Bar Height
- Poly Shell
- Wood Legs

## Craft Day / Gaming Room



Turnstone | Campfire Big Lounge

- Fully Upholstered
- Modular Sofa



Turnstone | Bassline Table

- Laminate Top
- Powder Coated Metal Base



Turnstone | Bassline Credenza

- Laminate Top
- Powder Coated Metal Storage & Base

## Craft Day / Gaming Room



Coalesse | Hosu Lounge

- Fully Upholstered
- Fold Out Ottoman



Hall of Games | Kinwood Foosball Table

- 56"W x 29"D x 34"H
- Solid Birch Legs



Hall of Games | Ping Pong Table

- 108"W x 60"W x 30H
- Table, posts & net
- Solid Birch Legs



# Craft Day Lounge



Grand Rapids Chair Co | Reece Stool

- Bar Height
- Wood Back
- Upholstered Seat
- Powder Coated Metal Base



Furniture Lab | TrueBlock Table

- 36"D x 72"W x 42"H
- Wood Top
- Powder Coated Metal Base

# OES Reception



Encore | Melina Chair

- Fully Upholstered
- Low Back
- Wood Base



Sandler Seating | Nume 9.1 Table

- 12"D x 18"W
- Height Adjustable
- Laminate Top
- Metal Base



Turnstone | Bassline Table

- Laminate Top
- Powder Coated Metal Base

# OES Phone



OFS | Harpin Chair

- Fully Upholstered
- Powder Coated Base
- Height Adjustable
- Fixed Arms
- Casters



Sandler Seating | Nume 9.1 Table

- 12"D x 18"W
- Height Adjustable
- Laminate Top
- Metal Base



Turnstone | Alight Ottoman

- Upholstered Ottoman
- Glides



## EIG Room



Encore | Melina Chair

- Fully Upholstered
- High Back
- Wood Base



Sandler Seating | Nume 9.1 Table

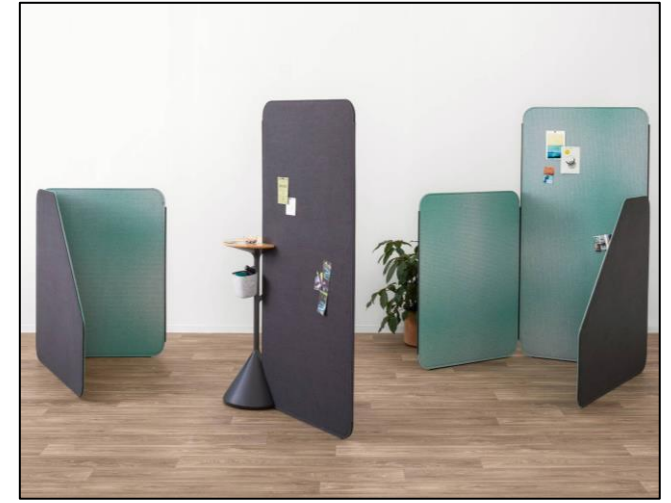
- 12"D x 18"W
- Height Adjustable
- Laminate Top
- Metal Base



Turnstone | Bassline Table

- Laminate Top
- Powder Coated Metal Base

# Lifestyle



Magnuson | Conee Planter

- 11 7/16" Dia x 15"H
- 19 11/16" Dia x 31 1/2"H
- Painted Steel
- Drop Tray
- Flower Pot



Allermuir | Down Pillows

- 22" Square
- 22" x 13.75 Lumbar
- No Piping at Seam
- Down Alternative Fill



Magnuson | Haander Sanitizer

- Wall Mounted
- Stand Mounted



Steelcase | Flex Screen

- Small Angled
- Medium 47"H
- Large 71"H
- Tackable Acoustic Upholstery



# About Us





## StorrOffice

ENVIRONMENTS

**100+**

Years in business

**\$80 million**

Annual revenue (fiscal 2019)

**Premier**

Steelcase Partner

**100,000+**

Spaces impacted a year

**300+**

Lines of furniture

**200+**

Team members

**1**

Single Source Solution



## Steelcase

**100+**

Years in business

**#1**

In the global market

**High Performing**

Lowest warranty claims

**110,000+**

Companies served in last 5 years

**Global Reach**

15 manufacturing locations

**US Based**

HQ in Grand Rapids, MI

**1 Vendor**

50+ partner brands

We pride ourselves on our wide array of services

We are innovators that adapt to our customers changing needs – especially in these current unprecedented times.



