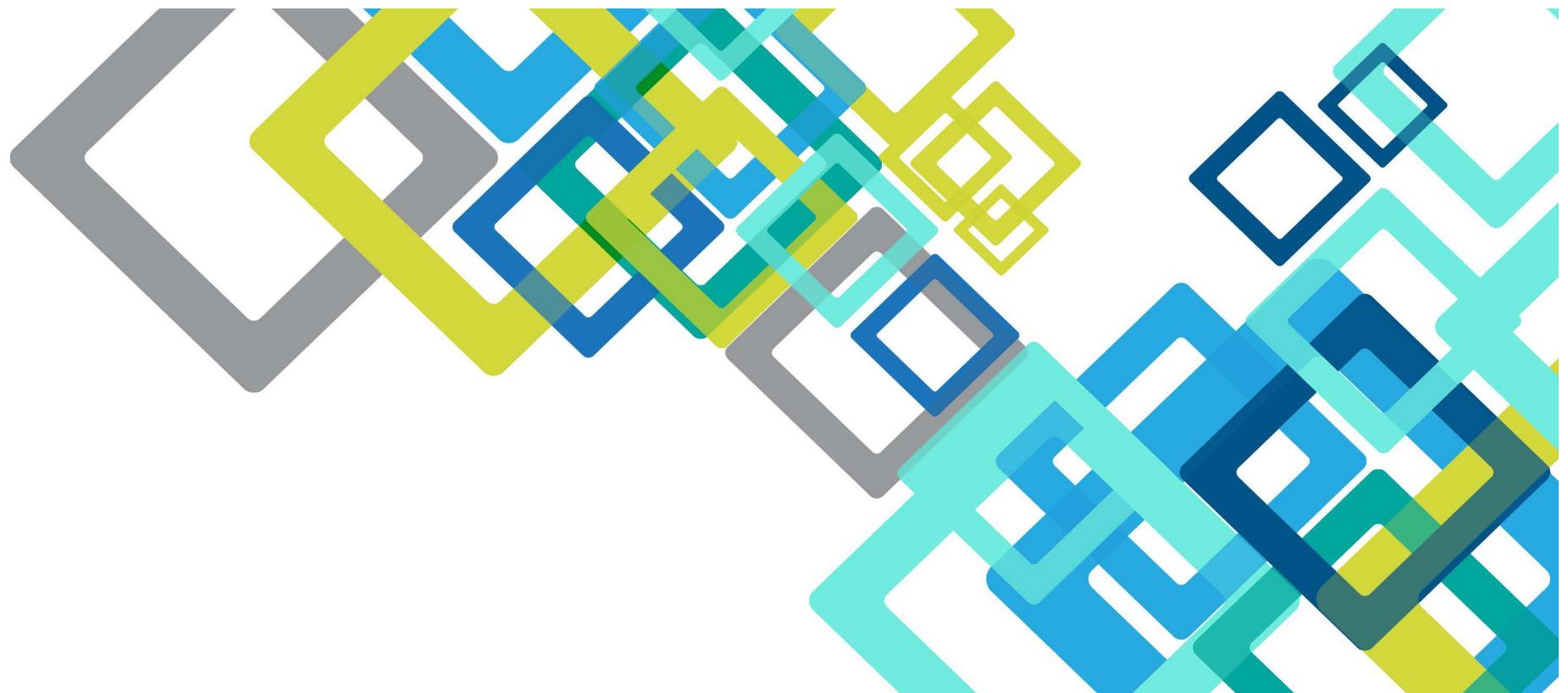


# Excellence in the Workplace

Interior Investments for Ali Group / Scotsman and Garnett Architects



**HermanMiller** Certified Dealer

Interior Investments      HermanMiller

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February 8, 2016

Ali Group / Scotsman  
775 Corporate Woods Parkway  
Vernon Hills, IL 60061

Dear Ali Group / Scotsman Team,

We are pleased to be considered as the furniture and services provider for the Ali Group / Scotsman Office Relocation. From our nearly five -year relationship with Scotsman and our experience with the Ali Group, we understand the challenges you face as you search for innovative solutions to the changing landscape of workers and work styles. Our goal is to provide insightful and responsive service to build upon this existing relationship and continue our advocacy for Ali Group / Scotsman.

Here are several key reasons why Interior Investments would be the best partner for your furniture needs:

- Turn-Key Operations to enable smooth and efficient project management
- Team Approach to create consistency of communication for the long-term
- Organizational Transparency to remove ambiguity and uncertainty
- Location near new office site to save time and money as well as easy travel to project meetings

We are committed to building an enduring partnership with Ali Group / Scotsman and Garnett Architects to achieve excellence in the workplace. We believe that together, we can create an extraordinary partnership.

Thank you again for your consideration. Please do not hesitate to call with any questions or clarifications.

Sincerely,

*DAVID HANGER*

David Hanger  
Interior Investments

*LYLE WELLS*

Lyle Wells  
Interior Investments

*AMY NIELSEN*

Amy Nielsen  
Interior Investments

*Your focus is FOODSERVICE...*

*...Our focus is YOU.*



*We support your leadership in:*

Foodservice Manufacturing and Consulting  
Developing Excellence in People and Culture  
Marketing and Communication  
Education

**Interior Investments Profile**

Interior Investments, LLC is a subsidiary of I3 Group, Inc. The company was founded in 1994 by industry veterans, Donald Shannon and Michael Greenberg, who believe that furniture procurement and associated services are a long-term investment, rather than a one-time transaction. We are proud of our ability to provide our customers with fantastic places to live, work, learn, and heal.

From its inception, the company has exceeded all growth projections. Virtually debt-free, with projected revenues of 150 million dollars for 2015,

Interior Investments has solidified itself as one of the most sophisticated and innovative contract furniture distributorships in the United States.

More than 250 employees, including 67 union installers, are dedicated to providing full service facility management solutions to customers on a local, regional, and national level. This makes Interior Investments a catalyst for creating high performance well-appointed business and institutional environments, on time and on budget.



**Selecting the best possible strategic partnerships is mission critical when planning a renovation, relocation or reconfiguration. Here are several key competencies that elevate Interior Investments beyond the conventional notion of what a furniture dealer can do:**

### *Project Team Structure*

Interior Investments employs a dedicated, cross functional team approach that ensures that we have engaged, knowledgeable and responsive team members, poised to assist, answer questions and find solutions. We defy the antiquated model of arbitrary service pool resources, thus enabling us to commit the same team to your organization to handle every facility requirement on a permanent basis.

### *Interior Investments Processing System (IIPS)*

The Interior Investments Processing System is a waste reduction initiative derived from the Toyota Production System. From fine-tuning order processing and fulfillment capabilities ensuring on time and complete projects, to reengineering warehouse procedures to deliver world class distribution operations, every facet of what we do has been examined and reinvented. The TPS methodology has enabled us to maximize efficiency and maintain the cleanest and safest construction environment possible. This groundbreaking work has helped establish Interior Investments as the undisputed leader in the effort to convert what was once considered a lethargic and cumbersome series of operations into a streamlined, nimble and highly responsive process.

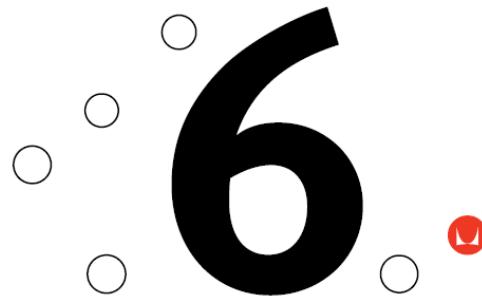
### *Turn-key Solutions*

Interior Investments is the rare dealer who owns a comprehensive installation company, fleet of delivery vehicles and one-hundred-fifteen thousand square feet of storage space adjacent to our headquarters facility in the Chicago suburbs. This holistic approach to business allows for ultimate control over the service aspects of projects and the ability to turn on a dime for our clients.

### *Financial Stability*

Our strong industry position allows us to continually reinvest in our company to ensure the most comprehensive portfolio of products and services, and the ability to leverage best value for our clients with our broad range of suppliers.





Herman Miller is one of only six companies recognized on three prestigious lists:

- ***Fortune's "Most Admired" Companies in the World,***
- ***Fortune's "100 Best Companies to Work For"***
- ***Fast Company's "Most Innovative".***

Herman Miller is the only Michigan-based company and the only organization from the contract furniture industry to make all three lists.

### *An Industry Leader*

Herman Miller is a leading provider of furnishings, tools, and services. Lead by their mission—inspiring designs to help people do great things—they have succeeded for over 100 years in using design as a means of thinking, learning, and solving problems creatively.

### *Service*

Herman Miller and Interior Investments are in the business of making people who live, work, heal, and learn more satisfied and productive, and their environments more supportive, attractive, and responsive. Our commitment to excellences means your project will stay on schedule. Our reliability score—the percentage of product made and shipped complete, on-time, and defect-free—averaged 96.7% in 2015.

### *Research*

Herman Miller is a leader in office furniture design because of a research-driven, problem-solving approach that has resulted in major innovations. Much of the research is centered around enabling people to do their best work in supportive, health environments. Every day, as they have since 1976 when they introduced the science of ergonomics to the furniture industry, we study and apply the principles of good ergonomic design.

