



charles river

Park Point Furniture July 2021

L2P

Steelcase®

StorrOffice
ENVIRONMENTS

THANK YOU

Dear Jennifer Nye and the Charles River/L2P Teams,

On behalf of the Storr + Steelcase teams, thank you for the opportunity to respond to the Charles River Park Point Morrisville Project. We are thrilled to collaborate on this exciting project and deliver the optimal solution for your employees.

Our teams are 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.

To that end, you'll find a variety of cost saving value-added incentives on page 35 designed to significantly reduce costs and streamline execution. In addition, the next page for how we are saving Charles River over \$50,000!

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

Sincerely,



Izabella Faulkner
Account Manager Storr Office
Environments
lfaulkner@storr.com



Lizzy French
Workplace Applications Specialist
Storr Office Environments
lfrench@storr.com



\$52,200 Potential Cost Savings



Furniture Decommission – Existing Space

\$25,000 savings as Storr will remove, recycle existing furniture from your location at no charge to Charles River.

\$25,000 in savings!

Design Services (\$95/hour)

100 Complimentary hours of project design after award

\$9,500 in savings!

Project Management (\$90/hour)

80 Complimentary hours of project management after award

\$7,200 in savings!

Warehouse Storage for possible delayed product

60 complimentary days of warehouse storage after award

\$8,000 in savings!

Commercial Move Credit

\$2,500 credit towards Charles River Relocation

\$2,500 in savings!



Your Project Team



Main Contacts



IZABELLA FAULKNER
Corporate Account Manager
Storr Office Environments

919.313.3732
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 Charles River project team to deliver a quality work environment. Izabella brings 17 years of relevant furniture experience specializing in large clients.

EXPERIENCE: 17 years



BETH GEDDIO
Workplace Consultant
Steelcase

484.529.9104
bgeddio@steelcase.com

Beth 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 Charles River to ensure your design intent is maintained.

EXPERIENCE 10 years

Support Team



TYLER LEWIS
Project Manager
Storr Office Environments

Tyler will work closely with and support Sally to ensure operational excellence for the Central Square project. His responsibilities include project management oversight, operations, warehouse and quality assurance.

EXPERIENCE: 10 years

919.313.3700 tlewis@storr.com



BECCA HAND
President
Storr Office Environments

Becca will be Charles River'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



LIZZY FRENCH
Workplace Applications Specialist
Storr Office Environments

Lizzy 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 Charles River.

EXPERIENCE: 5 years

919.313.3824 lfrench@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 Charles River.

EXPERIENCE: 5 years

919.313.3700 rwhitehead@storr.com

Envision Your Space



These design concepts are the proprietary work of Storr Office Environments and are to be kept confidential.
Property of Storr Office Environments 2021

We asked....

“What does success of this project look like to you?”

You said your
workplace should....

reflect identity & mission

and feel....

light | airy
warm | welcoming
comfortable | stress free
fun | fresh
modern | forward thinking

and include....

wire management | technology

and be...

easy to maintain | future proof
client facing | world class
impressive | a showpiece
a space to feel proud of



Your company mission and the insight gathered from your showroom tour informed these initial design intent guideposts that we utilized to create an engaging workplace solution for the Park Point facility.

Foster Collaboration & Shared Purpose

- Design to support the focus and collaboration needed for innovative work
- Design to foster belonging, inclusion and a sense of shared purpose
- These foundations of community will build trust and bolster the innovation of Charles River's workforce

Aesthetics, Comfort & Wellbeing

- Emotional Wellbeing - Create an inviting & inspiring space team members want to come to. Workplace design should attract & retain talent.
- Physical Wellbeing - Furnishings must be comfortable, ergonomic, and support various modes of work
- Cognitive Wellbeing – Balance focus measures with opportunities for collaboration and connection in workstations and private offices

Flexible & Versatile

- Incorporate a flexible kit of parts to bring versatility and adaptability to Charles River's workplace
- Simplified furniture components to support the work of team members with varied roles and technology requirements

Value

- Durable furniture with strong warranty and design aesthetic. Furnishings to withstand the test of time physically & aesthetically
- Products selected from the portfolio of Steelcase brands & partners to leverage maximum discounts and allow for one truck order fulfillment

“At Charles River, we are passionate about our role in improving the quality of people’s lives. Our mission, our excellent science, and our strong sense of purpose guide us in all that we do. We approach each day with the knowledge that our work helps to improve the health and well-being of many across the globe.”

www.criver.com



Consider this....



Consider this....



Let's take a walk....