**New Furniture**



**PreOwned Furniture**



**Delivery + Installation**



**Storr Cleaning + Fogging**



**Project Management**



**Facility Management**



**Architectural Solutions**



**Commercial Flooring**



**Move + Asset Mgmt.**



**Renewal + Refurbishment**



**Buybacks + Disposal**



**Records Management**



# Project Success





## Key Factors to Project Success

- Maintaining Izabella as dedicated main point of contact
- Confirming she will collaborate with your dedicated Storr and Steelcase team from project start to completion
- Establishing communication touchpoint frequency
- Commitment to communication including responses within 24 business hours
- Agreeing on decision-making processes and project goals
- Remaining on time and within budget throughout the project
- Ensuring all DPR deadlines and lead-time requirements are met
- Participating in overall construction meetings and project alignment
- Determining privacy | distancing | post-COVID-19 scenario planning



Project Timeline

Milestones

Tue	6.1	DPR	start construction
Mon	6.14	Storr	design + scope programing
Fri	8.20	DPR	product order entry
Fri	10.1	Storr	6-weel lead time arrival
Fri	10.29	Storr	10-weel lead time arrival
Sun	10.31	DPR	construction complete
Mon	11.1	Storr	workstation installation main and mezzanine
Mon	11.8	Storr	conference tables, team room tables installation
Thu	11.11	Storr	training room, locker installation
Mon	11.15	Storr	ancillary main and mezzanine, collab spaces
Thu	11.18	Storr	deliver seating, break area tables
Fri	11.19	Storr	inspection, punchlist walkthrough, final cleaning
Mon	11.22	DPR	MOVE IN!