### *Warranty Promise*

When you buy something of high quality backed by a great warranty, you don't have to give it another thought. Most of Herman Miller's products are covered by a 12 year, 3 shift warranty. If something goes wrong, Herman Miller will cover the products and labor required to fix it.

### *Sustainability*

Herman Miller strives to make the biggest impact on your space with the smallest impact on the planet. Click below to watch, "Sweeter Solution" a short video on how Herman Miller managed to find a solution for their company and the environment.

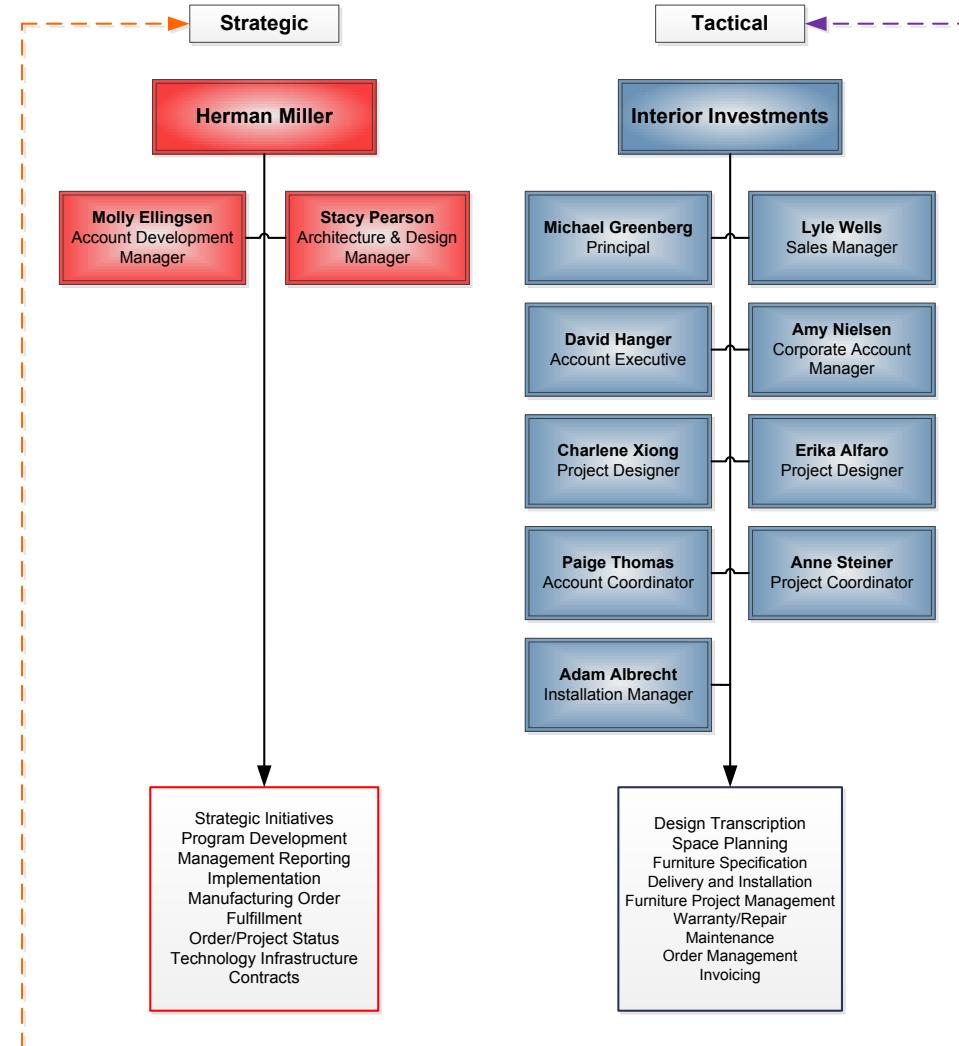
### *Herman Miller's Sweeter Solution*

## Your Partners

Interior Investments espouses the concept of a single project team, carefully assigned and exclusively dedicated to each client. This approach assures our customers that the team supporting them will understand their culture and values, be aware of their facility history, and be sensitive to their objectives, not just for the duration of a project, but for the long term.

Interior Investments was named Herman Miller "Certified Dealer of the Year" Award for 2013 based on volume of work combined with high satisfaction ratings! The Certified Dealer Program ensures that our clients will receive consistent service with measureable results.

Interior Investments' team experience, corporate agility and robust product and service portfolio create a powerful engine, poised to make the design vision of Garnett Architects a reality for Ali Group / Scotsman.



## Interior Investments Team

***Michael Greenberg, Principal in Charge***

**Project Role:** Michael is responsible for ensuring that the core values of Interior Investments are reflected in the caliber of people and quality of work performed at every level of our organization. He will extend his personal commitment that the work team assigned to Ali Group / Scotsman understands the organization's culture, values and expectations, and that the work process infrastructure at Interior Investments is designed to provide maximum value.

**Experience:** Prior to becoming an equity partner at Interior Investments, Michael, as Vice President of Sales & Marketing, engineered the sales growth of a small mid-western furniture dealer into one of the largest Haworth distributorships worldwide. During his twenty-eight year tenure in the contract furnishings industry, he has distinguished himself as an expert in the areas of major project management, furniture trade-in and brokerage, and sales management. Michael currently oversees all aspects of sales and marketing activities for all i3 business units, and holds the positions of Vice President and Secretary on the Executive Committee. Michael holds a BS from Illinois Wesleyan University, and sits on the Board of Directors of i3 Group, Inc., Interior Investments, LLC, and the Dream-Believe Foundation. Although Michael is involved in all business at Interior Investments, he has direct project experience with Blue Cross Blue Shield, CDW, TruServe Corporation, Grippo & Eldon, Mayer Brown, Discover Card Services, McDougal Littell, Northern Trust, Reed Smith Sachnoff & Weaver, Amica Insurance, Takeda Pharmaceuticals and Bollinger Ruberry & Garvey.

***Lyle Wells, Director of Sales***

*lwells@interiorinvestments.com  
847.325.1079*

**Project Role:** Lyle is an integral part of the Interior Investments leadership team and Director of Sales. In addition to sales support, he manages our portfolio of north suburban talent, as well as architect and liaison for our product and service portfolios. He works on a daily basis with his sales force, clients, contractors, consultants, furniture suppliers and internal teams at Interior Investments to support the success of all projects. He will spearhead strategic account initiatives, oversee contract negotiations and implementation, and direct internal resource allocation to ensure that project objectives are met and expectations are exceeded.

**Experience:** Prior to joining Interior Investments eight years ago, Lyle enjoyed a robust career with Xerox Corporation where he developed impeccable sales and management skills while accelerating through the organizational ranks, ultimately assuming responsibility for a team of over three hundred professionals. Lyle employs the same skill, humor and knowledge he has used in coaching youth football for the past ten years, in grooming the finest account managers and sales teams in the Chicago area. Clients like Sysmex, Swedish Covenant Hospital, Chicago State University and Kraft Foods all benefit from his management talent and mastery of our business platform and methodology. His role as liaison to our manufacturer partners makes him uniquely adept at positioning products to achieve maximum value for our clients, and his goal is to continuously delight and exceed the expectations of our customers.

## Interior Investments Team



**David Hanger, Account Executive**  
[dhanger@interiorinvestments.com](mailto:dhanger@interiorinvestments.com)  
312.212.5112

**Project Role:** David is the primary account liaison for his clients, and manages our portfolio of products and services for both pre-sale and post-sale functions. He works on a daily basis with clients, contractors, furniture suppliers and internal teams at Interior Investments to support the success of a broad range of projects. He will spearhead strategic account initiatives, oversee contract negotiations and implementation, and direct internal resource allocation to ensure that project objectives are met and expectations are exceeded.

**Experience:** The non-profit industry's loss was definitely our gain when David migrated to the contract furniture business this year. During his tenure at Interior Investments, he has quickly learned to apply his experience in administration, communication, project management, and customer service to delight a roster of clients including Sysmex America, Spectrum Communications & Consulting, Robert Half, and Rakuten Linkshare. David is a strong client advocate, able to deftly position products and services to arrive at optimal value for his customers. He possesses a thorough knowledge of how our organization processes information, and can distill that data into meaningful support to client project teams. A competitive sailor, David approaches each and every task with the same sense of optimism, eye for precision and level of energy required to win the race.



**Amy Nielsen, Corporate Account Manager**  
[anielsen@interiorinvestments.com](mailto:anielsen@interiorinvestments.com)  
847.325.1063

**Project Role:** As project manager, Amy functions as your primary field contact on projects and ensures that the negotiated terms of the contract, service commitments and cost savings initiatives are achieved for the entire project team. She also oversees the finalization of accurate specifications and management of the project from order entry to acknowledgement, all the way through to the installation of the product, including final punch list. She will be the single point of contact for the subcontractors, focusing on field related functions including construction meetings, logistics coordination and installation supervision. Amy will make attention to detail and thorough communication a critical component of project success.