Your Design Experience

EXPLORE | Begin With The End In Mind

- Identify business goals & understand company culture
- Identify workplace & space issues to solve for
- Formulate design intent

PLAN | Customize Design Experience

- Align goals to budget & timeline
- Formulate product strategy
- Engage in collaborative design experiences
- Create space plans & select finishes
- Develop high-quality visualizations to aid decision making

PROVIDE | Execute Concept to Reality

- Document decisions
- Specify with accuracy
- Plan for install



VISUALIZATION TOOLS

WORKSHOPS

- Collaborative discovery exercises
- Determine long term needs
- Shape vision and functionality

CET LIVE DESIGN

- Realistic interactive simulation
- Adjust design & details in real-time
- Co-create with us

RENDERINGS

- 3-D fixed view
- Preview layout & finishes

FLY THROUGHS

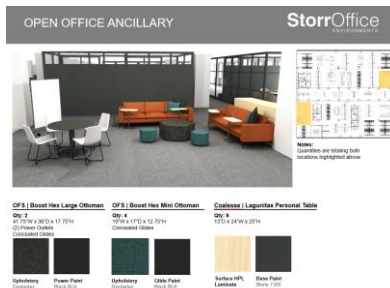
- Follow a virtual path through a computer simulation of your custom designed workspace
- Highlight areas of interests

VIRTUAL REALITY

- 360-degree immersive preview
- Co-create with us
- Envision scale and aesthetics

STEELCASE ANIMATIONS

- Simulation of kit of parts
- Shows reconfigure options
- Adjustability between typicals



#	Complete	Qty	Part Number	Options	Description
54" HAD - 4 PACK					
1	Y	5	09141977		Momentum T \$69.00/ind. 8 Repeat 74"V, Junction-End
2	Y	1	TS736TEPJ	** OPTIONS **	** OPTION
				TRIM	*OPT.TRIM
				PAINT	PAINTED
				UPRIGHT	7360: ME
3	Y	1	TS736TIPJ		Junction-In lit
4	Y	1	TS7505TCTJ		Junction-T, C
				** OPTIONS **	** OPTION
				TRIM	*OPT.TRIM
				PAINT	PAINTED
				UPRIGHT	7360: ME
5	Y	1	UFAL	BASIC	Screen-Align
6	Y	2	TS742THF		Frame, Horiz
				** OPTIONS **	** OPTION
				TC OPT	STD.Shd To

Furniture and finish selections impact how people experience the workplace.

Our collaborative design process culminates with high quality visualizations of your office environment. When accompanied by physical finish samples of the curated palette, decisions can be made with confidence that project goals are met.

The background of the slide is a collage of various interior design samples. It includes numerous fabric swatches with different patterns and textures, color palettes with various shades, and material samples like wood and metal. The samples are arranged in a somewhat chaotic but artistic manner, showcasing a wide range of design options.

We are ready to explore with you.....

Product Solution



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Property of Storr Office Environments 2021

Workstation Typical | WS-1



Dual Sided 8-Pack



Single Sided 4-Pack

- Freestanding Answer Fence power beam for flexible power routing & data distribution
 - 10.5"H horizontal beam that stands 27-1/2"H
 - Low profile foot
 - (2) duplex receptacles per user
 - Base power entry
 - 3+1 wiring configuration
- 30"H Answer panel spine with laminate exterior skins at single-sided clusters
- 42"H Laminate gallery panel at each end of workstation cluster
- Height adjustable desk, 30"D x 72"W
 - Laminate top with square edge, matching edge band
 - 4 memory preset controller
 - 30"W wire management tray
- Curved L-Shape PET felt screen with mounting hardware, 23"H x 23"D
 - 42"W on dual sided clusters
 - Full width on single sided clusters
- Freestanding laminate storage cabinets with open cubby and closed dual door segments, common top, 18.5"D x 48"W. Non-handed reconfigurability.
- 2-Outlet desktop convenience power unit, power strip

Workstation Typical | WS-2



Single Sided 4-Pack

- Steelcase Answer 30"H panel spine with laminate exterior skins at single-sided clusters
 - (2) duplex receptacles per user
 - Base power entry
 - 3+1 wiring configuration
- 42"H Laminate gallery panel at each end of workstation cluster
- Height adjustable desk, 30"D x 72"W
 - Laminate top with square edge, matching edge band
 - 4 memory preset controller
 - 30"W wire management tray
- Curved L-Shape PET felt screen with mounting hardware, 23"H x 23"D
 - Full width on single sided clusters
- Mobile box-file pedestal
 - Laminate case & front
- 2-Outlet desktop convenience power unit, power strip

Office Typical | O-1



- Height adjustable desk, 30"D x 72"W
 - Laminate top with square edge
 - 4 memory preset controller
 - 30"W wire management tray
- Freestanding low laminate storage cabinet with open cubby and closed dual door segments, common top, 18.5"D x 60"W. Non-handed reconfigurability.
- 2-Outlet desktop convenience power unit, power strip

Office Typical | O-1A



- Height adjustable desk, 30"D x 72"W
 - Laminate top with square edge
 - 4 memory preset controller
 - 30"W wire management tray
- Freestanding low laminate storage cabinet with open cubby and closed dual door segments, common top, 18.5"D x 60"W. Non-handed reconfigurability.
- 2-Outlet desktop convenience power unit, power strip
- Round meeting table, 36"DIA
 - Laminate top with square edge
 - Column X-Base, powder coat finish
- Guest chair
 - Contoured plastic shell
 - 4-Leg base
 - Specified with arms
 - Upholstered seat & back
 - Black frame