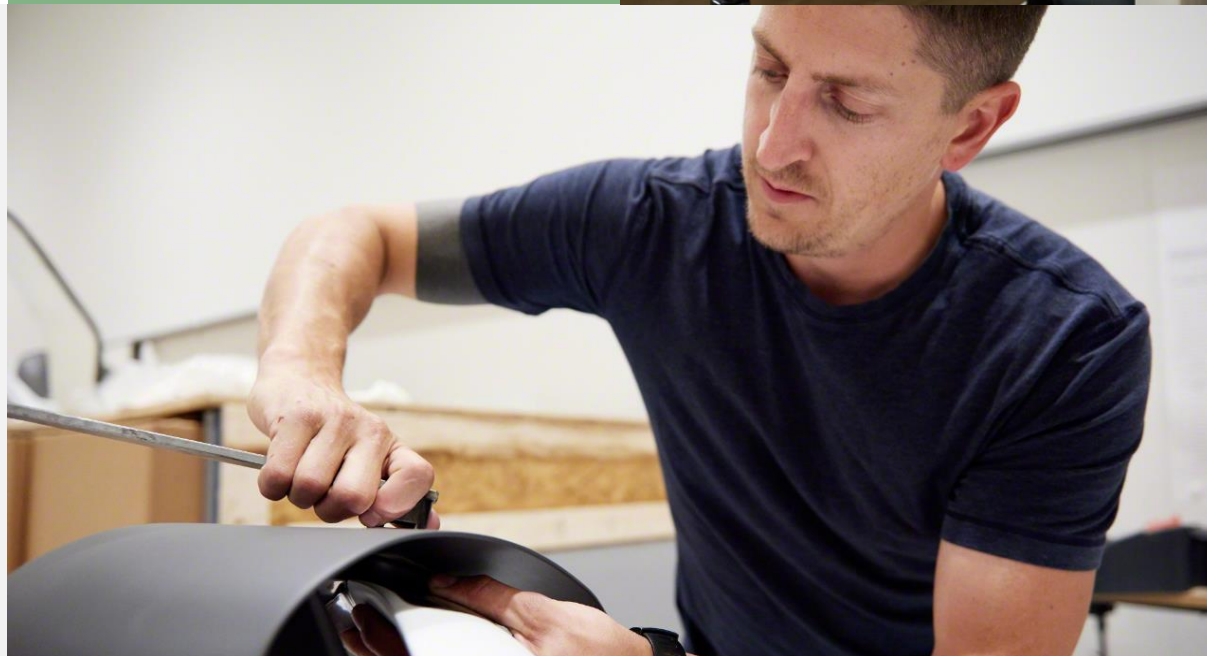
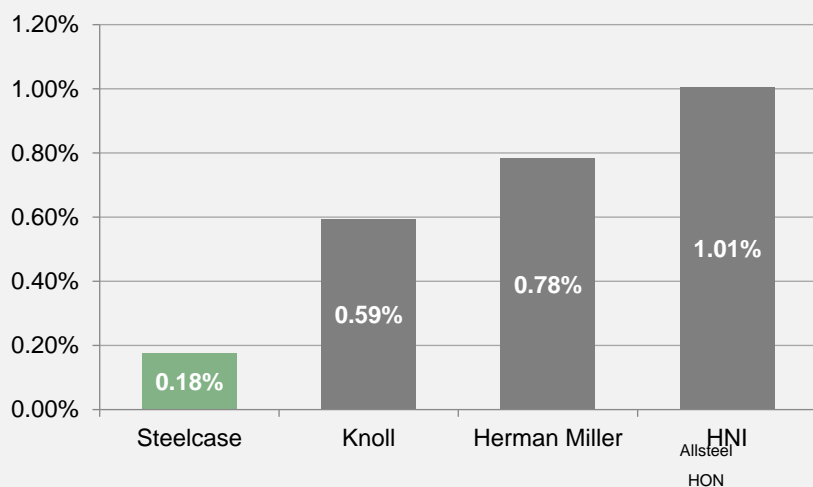
JUNE							AUGUST							OCTOBER							NOVEMBER						
Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su
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28	29	30					23	24	25	26	27	28	29	25	26	27	28	29	30	31	29	30					
							30	31																			

All products quoted on this submittal have lead times that are within 6-10-weeks.



The quality and durability of our products is demonstrated in lower warranty expenses per sales dollar, compared to that of our competitors. Steelcase's warranty also covers both parts and labor.

In the graph below, you can see how our 2019 Global Warranty Ratio compares to those of our competitors.





# Project Pricing + Savings Offers





# Pricing Overview

Our pricing is based on scope requirements outlined in the RFP, PLUS all adjustments made during our project scope review meeting on January 14, 2021.

[DPR PRICING SPREADSHEET](#)\*\*

Total Project Pricing / <b>New Furniture</b>		Total Project Pricing / <b>Current Inventory</b>	
\$492,625.52	All Furniture	\$406,075.76	All Furniture
\$32,000.00	Services, Delivery, & Install	\$30,500.00	Services, Delivery, & Install
\$5,429.43	Freight	\$5,429.43	Freight
<b>\$530,054.95</b>	<b>Subtotal</b>	<b>\$442,005.19</b>	<b>Subtotal</b>
\$37,368.87	Tax	\$31,161.37	Tax
<b>\$567,423.82</b>	<b>GRAND TOTAL</b>	<b>\$473,166.55</b>	<b>GRAND TOTAL</b>

\*\*

Please see the next page for value-add savings and incentives  
We can also evaluate your existing furniture for a possible buyback offer  
Both combined offer unbeatable savings for both time and money