**Experience:** Amy uses the same sense of discipline and organization she used as state-champion high school drum major for running clean projects on time and on budget. Her aptitude for sophisticated facility management software applications, outstanding communication skills and relentless pursuit of customer satisfaction make her a real asset to Interior Investments. Amy's expertise with both the product and service aspects of managing large multi-phase projects has been celebrated by many local and national firms including 3M, ACCO Brands, Aviva, Capital One, Linkshare, Robert Half/Protiviti, Standard Parking, Sysmax, Wells Fargo, West Monroe Partners, Zebra Technologies, Zeller Realty. Amy is a seasoned veteran, having spent seventeen years in the contract furniture industry (fourteen at Interior Investments), developing and refining her skills in administration and project management on the distribution platform.

## Interior Investments Team

**Erika Alfaro, Project Designer, LEED AP**[ealfaro@interiorinvestments.com](mailto:ealfaro@interiorinvestments.com)

847.325.1066

**Project Role:** Erika will transcribe the general furniture scope of the project into each manufacturer's specific product vocabulary. She will apply product attributes into the provided preliminary drawings, update furniture plans as the project evolves with regard to furniture, and facilitate coordination with other architectural elements within the building envelope, i.e. power, data, lighting, etc. Erika will oversee the preparation of final drawings for installation and as-built drawings once the project is completed. She will work in tandem with the Interior Investments team to make certain that product applications support the work environment efficiently and in a financially responsive manner.

**Experience:** Erika's five year tenure at Interior Investments belies her wealth of design experience and talent. She brings to each of her assignments a meticulous attention to detail, resulting in a reputation for project deliverables with minimal or no punch lists. Having spent five years in the contract furniture industry on the hospitality design side of the business, Erika is keenly aware of the importance for speed and accuracy as well as product positioning for aesthetics and value. She is proficient at AutoCAD as well as the array of electronic specification tools used at Interior Investments, and as a LEED accredited professional, she is also ahead of the curve when it comes to sustainability, including a leadership role in the internal green committee at Interior Investments. Her skills and expertise in coordinating specific product applications have proved successful to a substantial population of our customers including AVI-SPL, Chicago State University, Consolidated Trading, Equal Employment Opportunity Commission, River Forest Public Library, Swedish Covenant Hospital, Wells Fargo, Underwriter's Laboratories, West Monroe Partners, Mintel and Zebra Technologies.

**Charlene Xiong, Project Designer**[cxióng@interiorinvestments.com](mailto:cxióng@interiorinvestments.com)

847.325.1056

**Project Role:** Charlene will transcribe the general furniture scope of the project into each manufacturer's specific product vocabulary. She will apply product attributes into the provided preliminary drawings, update furniture plans as the project evolves with regard to furniture, and facilitate coordination with other architectural elements within the building envelope, i.e. power, data, lighting, etc. Charlene will oversee the preparation of final drawings for installation and as-built drawings once the project is completed. She will work in tandem with the Interior Investments team to make certain that product applications support the work environment efficiently and in a financially responsive manner.

**Experience:** Charlene four year career has been split between residential and commercial furniture design. Charlene has hit the ground running and has proven herself with the ability to juggle multiple projects and deliver quality and accurate specifications. Charlene's ability to focus like a laser results in a reputation for project deliverables with relevant solutions and minimal or no punch lists. She has served as lead design professional on project teams for such prestigious clients as Robert Half, Sysmex, Lloyd Park and UIC.

## Interior Investments Team



**Paige Thomas,** Accounting Coordinator  
[pthomas@interiorinvestments.com](mailto:pthomas@interiorinvestments.com)  
847.325.1076

**Project Role:** Paige is the gatekeeper to all administrative and accounting functions related to orders both for projects and day-to-day activity. Her responsibilities include order processing, acknowledgement verification, accounts payable and client invoicing.

**Experience:** Before joining Interior Investments in the spring of 2013, Paige achieved tremendous success as an accounting and administrative manager. For more than a decade she has mastered the business savvy and agility to interface with multiple vendors. She is a quick study and, since her arrival, Paige has expanded on the skills acquired in our work world to include comprehensive knowledge of our operating system and business methods.

Coming from a family of talented chefs (including one in the White House), Paige has the ability to organize and multitask as well in the office as she does in the kitchen!



**Anne Steiner,**  
Project Coordinator  
847.325.1075

**Project Role:** Anne facilitates the operational functions of business for clients including order preparation, expediting, delivery and installation scheduling, punch list completion and follow-up customer satisfaction phone calls.

**Experience:** Anne's resume includes over 16 years of experience as a showroom manager, project and territory manager, and project coordinator. She has quickly become a seasoned veteran of the customer satisfaction specialty area, where her technical expertise, professional poise and amazing instincts have resulted in a mastery of several roles within the administrative ranks of Interior Investments. Anne possesses an in-depth knowledge of how our outside vendors function, how various markets work throughout the country, and has proved invaluable to the seamless flow of orders and efficient project completion for her team. When Anne isn't busy delighting her clients, she enjoys spending time with her family.

## Herman Miller Team

**Molly Ellingsen**, Account Manager*molly\_ellingsen@hermanmiller.com*

312-919-5449

**Project Role:** Molly Ellingsen is the primary manufacturer contact for Ali Group / Scotsman. Her role is to ensure that your organization receives exception products, service and attention. As the Project Focused Sales Representative, Molly is responsible for coordinating efforts between Interior Investments and Herman Miller to ensure project execution exceeds the client's expectations. Her role includes managing activities involving Herman Miller's customer service, manufacturing and distribution teams and ensuring all necessary resources are utilized for successful project completion.

**Experience:** Molly has more than 8 years of office furniture experience, 7 of them with Herman Miller dealers. She continues to utilize her talents in a dynamic, creative and collegial work environment and participates in business growth of significant projects. Specific attributes that Molly brings to his customers include: effective problem solving, strong communications skills, excellent product knowledge and the ability to work in a team environment with the singular focus of satisfying her client's furniture needs

**Stacy Pearson**,*Architecture & Design Manager**Herman Miller*

**Project Role:** As a representative to the Architecture and Design community, Stacy's responsibility is to fully understand the intent of Garnett Architects project vision and goal, and to subsequently interpret those ideals within the realm of Herman Miller services and solutions. Solutions that are environmentally responsible, ergonomically sound, and economically feasible so that the established project goals remain solvent. By providing continuous education and communication to the design community, with regard to Herman Miller's research, product, and service solutions, Stacy's clients are able to critically assess the benefits of partnering with Herman Miller.

**Experience:** Stacy is a twenty-eight year veteran of the contract furniture industry (more than twenty of those years with Herman Miller), and has held positions at both the manufacturer and distribution platforms. This multidisciplinary experience brings a diverse toolkit to the project process, servicing both end users and the design community. In addition to the A&D community in Chicago, Stacy has worked directly with the following clients to ensure their satisfaction involving furniture product research and specifications with Herman Miller; American Dental Association, AJ Gallagher & Co., Bank of America, Truserve Corporation, Equity Office, Exelon, Synovate, Maple Leaf Bakery, KPMG, and University of Chicago.

## Enduring Partnerships

*Interior Investments has successfully completed thousands of corporate, healthcare, and education projects. Provided below is a list of references from your industry that will attest to our successful performance.*

**CDW**

Doug Eckrote, 847.419.6333  
[deckrote@cdw.com](mailto:deckrote@cdw.com)

Vernon Hills, IL

1998—Present

Local and Nationwide, \$25 million

**Sysmex America, Inc.**

Ed Drapatsky, 224.543.9542  
[DrapatskyE@Sysmex.com](mailto:DrapatskyE@Sysmex.com)

Lincolnshire, IL

2010—Present

Regional Headquarters, \$4 Million

**West Monroe Partners**

Holly Kay, 312.980.9437  
[hkay@westmonroepartners.com](mailto:hkay@westmonroepartners.com)

Chicago, IL

2012—Present

Headquarters, 1.5 Million



**The full scope of services provided by our company moves a project from conceptual development to completion and “Day Two” Services. All of this is done to give you the best experience possible.**

	SERVICE	BENEFIT
Pre-Order Entry	<i>Efficiency &amp; Planning</i>	Interior Investments will review plans to assure proper furniture fit and function, verify field measurements and pre-chalk the installation site.
	<i>Specification</i>	The team will generate and double check specifications for proper quantity, color, fabric, finish, product applications, etc., and assist the project team throughout the design process,
	<i>Drawings</i>	We can provide key plans and/or tagged plans indicating personnel or department identification to assist with the move coordination and scheduling.
	<i>Warehousing</i>	The Key to ‘Turnkey’ furniture services. Serves as a hub for inventory management as well as local and national furniture standards programs. Located in Lincolnshire and climate-controlled.
Order Entry	<i>Efficient Order Process &amp; Expediting</i>	Our customer service department monitors scheduled production dates to ensure compliance with requested shipping schedules, identification of COM materials, special packaging requirements, and truck restrictions. This ensures your project is on time and on or under budget.
	<i>IIPS &amp; Project Management</i>	Because of our internal installation team, warehouse, and order entry process, we are able to pinpoint the status of your orders and control them from the manufacturers to final installation in your office.
Post-Order Entry	<i>Prescheduling &amp; Pre-Install Walk Through</i>	With your target completion date of <b>MAY 19, 2016</b> , we can build a schedule to ensure this date is met.
	<i>Receipt &amp; Installation</i>	Scheduled shipments and shipping locations will be confirmed with the project team. Our warehouse enables product storage in the event of a schedule change. Installation updates will be communicated. Work teams are organized to achieve maximum efficiency, speed, and safety on the jobsite.
	<i>Punch List</i>	A Project Summary Report will be generated, noting action taken on product quality problems, installation problems, freight claims, and shortage and reorder status.
	<i>Employee Orientation &amp; Long-Term Service</i>	Services may include operating instructions for new or existing products, ergonomic assessments, care and maintenance training for new products, seating demonstrations, and workflow process and procedures. Additionally, Interior Investments will manage the warranties with the manufacturers on your behalf for the duration of their terms. Change is inevitable. As your companies grow and your workplace changes, Interior Investments is committed to evolving with your needs. With a Service Network of Dealers across North America, we can apply your quality standards to any new location and save time, money, and resources for Ali Group / Scotsman.