Office Typical | O-2



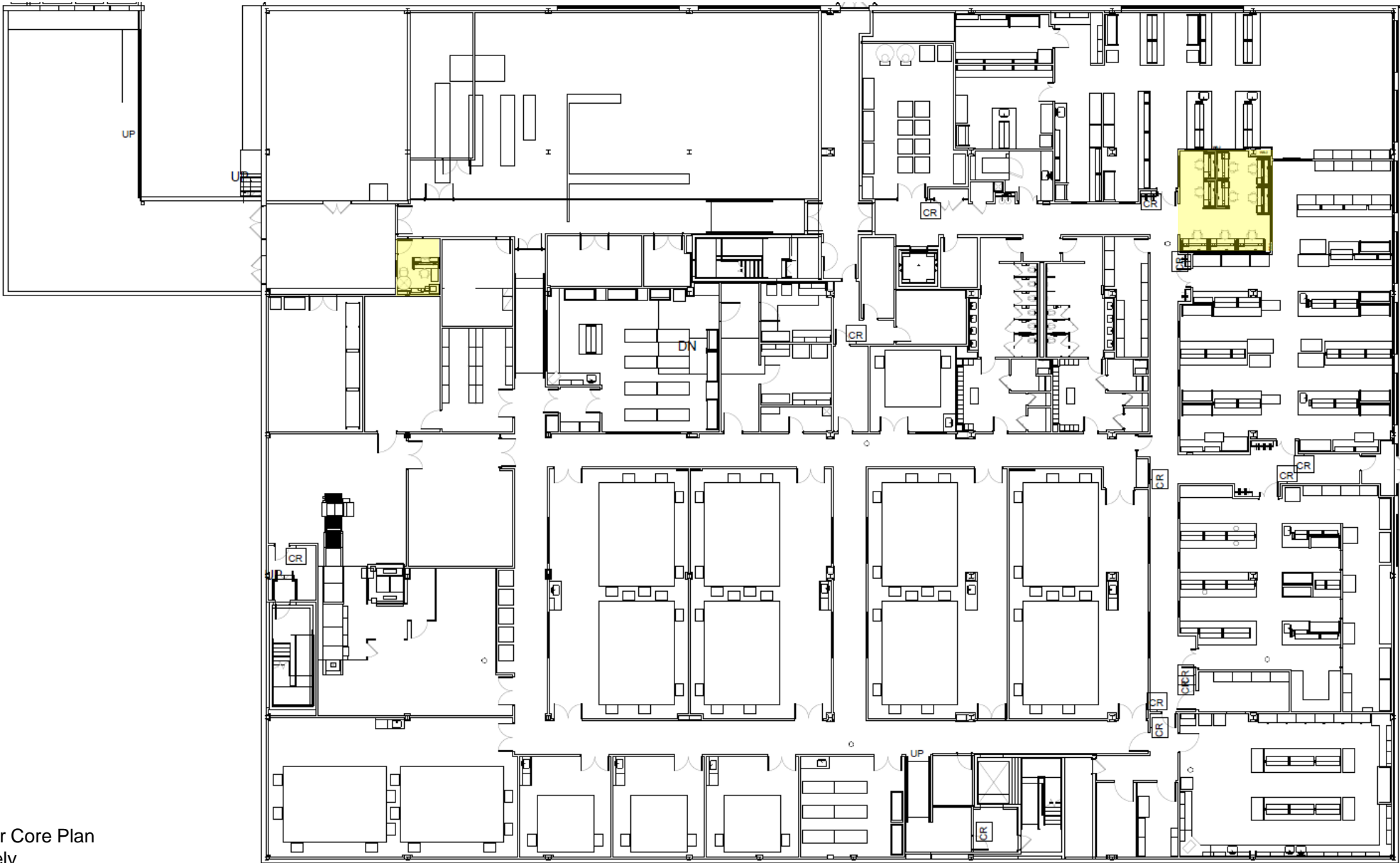
- Height adjustable desk, 30"D x 72"W
 - Laminate top with square edge
 - 4 memory preset controller
 - 30"W wire management tray
- Freestanding low laminate storage cabinet with open cubby and closed dual door segments, common top, 18.5"D x 60"W. Non-handed reconfigurability.
- 2-Drawer lateral file with stacking bookcase unit, 36"W
 - Laminate units with square edges
 - 2 adjustable bookcase shelves
- 2-Outlet desktop convenience power unit, power strip
- Guest chair
 - Contoured plastic shell
 - 4-Leg base
 - Specified with arms
 - Upholstered seat & back
 - Black frame

Office Typical | O-2 Alternate



- Height adjustable desk, 30"D x 72"W
 - Laminate top with square edge
 - 4 memory preset controller
 - 30"W wire management tray
- Freestanding low storage
 - Laminate with square edge
 - (2) Box-lateral units and (1) open cubby unit, common top, 18.5"D x 96"W overall. Non-handed reconfigurability.
- Overhead storage unit, 66"W overall
 - Laminate with square edge
 - Wall mounted
 - Sliding door
- 2-Outlet desktop convenience power unit, power strip
- Guest chair
 - Contoured plastic shell
 - 4-Leg base
 - Specified with arms
 - Upholstered seat & back
 - Black frame