## Value Adds and Incentives

- **Low-Rate Steelcase Financing** - This allows you to create an inspiring workplace while conserving capital and bank lines-of-credit for the entire term. These special below-market rates are available for a limited time and only on the Steelcase products shown in this bid.
- **\$25,000 Performance Guarantee** - If you are not completely satisfied with any aspect of our products or services, Storr will credit your invoice up to that amount. We only require that you give us an opportunity to fix any issue before you exercise your rights under the guarantee.
- **\$30,000 Storage Credit** – We know that office moves come with storage needs so we are offering 5,000 square feet of storage at no cost for 6 months upon award of this project. (Product handling at the published rate)
- **\$3,500 Move Coordination Credit** – Storr is offering 50 hours of move coordination consulting services to ensure efficient and expedited relocation. We will staff a help desk during the move-in to assist your employees who may have furniture questions. Our experts are here to help with the transition. **This represents a \$2,500 value.**
- **Free Virtual Ergonomic Training** - Our ergonomic team is trained in best practices that ensure productivity and comfort for your employees. We are offering a free virtual ergonomic video series if awarded this bid. **This represents a \$2,500 value.**
- **Free Maintenance** - Upon award of this bid, Storr will provide one full year of furniture repair, touch up, and maintenance in addition to the Steelcase warranty.
- **Free Records Storage** - Storr is offering complimentary records storage **through June 30, 2021** for any records stored in our records center upon award of this bid. (Value is approximately \$.30 per cubic foot per month)





## Complimentary Furniture Mock-up

The best way to ensure a product solution will meet all project needs is to test it out.

Storr and Steelcase will provide DPR with a complimentary mock-up experience so that the teams can get a feel for the quality, design, aesthetic, and comfort of the proposed products.



Low-Rate Financing



Please note, financing rate is for Steelcase products and select partner products.

Customer: DPR Construction, Inc.  
Dealer: Storr Office Environments Inc.  
Product Cost: \$600,000.00

Products: 100% Steelcase/Partners products and services pretax.

Quote Creation Date Jan 12, 2021

Quote Expiration Date Feb 11, 2021

Pricing Options

\$1.00 Buy-out (in Advance)

Monthly

Term	Payment Factor	Est. Payment	Interest Rate
24 mo.	0.041668	\$25,000.80	0.00 %
36 mo.	0.028350	\$17,010.00	1.40 %

End of Term Options

- Purchase the product for one dollar (\$1.00)

1. Estimated Payment does not include tax. Any applicable tax will be added at the time of Equipment Schedule preparation.
2. This quotation assumes that the financing is for a product order whereby 50% or more of the products are from the Steelcase Inc. brands. Soft costs, such as design fees, delivery, installation costs, etc. can be included at up to 20% of the product cost.
3. Rates are based on project size and product mix and therefore, changes in project size or product mix may result in adjustments to final lease rate(s).
4. The payment factors shown are calculated using the 3-year LIBOR Swap Rate (the "Index"), which as of 1/15/21 was .28%. The payment described in this quote may be adjusted upward if there is an increase in the Index at the time of Equipment Schedule preparation. The payment factor will be increased by 0.000006 for each one (1) basis point increase in the Index, and will become fixed upon execution of the Equipment Schedule.
5. First and last two monthly payments are due upon execution of each Equipment Schedule and may be subject to change upon final credit review.
6. A one-time lease origination fee of \$375.00 will be collected upon signing the Lease Agreement.
7. Deposit financing may be available on product orders over \$50,000. The rate is 2% over the Prime Rate for orders under \$250k and 1% over the Prime Rate for orders over \$250k. Please make this selection on the credit application.
8. Minimum order \$5,000 including subsequent add-on orders.

Notwithstanding anything contained herein to the contrary, in the event any material change shall occur in the financial markets after the date of this proposal, including but not limited to any governmental action or other event which materially adversely affects the extension of credit by banks, leasing companies or other lending institutions, Lessor may modify the indicative pricing described above.

This quotation should not be construed as a financing commitment by Steelcase Financial Services. Any agreement to provide financing is subject to approval under Steelcase Financial Services' standard credit underwriting criteria and execution of all required documentation.



# Thank You