## **The Herman Miller Certified Dealer Program:**

*Developed to ensure that clients are supported by an interdependent nationwide group of dealers committed to consistency, quality and efficiency, irrespective of where their clients are located, the program is founded upon the basic tenets of the Malcolm Baldridge National Quality Award program. However, unlike the Baldridge award, this certification program is an ongoing process of evaluation, benchmarking and process improvement, managed and monitored by Herman Miller. As a Certified Dealer, we are measured monthly against specific performance criteria and undergo a thorough qualification and certification review annually.*

### **Measurement Criteria**

**Leadership:** Examines how leadership creates and sustains a clear strategy and business culture to guide all the activities of the organization toward the service of excellence.

**Information Systems:** Examines the systems and applications used in managing information, using technology and training users.

**Business Planning:** Examines the process for achieving and maintaining leadership.

**Human Resources:** Examines the effectiveness of the organization in developing and utilizing the full potential of its human resources.

**Process Management:** Examines the approaches used to manage and control the products and services provided to customers.

**Business Results:** Examines the performance levels and improvement according to customer requirements and against other certified dealers in the network.

**Customer Satisfaction:** Examines the knowledge of the customer, customer service systems, responsiveness and the ability to meet requirements and expectations.



### **Customer Satisfaction Rating 99.5%**

Interior Investments, LLC

Herman Miller regularly reports on the performance of Certified Network Dealers based on customers' direct experience.

Each Certified Dealer Network member must demonstrate stated levels of performance in ten functional areas and show continuous improvement in order to maintain membership.

As a network, we collectively receive over 8,000 customer surveys annually—it is our ultimate scorecard.

## *Interior Investments' Green Team*

Is fully immersed in an internal recycling program for metal, glass, paper, cartridges and batteries. Our facility is furnished with recycled content carpet tiles and textiles, low VOC paints, energy star lighting and appliances, movable partitions rather than conventional drywall, and Herman Miller product choices which are MBDC certified, embracing the McDonough Braungart Design Chemistry "Cradle-to-Cradle" protocol. In addition to serving on the Herman Miller National Dealer Task force for sustainable practices, our Service Team:

- Regularly consults with suppliers to eliminate or reduce packaging material.
- Proactively consolidates and schedules deliveries to minimize trips and limit emissions.
- Works in earnest to avoid disposal of any overstock or unclaimed product.
- Facilitates a regular recycling pick up program.
- Limits any necessary wood or paint touch up to off hours or off site.
- Incorporates USGBC best practices for final clean prior to client occupancy.



## *Interior Investments' Environmental Policy Statement*

We are committed to sustainable business practices in everything we do. Our corporate environmental goals are a key metric of our business success. On the journey toward sustainable business practices, through continuous improvement, we will:

- Go beyond compliance with environmental regulations and other requirements.
- Pursue prevention of pollution and elimination of waste of any kind.
- Implement technologies to efficiently use energy resources.
- Design our products, processes, and buildings for the environment.
- Promote environmental knowledge and awareness.

## *LEED*

In addition to staffing our projects with experienced LEED® AP professionals, Interior Investments has been instrumental in contributing to LEED certification of several local projects through careful evaluation of new product content, blending of re-purposed products with new, establishing green cleaning programs and partnering with manufacturers like Herman Miller, who are located near Chicago and who subscribe to sustainable philosophies and practices.

# Pricing & Schedule

## *Primary Furniture*

<b>Tag</b>	<b>Quantity</b>	<b>Cost Per Unit</b>	<b>Total Cost</b>
CH-1	100	\$ 366.78	\$ 36,678.00
CH-2	3	\$ 1,352.87	\$ 4,058.61
CH-3	122	\$ 287.02	\$ 35,016.44
CH-3 COM	153	\$ 50.00	\$ 7,650.00
CH-4	12	\$ 428.77	\$ 5,145.24
CH-4 COM	24	\$ 50.00	\$ 1,200.00
PO-1	2	\$ 3,021.95	\$ 6,043.90
PO-1A	1	\$ 2,271.94	\$ 2,271.94
PO-2	3	\$ 2,777.78	\$ 8,333.34
PO-2A	2	\$ 3,297.54	\$ 6,595.08
PO-3	9	\$ 3,246.54	\$ 29,218.86
PO-4	10	\$ 3,134.81	\$ 31,348.10
PO-4A	3	\$ 2,383.13	\$ 7,149.39
PO-4B	1	\$ 3,124.77	\$ 3,124.77
WS-1	36	\$ 2,824.29	\$101,674.44
WS-1A	1	\$ 7,642.82	\$ 7,642.82
WS-1B	1	\$ 5,140.54	\$ 5,140.54
WS-1C	2	\$ 1,770.15	\$ 3,540.30
WS-2	20	\$ 1,931.11	\$ 38,622.20
WS-3	8	\$ 5,083.40	\$ 40,667.20
WS-4	4	\$ 3,335.36	\$ 13,341.44
<b>Subtotal</b>		<b>\$394,462.61</b>	

Estimated Freight	\$ 1,075.27
Sales Tax	\$ 29,665.34
Electrical	\$ 1,900.00
Delivery & Installation	\$ 42,877.00
<b>GRAND TOTAL</b>	<b>\$469,980.22</b>

## ***ALTERNATES***

<b>Tag</b>	<b>Quantity</b>	<b>Cost Per Unit</b>	<b>Total Cost</b>
PO-1 (Veneer)	1	\$ 4,976.41	\$ 4,976.41
PO-2 (Veneer)	1	\$ 4,306.76	\$ 4,306.76
PO-3 (Veneer)	1	\$ 5,519.93	\$ 5,519.93
PO-4 (Veneer)	1	\$ 5,720.23	\$ 5,720.23

### **Pricing Notes**

- COM Freight cost is not included. It may need to be added, depending on final fabric selections. The estimated freight cost for COMs is \$1,141.65.
- The freight is estimated for the chairs. The actual cost is to be confirmed.
- Union labor is quoted for normal hours. Interior Investments in-house delivery and installation team will be responsible for the work.
- Task lighting is not included in the typicals at this time.
- Technology support and other accessories are not included at this time.
- GC to handle hook-up to building power. Subcontractor to handle electrical hook-ups within workstations.
- WS-2 was counted by individual user.
- All workstations priced with segmented interior panels. Final components are to be determined.
- All fabrics and finishes are to be confirmed prior to order.
- Counts are based on 1/27/16 drawings.

## Project Schedule

Interior Investments will meet or exceed the parameters of the Ali Group / Scotsman Installation Schedule. We understand the completion date to be before **May 19, 2016**. Our Installation Team has the flexibility and resources to accommodate any installation schedule that may become necessary throughout the installation process. Interior Investments has a proven

process to manage and track projects from inception to completion. Our communication, project management and timeline will ensure that you have the smoothest experience possible. The following is based on the current scope and a five business day schedule Monday through Friday. It is assumed we will receive both floors 100% free and clear.

## Floors 1 & 2

### Day 1

7am: Unload, de-trash, and stage workstation frames, tiles, connectors, trim, glass, and electric. Unload, de-trash, and stage private offices.

### Day 2

7am: Continue frame and electric/data installation.

### Day 3

*7am: Start installation of glass, tiles, and trim for the workstations.*

### Day 4

7am: Continue installation of glass, tiles, and trim for the workstations. Complete by 3:30 pm.

### Day 5

7am: Unload, de-trash, and stage workstation components. Installation of private offices.

### Day 6

7am: Start installation of workstation components and continue private office installation.

### Day 7

*7am: Continue installation of workstation components and private offices.*

### Day 8

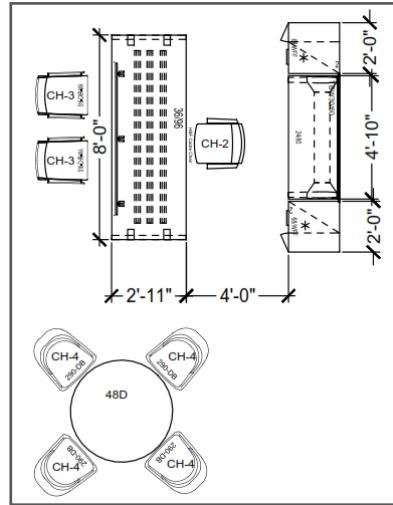
7am: Unload, de-trash, and stage all seating. Complete installation of workstation components and private offices. Clean-up. Punch list.