Overall Floorplan | Lower Level



Dimensioned Floor Core Plan
Attached Separately

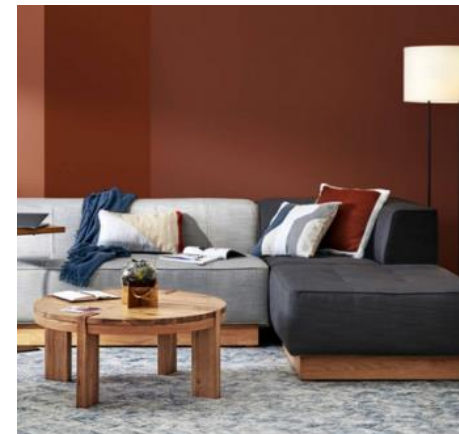
Overall Floorplan | Level 1



Dimensioned Floor Core Plan
Attached Separately

Inspirational Mood Board







Product Details



Steelcase | Answer Fence



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 Fence

AMQ | 3F

Privacy Screen



Aesthetics

- 10 Color options
- Supports linear, half desk L & U Shapes
- 5 Hardware options

Features

- 18mm PET felt – 50% recycled water bottle content
- Tackable & sound absorbing
- Available in multiple heights: 18", 23", 28"

AMQ | Activ

Height Adjustable Table



Aesthetics

- Available with T-leg or C-leg styles
- Laminate surface available in wide array of finishes
- Add on Cable Management Options for Clean Aesthetic
- Abundant Laminate Finish Options
- Compatible with Various Add-On Privacy Screens

Features

- 2-Stage Height Adjustability Range: 28" – 47.7"
- 3-Stage Height Adjustability Range: 24.5" - 50"
- Controller: 4 memory presets
- Safety: Anti-collision

Note: Storr has quoted 2-Stage

Steelcase | Universal Cable Management Kit

Included on all concepts for workstations & private offices



Aesthetics

- Keeps wire bundled & organized for a clean aesthetic
- Merle grey finish disappears beneath worksurface

Features

- Available in small (15-1/2"W) & large (30"W) capacity
- Accommodates 4-9 utility power outlets
- Smart straps keep cords compact and in place when accessing
- Hinged design folds open for easy access

Note: Included on all concepts for workstations & private offices

AMQ | Echo

Convenience Desk Mounted Power



Aesthetics

- Simple design, clean aesthetic
- Finish: White

Features

- 4"W x 3"D x 3"H, 78" Cord
- 2 Power Outlets
- Sits proud to accommodate clearance for desktop screens

ESI | Eppa

Dual Monitor Arm



Aesthetics

- Sleek aesthetic
- Finish: Silver

Features

- Finger touch dynamic height adjustment
- 10.5" Height adjustment range
- Desk clamp and grommet mount included
- Fixed and motion arms included
- Integrated cord management
- VESA quick mount
- 39" Max monitor width, 17.6lb weight capacity

CH-1C | Rank 3



CH-1B | Rank 2



CH-1A | Rank 1



Alternate:
Storr PreOwned Amia
Fully Upholstered
\$325.00



Steelcase
Amia Air
\$445.94

Steelcase
Series 2
\$391.75

AMQ
Bodi
\$211.62



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/Depth/Pivot Adjustable Arms
- Back Lock & Incremental Tension Adjustment
- Available Lumbar Support
- Hard or Soft Casters



Steelcase | Series 2

- Air back offers a breathable, transparent aesthetic
- Pneumatic Height Adjustable
- Adjustable Seat Depth
- Height/Width/Depth/Pivot Adjustable Arms
- Back Lock & Three Adjustable Tension Settings
- Adjustable Lumbar Support
- Hard or Soft Casters



AMQ | Bodi

- Mesh Back
- Pneumatic Height Adjustable
- Adjustable Seat Depth
- Height/Width/Depth Adjustable Arms
- Back Lock & Three Adjustable Tension Settings
- Adjustable Lumbar
- Hard or Soft Casters
- Removeable Seat Cover for Easy Cleaning





Steelcase | Nooi

- Contoured plastic shell
- Flexes to support natural body movement
- Available in leg or sled base
- Available with arms or armless
- Wide range of finish options
- Leg base stacks 8-high
- Interlocking base available



Option 1



**BIOFIT
Belize Stool**
\$301.50

Option 2



**BIOFIT
Unique Stool**
\$305

Option 3



**BIOFIT
ISO106 Stool**
\$458.50





Biofit | Belize Stool

- Upholstered Seat & Back
- Compatible with Standard Bench Heights
- Tubular Steel Frame
- Pneumatic Height Adjustable
- 3.5 Degree Seat Tilt
- - 8 to +13 Degree Backrest Adjustment
- Rated for two times BIFMA weight capacity
- Foot Ring
- Self Locking Casters



Biofit | Unique Stool

- Easy to clean polyurethane seat & back
- Compatible with Standard Bench Heights
- Reinforced composite base
- Pneumatic Height Adjustable
- 3.5 Degree Seat Tilt
- - 8 to +13 Degree Backrest Adjustment
- Rated for two times BIFMA weight capacity
- Foot Ring
- Self Locking Casters



Biofit | ISO106 Stool

- Upholstered Seat & Back
- Compatible with Standard Bench Heights
- Tubular Steel Frame
- Pneumatic Height Adjustable
- -6 to +4 Degree Seat Tilt
- - 8 to +13 Degree Backrest Adjustment
- Rated for two times BIFMA weight capacity
- Foot Ring
- Self Locking Casters



Pricing



Pricing Overview

Our pricing is based on scope requirements outlined in the RFP
[Detailed pricing can be found on the Charles Response Page here](#)

Total Project Pricing / New Furniture

\$271,563.87	All Furniture
\$26,599.00	Install (non-union)
\$2,375.00	Project Management
\$21,789.00	Tax
\$322,326.87	GRAND TOTAL
Incl \$52,200	IN SAVINGS!

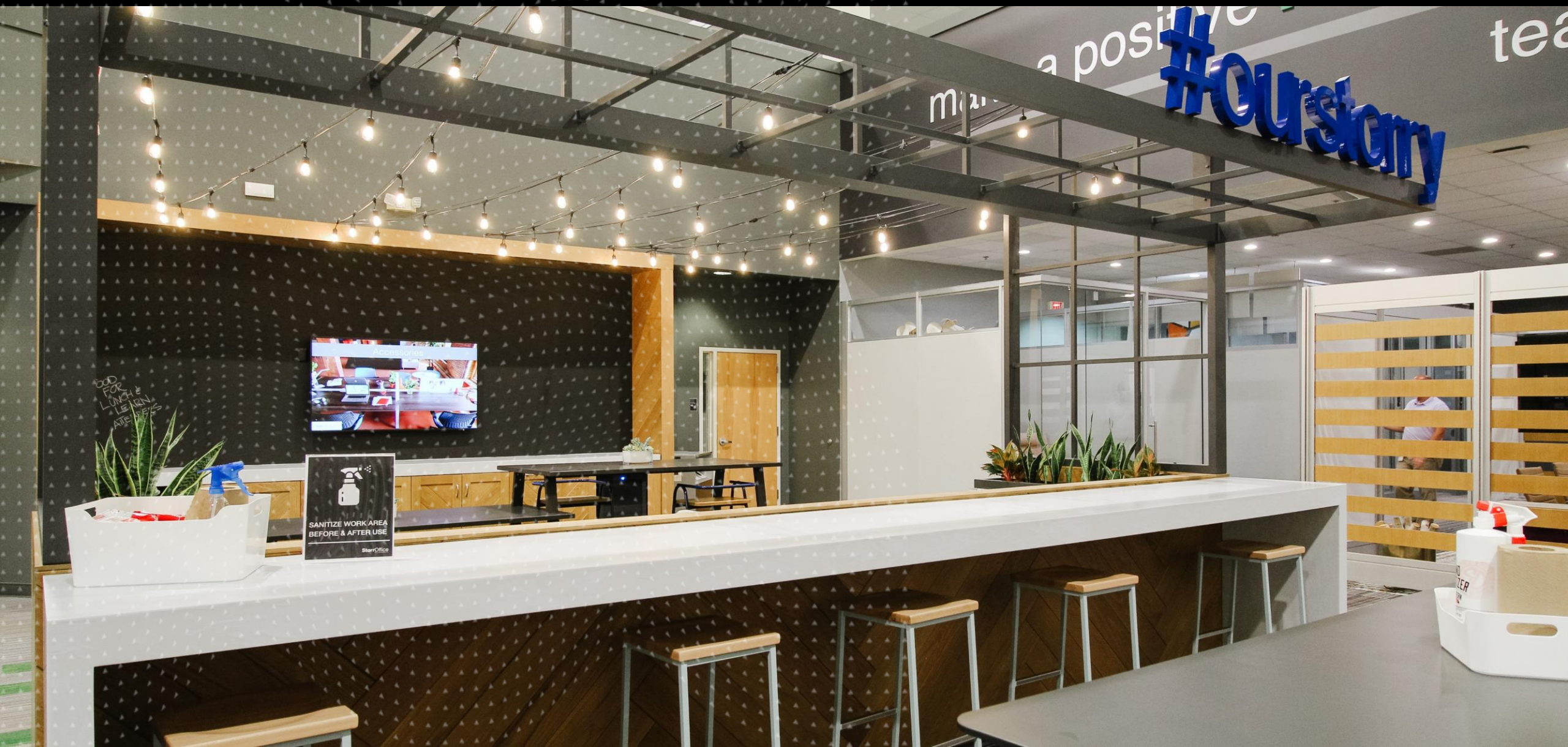
* Above pricing reflects Steelcase’s August 2021 price list increase.
Please note that unforeseen future price lists adjustments are not included for any manufacturer.

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.
- **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.