---

## Product Details & Renderings

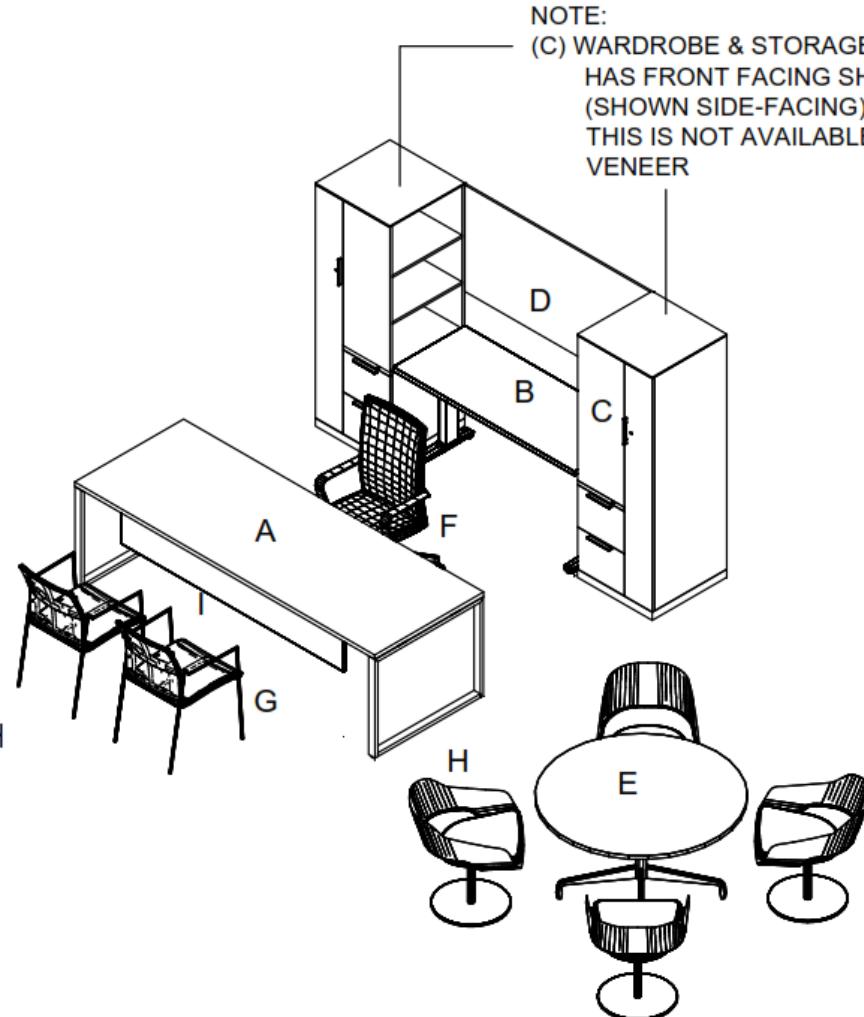
**PO-1**

Herman Miller, Canvas



## PO-1 LAMINATE:

- A. DESK 36" X 96"
- B. HEIGHT ADJUSTABLE DESK 24" X 60"
- C. WARDROBE & STORAGE TOWER WITH FILE/FILE 24"D 24"W 68"H
- D. TACK BOARD, GRADE-2 FABRIC 28"H X 60"W
- E. ROUND TABLE 48DIA
- F. EXECUTIVE CHAIR, HBF, CADRE HIGH BACK
- G. GUEST CHAIR, SOURCE INTERNATIONAL, AXIS 4-LEG
- H. EXECUTIVE GUEST CHAIR, SOURCE INTERNATIONAL, MARTINI
- I. MODESTY PANEL 72W



**PO-1**

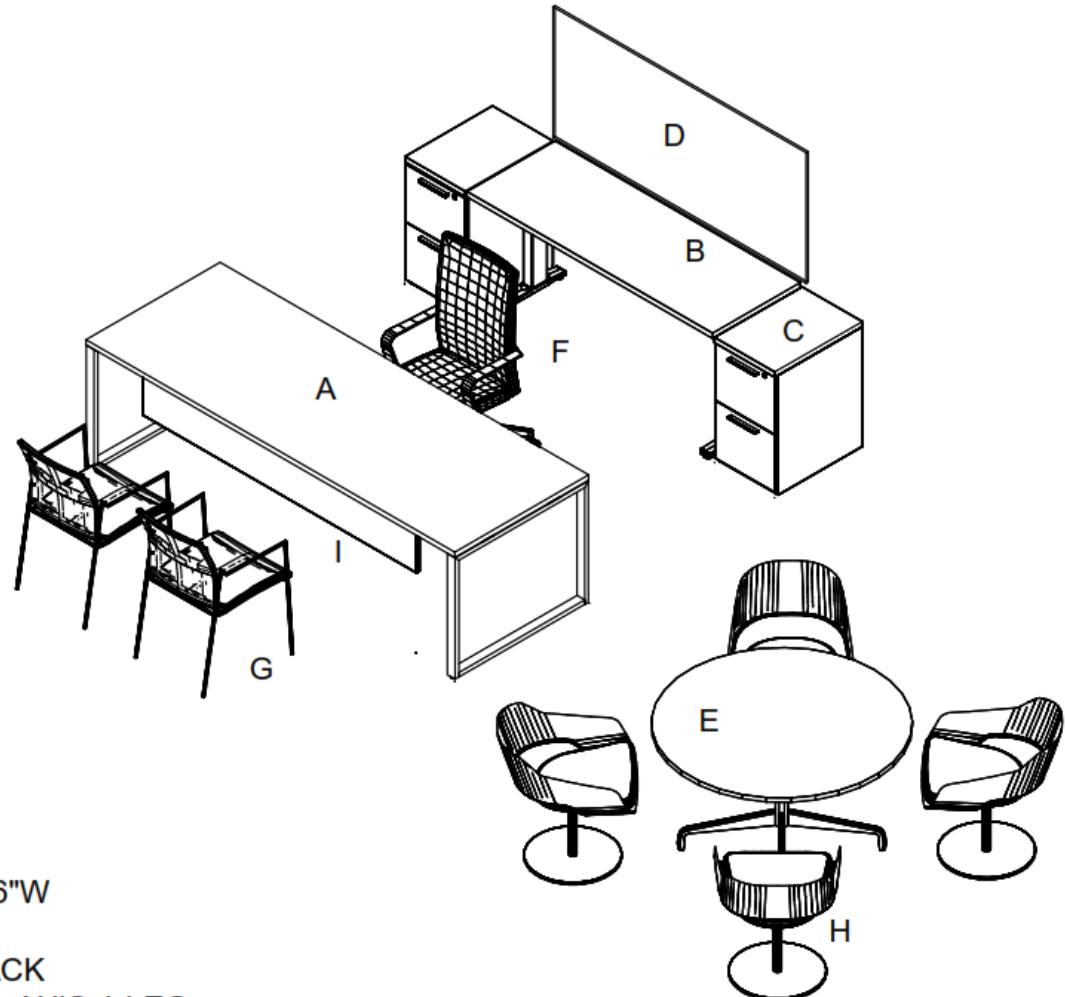
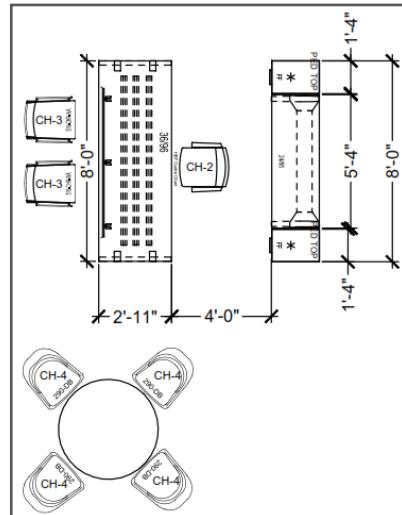
Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.