About Us



StorrOffice

ENVIRONMENTS

100+

Years in business

\$70 million

Annual revenue (fiscal 2020)

Premier

Steelcase Partner

10,000+

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

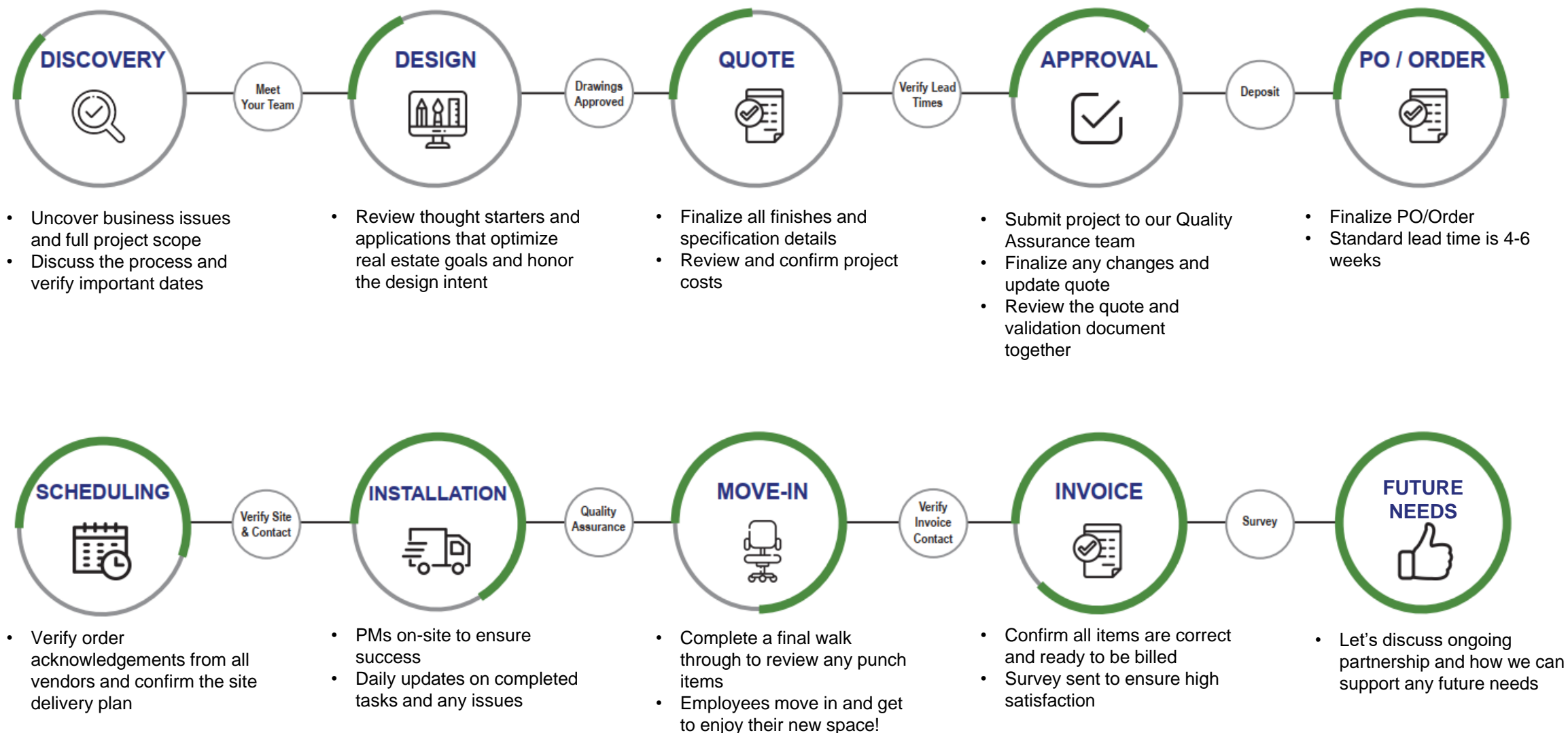


Records Management

Your Journey



Customer Journey + Partnership



Project Timeline + Product Leadtimes

Sept 2021 kick off meeting + scope programing	Nov 2021 product order entry	Dec 2021 Furniture whips provided + installed	Feb 2022 Construction Complete	Mar 2022 Install furniture + punchlist	Apr 2022 OCCUPANCY
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Steelcase Leadtime: 4-6 weeks