**PO-1A**

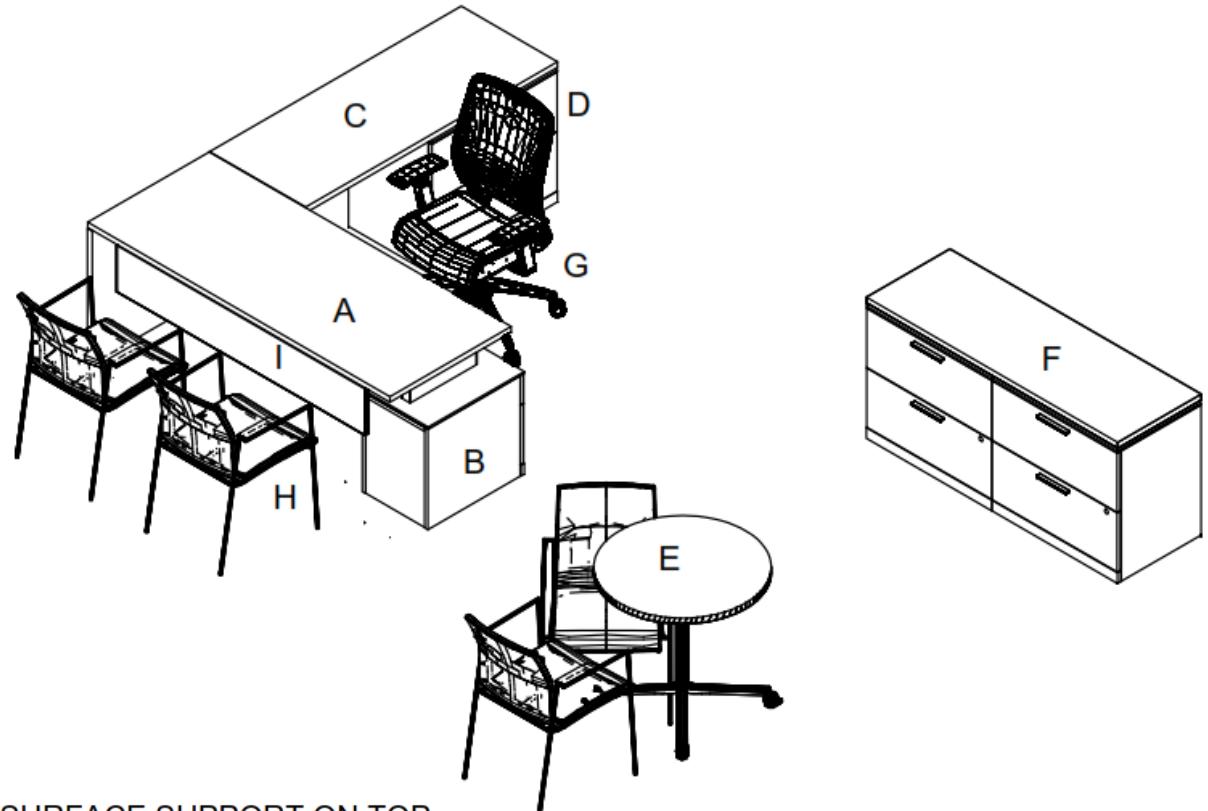
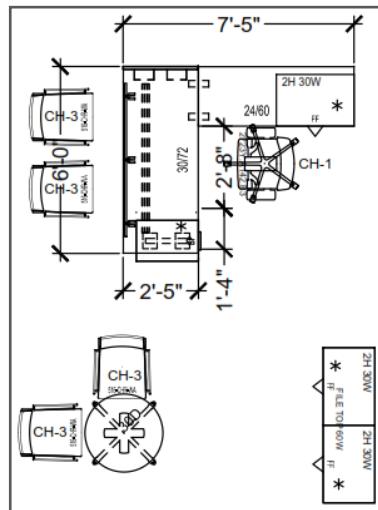
Herman Miller, Canvas

**PO-1A LAMINATE:**

- DESK 36" X 96"
- HEIGHT ADJUSTABLE DESK 24" X 66"
- FILE/FILE PEDESTAL
- TACK BOARD, GRADE-2 FABRIC 28"H X 66"W
- ROUND TABLE 48DIA
- EXECUTIVE CHAIR, HBF, CADRE HIGH BACK
- GUEST CHAIR, SOURCE INTERNATIONAL, AXIS 4-LEG
- EXECUTIVE GUEST CHAIR, SOURCE INTERNATIONAL, MARTINI
- MODESTY PANEL 72W

**PO-2**

Herman Miller, Canvas

**PO-2 LAMINATE:**

- DESK 30" X 72"
- BOX FILE PEDESTAL WITH WORK SURFACE SUPPORT ON TOP
- WORK SURFACE 24" X 60"
- LATERAL FILE 2H 30W
- ROUND TABLE 30DIA
- (2) 2H 30W LATERAL FILE WITH COMMON TOP
- TASK CHAIR, SIT ON IT, AMPLIFY HIGH BACK
- GUEST CHAIR, SOURCE INTERNATIONAL, AXIS 4-LEG
- MODESTY PANEL 60W

**PO-2**

Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.

**PO-2**

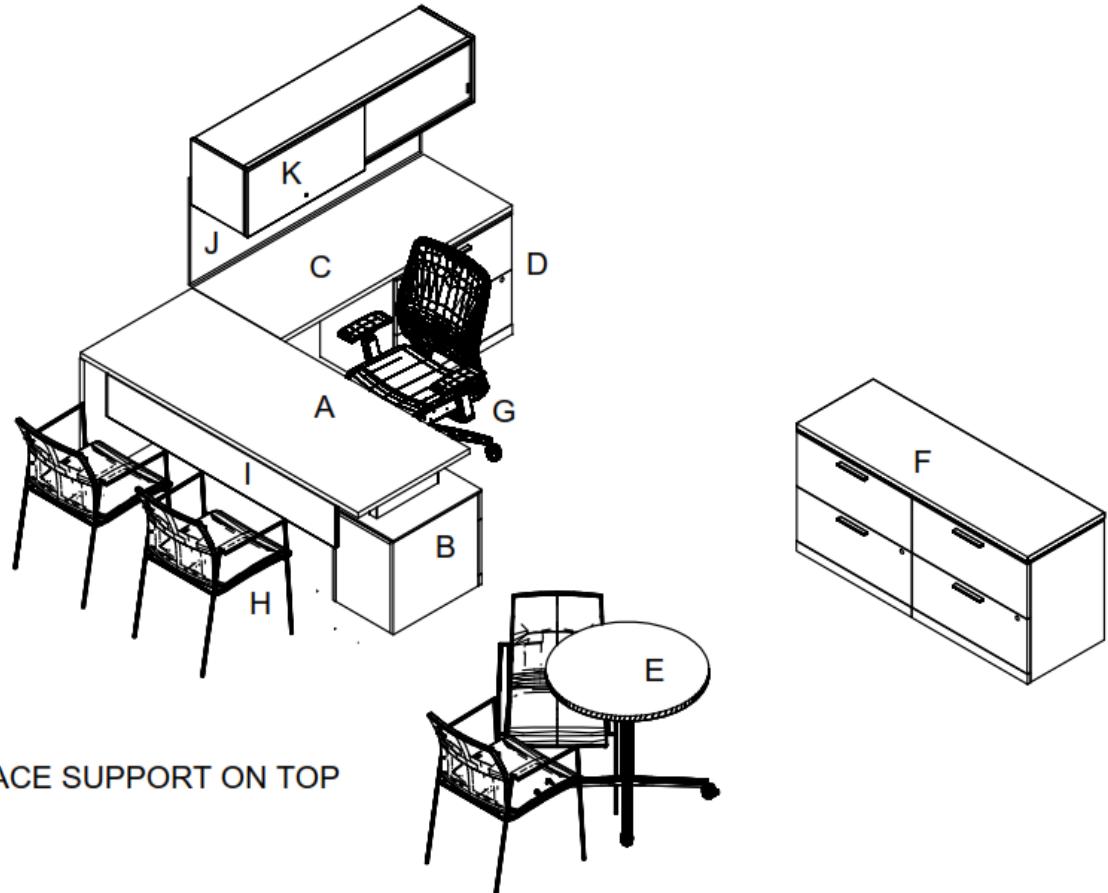
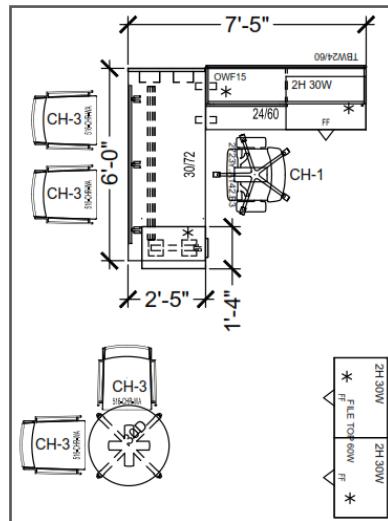
Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.

## PO-2A

Herman Miller, Canvas

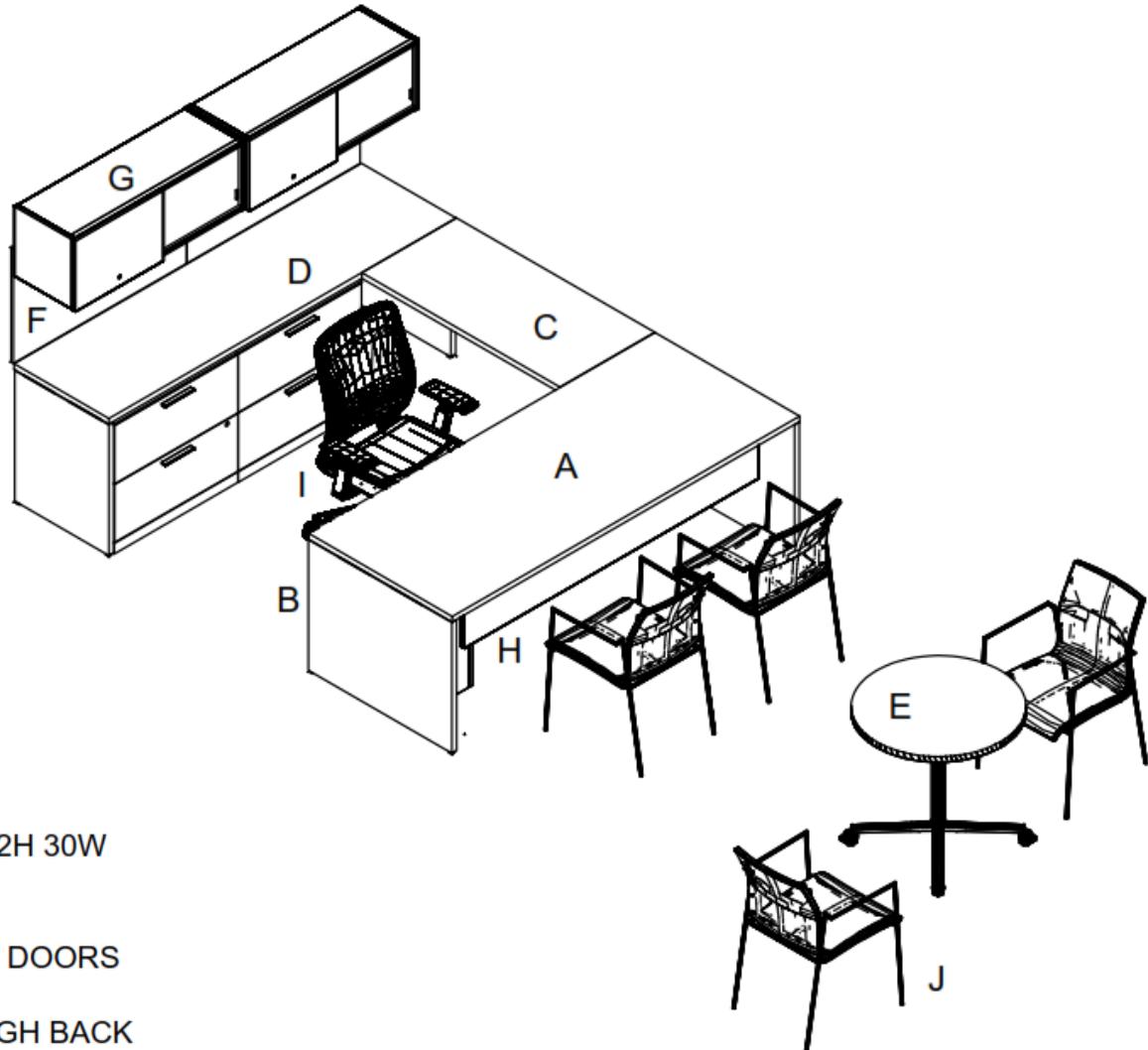
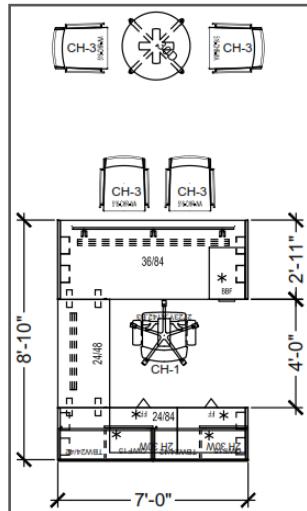


### PO-2A LAMINATE:

- A. DESK 30" X 72"
- B. BOX FILE PEDESTAL WITH WORK SURFACE SUPPORT ON TOP
- C. WORK SURFACE 24" X 60"
- D. LATERAL FILE 2H 30W
- E. ROUND TABLE 30DIA
- F. (2) 2H 30W LATERAL FILE WITH COMMON TOP
- G. TASK CHAIR, SIT ON IT, AMPLIFY HIGH BACK
- H. GUEST CHAIR, SOURCE INTERNATIONAL, AXIS 4-LEG
- I. MODESTY PANEL 60W
- J. TACKBOARD IN GRADE-2 FABRIC, 60W
- K. OVERHEAD CABINET WITH SLIDING DOOR, 60W

**PO-3**

Herman Miller, Canvas

**PO-3 LAMINATE:**

- A. DESK 36" X 84"
- B. BOX/BOX/FILE PEDESTAL
- C. BRIDGE WORK SURFACE 24" X 48"
- D. CREDENZA WITH (2) LATERAL FILE 2H 30W
- E. ROUND TABLE 30DIA
- F. TACKBOARDS IN GRADE-2 FABRIC
- G. OVERHEAD CABINET WITH SLIDING DOORS
- H. MODESTY PANEL 72W
- I. TASK CHAIR, SIT ON IT, AMPLIFY HIGH BACK
- J. GUEST CHAIR, SOURCE INTERNATIONAL, AXIS 4-LEG

**PO-3**

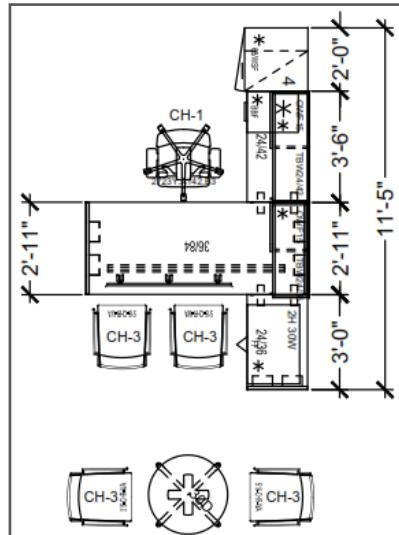
Herman Miller, Canvas



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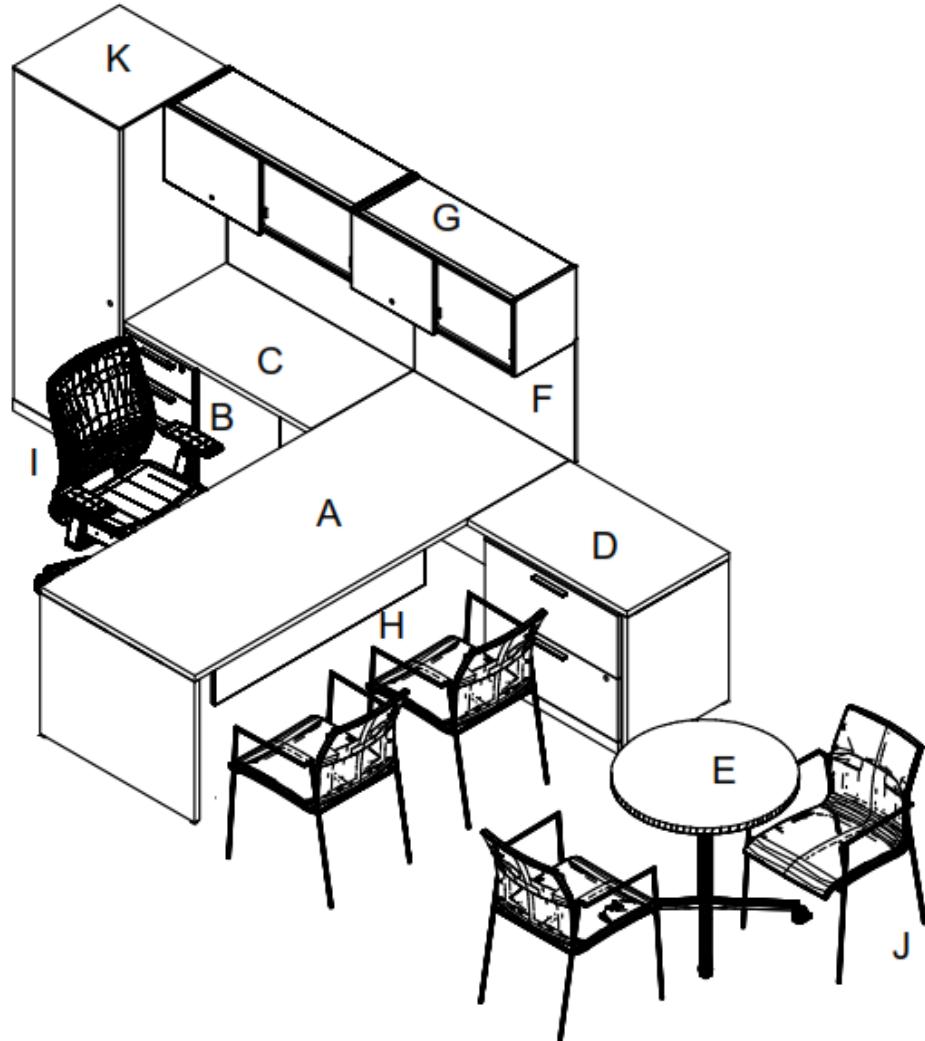
**PO-4**

Herman Miller, Canvas



## PO-4 LAMINATE:

- A. DESK 36" X 84"
- B. BOX/BOX/FILE PEDESTAL
- C. RETURN WORK SURFACE 24" X 42"
- D. WORK SURFACE 36W WITH LATERAL FILE 2H 30W
- E. ROUND TABLE 30DIA
- F. TACKBOARDS IN GRADE-2 FABRIC
- G. OVERHEAD CABINET WITH SLIDING DOORS
- H. MODESTY PANEL 48W
- I. TASK CHAIR, SIT ON IT, AMPLIFY HIGH BACK
- J. GUEST CHAIR, SOURCE INTERNATIONAL, AXIS 4-LEG
- K. STORAGE WITH WARDROBE CABINET 24W 24D 68H