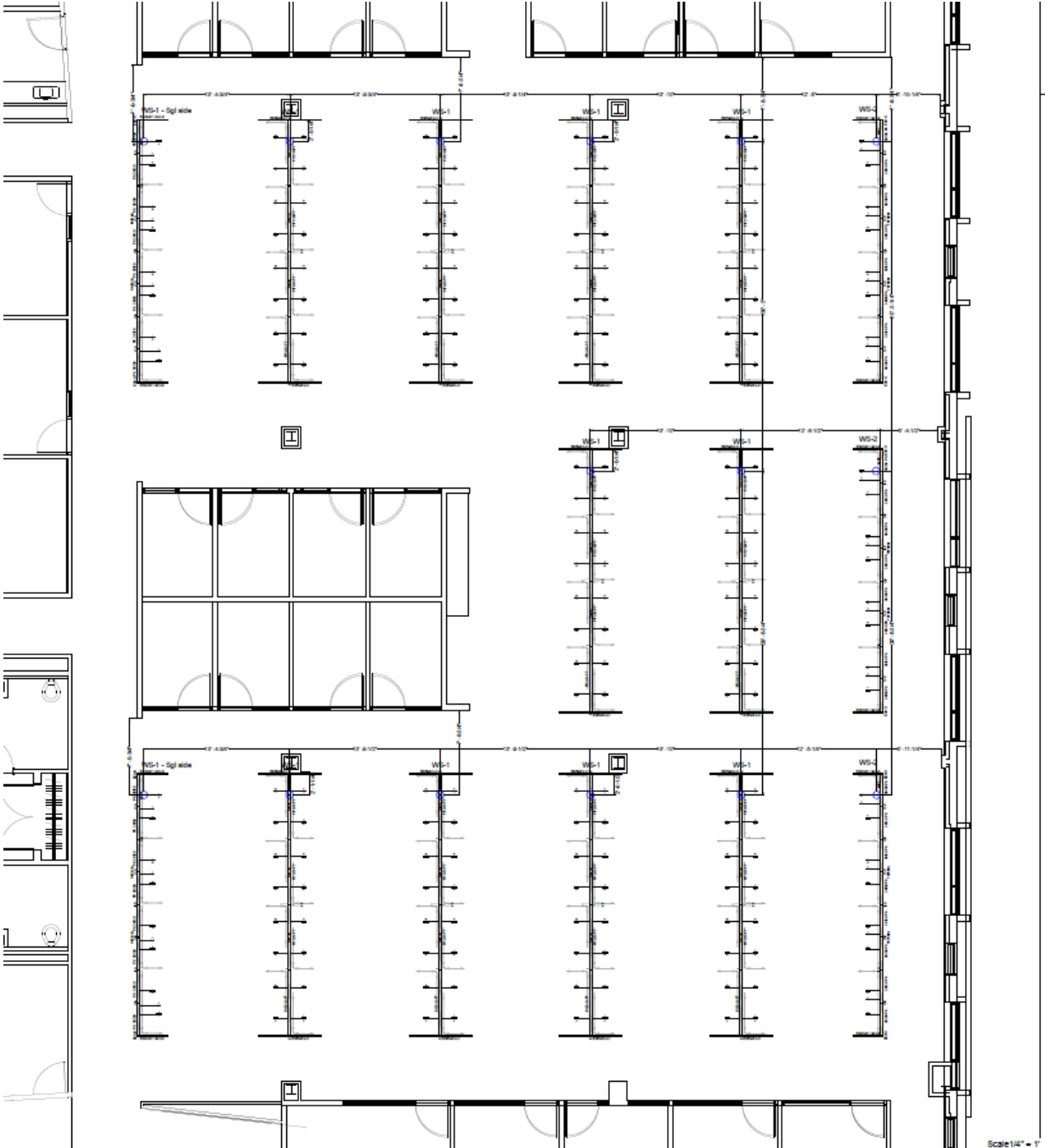
AMQ Leadtime: 2-4 weeks

ESI Leadtime: 2-4 weeks

Biofit Leadtime: 4-6 weeks



Floor Core



Factors of Project Success



What Sets Us Apart

- **NON-OBSOLESCENCE:** Steelcase products are thoroughly researched-based and insight-led so obsolescence will never be an issue. All products are ANSI / BIFMA tested for quality and durability to ensure safety and comfort for the long haul. In addition, the Steelcase warranty is unmatched to anyone else's in the industry. It's the best warranty that you'll never need to use.
- **STABLE INNOVATION:** Even though we have steadfast longevity, we are innovators that respond and adapt to our customer's changing needs. Overall Storr's proven track record of excellent service, community involvement, solid financials, and high Net Promoter Score (average 85%) places us among the **top 10 Premier Steelcase Dealers.**
- **TRUSTED PARTNER:** Low pricing and a good product offering means little without an experienced partner that you can rely on. Our project team brings a **combined 56 years of experience** to ensure this project (and future projects) are on-time, on-budget.
- **HIGHEST QUALITY PRODUCTS:** The Steelcase warranty is unmatched in the industry and all products are ANSI / BIFMA tested for quality, durability, and non-obsolescence to ensure safety and comfort for the long haul. It's the **best warranty that you'll never need to use.**
- **SAVE WITH SERVICES:** As the area's largest in-house commercial services resource, we offer unbeatable savings and streamlined execution. Services like refurbishment, buyback, and preowned furniture **saves you money, times, resources, and prevents landfill waste.**



Project Management

TEAM:

Storr's has the largest installation team in the market with close to 100 full time employees performing project management, warehousing, delivery, installation, and Day 2 services for our clients.

Project Manager works closely with the account manager to plan, schedule and execute the project

Project Lead who will be on site every day leading the team of experienced installers. Clients receive daily progress updates

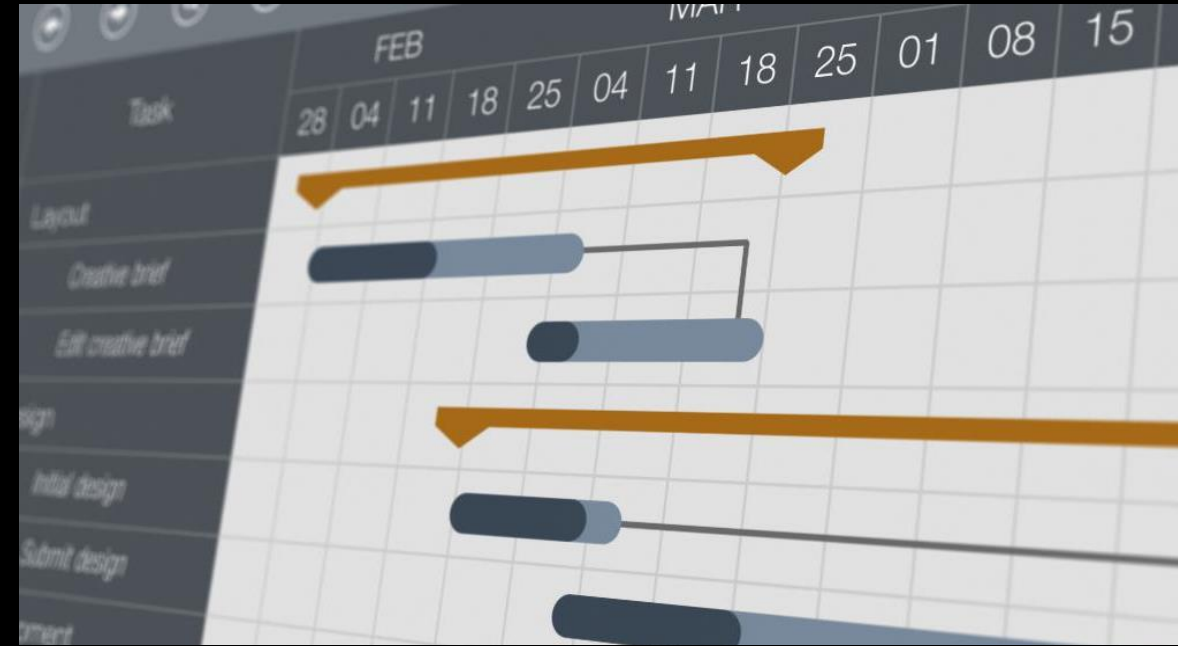
Quality Assurance Manager: we start the punch process on Day 1, inspecting and analyzing all material for minor defects or damages so additional parts can be ordered quickly and installed many times prior to completing the installation.

TECHNOLOGY:

Procore project management software program that sends real time, detailed progress updates to anyone associated with the project. It is a great communication tool that keeps all stakeholders informed and different trades working together efficiently.

In combination with Steelcase's software called **Hedberg**, we can automate the punch process from the first day on site, allowing us to stay ahead of any challenges during the installation, which reduces punch resolution time post install.

RESULTS: On average we record total errors of less than .03% annually.



Safety Comes First

- To protect people (employees, and others), property, and the environment from potential hazards
- To provide a flexible, uniform policy of safety management consistent with the requirements of the government safety, health, and environmental regulations
- To establish and maintain an effective Injury and Illness Prevention Program involving all levels of the organization including managers, supervisors, and employees
- To cooperate and assist clients, customers, and others involved in the work area to maintain a safe and healthy workplace
- To enforce strict COVID related protocols for the protection of our employees and customers

STORR SAFETY COMMITTEE

- Nine dedicated team members
- Quarterly safety meetings
- Quarterly trainings and safety webinars

PURPOSE OF SAFETY COMMITTEE

- Provide safe working environment for all employees
- Proactive approach to reducing workplace injuries
- Comply with OSHA regulations
- Reduction in cost associated with injuries
- Increase management and employee engagement in promoting a culture of safety



Project Examples



Local + National Installs

Storr supports large companies on projects across the US everyday using trusted installation partners and your local team to service and provide a one point of contact for all your locations.

As Central Square expands, Storr can leverage these partner and our network of 750 Steelcase dealers, allowing us to support future growth anywhere within the US and Canada.

On averages 30% of our projects are completed outside of North Carolina each year.



Project Examples



SCOPE OF WORK:

- 2,500 employees
- Two buildings (400,000 sq ft total for both buildings)
- Eight phases total
- Raleigh, NC

SINGLE SOURCE SOLUTION

- Furniture Decommissioning
- Additional Storage Capacity (12 months)
- New Furniture (99% Steelcase)
- Delivery and Installation
- Move Coordination
- Commercial Flooring
- Project Management

BUDGET: \$9 Million total \$22.50 per square foot



SCOPE OF WORK

- 1600 employees
- Relocation in just 3 days
- We provided these services:
- Moved from 11 separate buildings to 2 new buildings

SINGLE SOURCE SOLUTION

- Facility Services
- Design + Space Planning
- Furniture Selection
- Project Management
- Delivery + Installation
- Move Coordination
- Change Management
- Help Desks
- Post-move Support

BUDGET: Ongoing ~\$4-5 million per year