**PO-4**

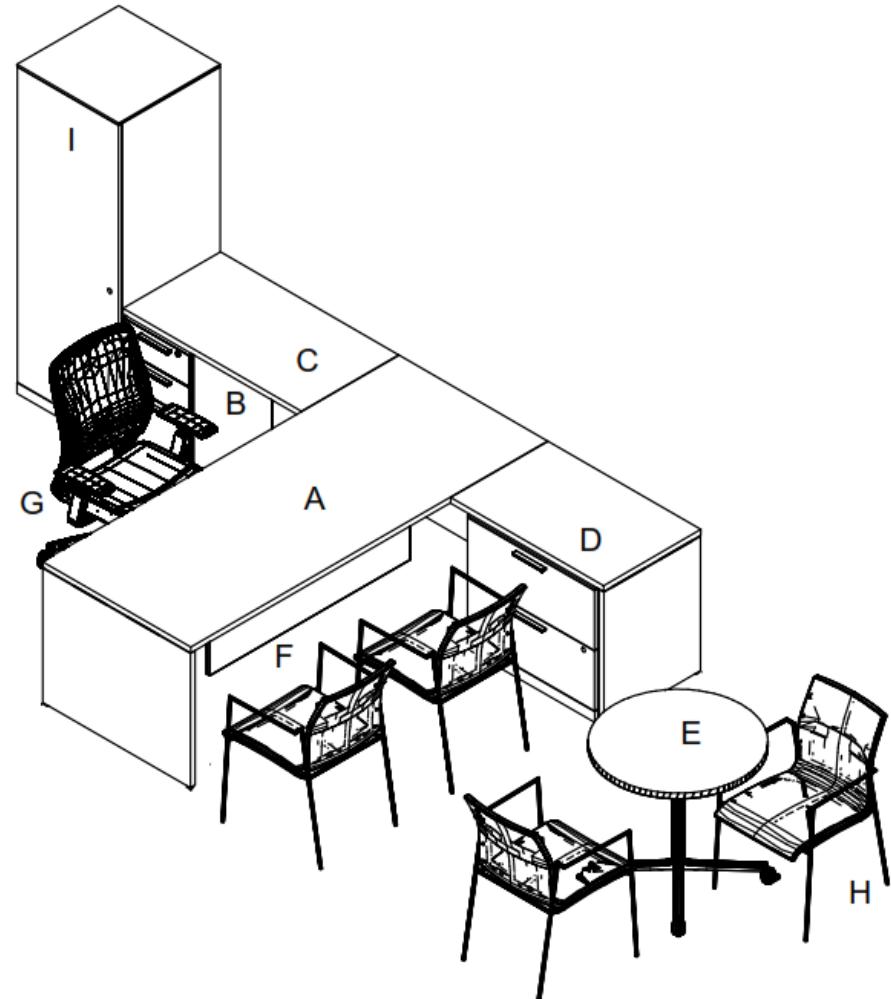
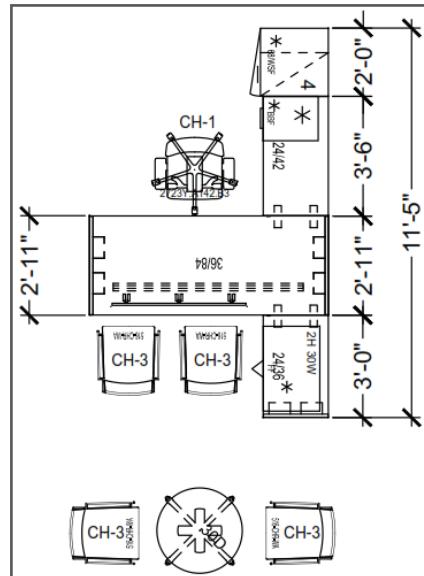
Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.

**PO-4A**

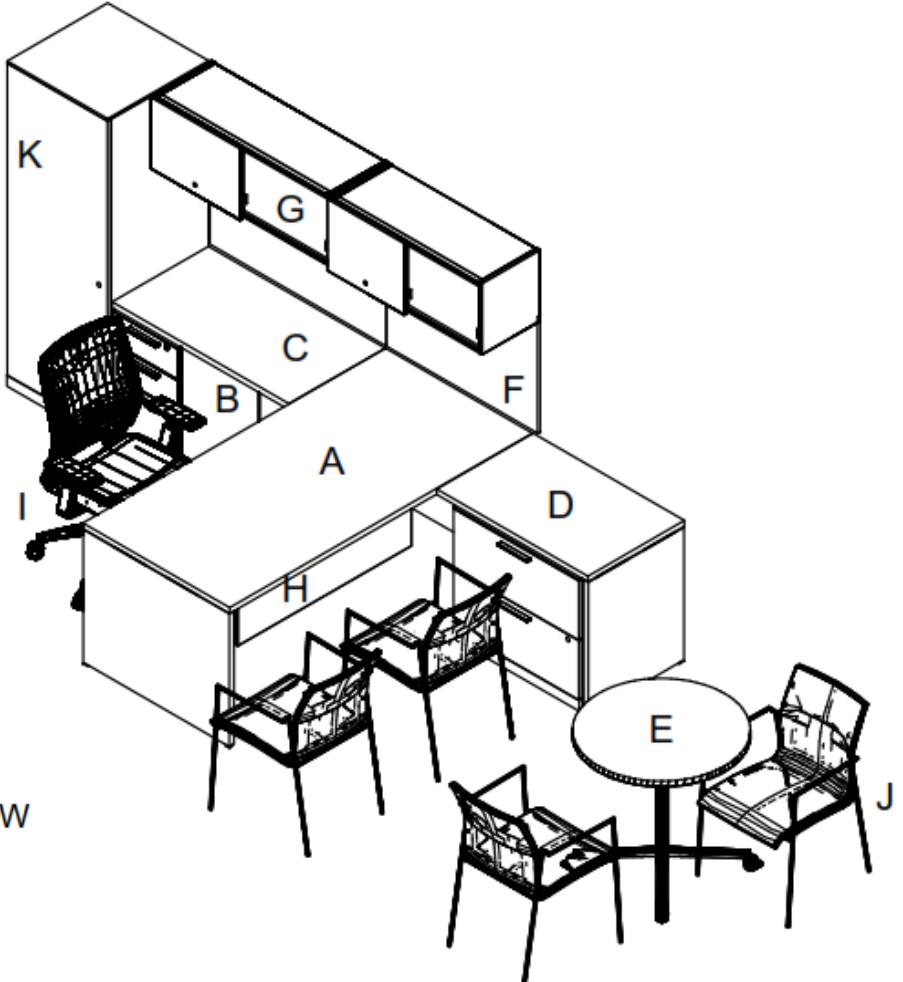
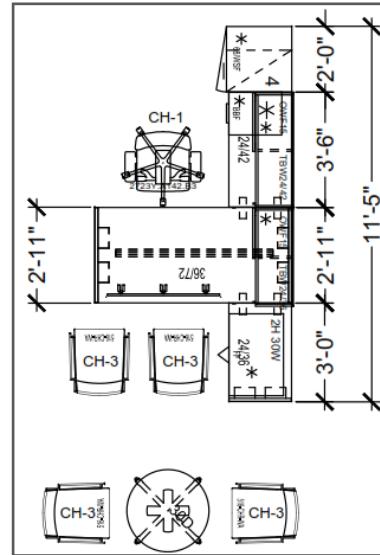
Herman Miller, Canvas

**PO-4A LAMINATE:**

- A. DESK 36" X 84"
- B. BOX/BOX/FILE PEDESTAL
- C. RETURN WORK SURFACE 24" X 42"
- D. WORK SURFACE 36W WITH LATERAL FILE 2H 30W
- E. ROUND TABLE 30DIA
- F. MODESTY PANEL 42W
- G. TASK CHAIR, SIT ON IT, AMPLIFY HIGH BACK
- H. GUEST CHAIR, SOURCE INTERNATIONAL, AXIS 4-LEG
- I. STORAGE WITH WARDROBE CABINET 24D 24W 68H

**PO-4B**

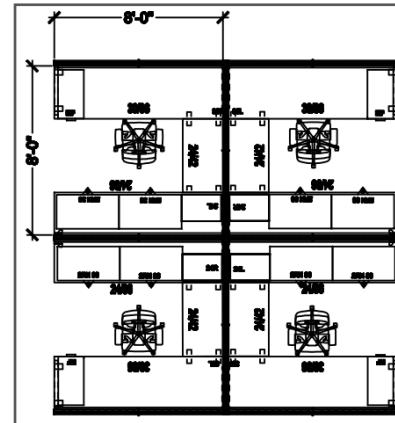
Herman Miller, Canvas

**PO-4B LAMINATE:**

- A. DESK 36" X 72"
- B. BOX/BOX/FILE PEDESTAL
- C. RETURN WORK SURFACE 24" X 42"
- D. WORK SURFACE 36W WITH LATERAL FILE 32H 30W
- E. ROUND TABLE 30DIA
- F. TACKBOARDS IN GRADE-2 FABRIC
- G. OVERHEAD CABINET WITH SLIDING DOORS
- H. MODESTY PANEL 42W
- I. TASK CHAIR, SIT ON IT, AMPLIFY HIGH BACK
- J. GUEST CHAIR, SOURCE INTERNATIONAL, AXIS 4-LEG
- K. STORAGE WITH WARDROBE CABINET 24W 24D 68H

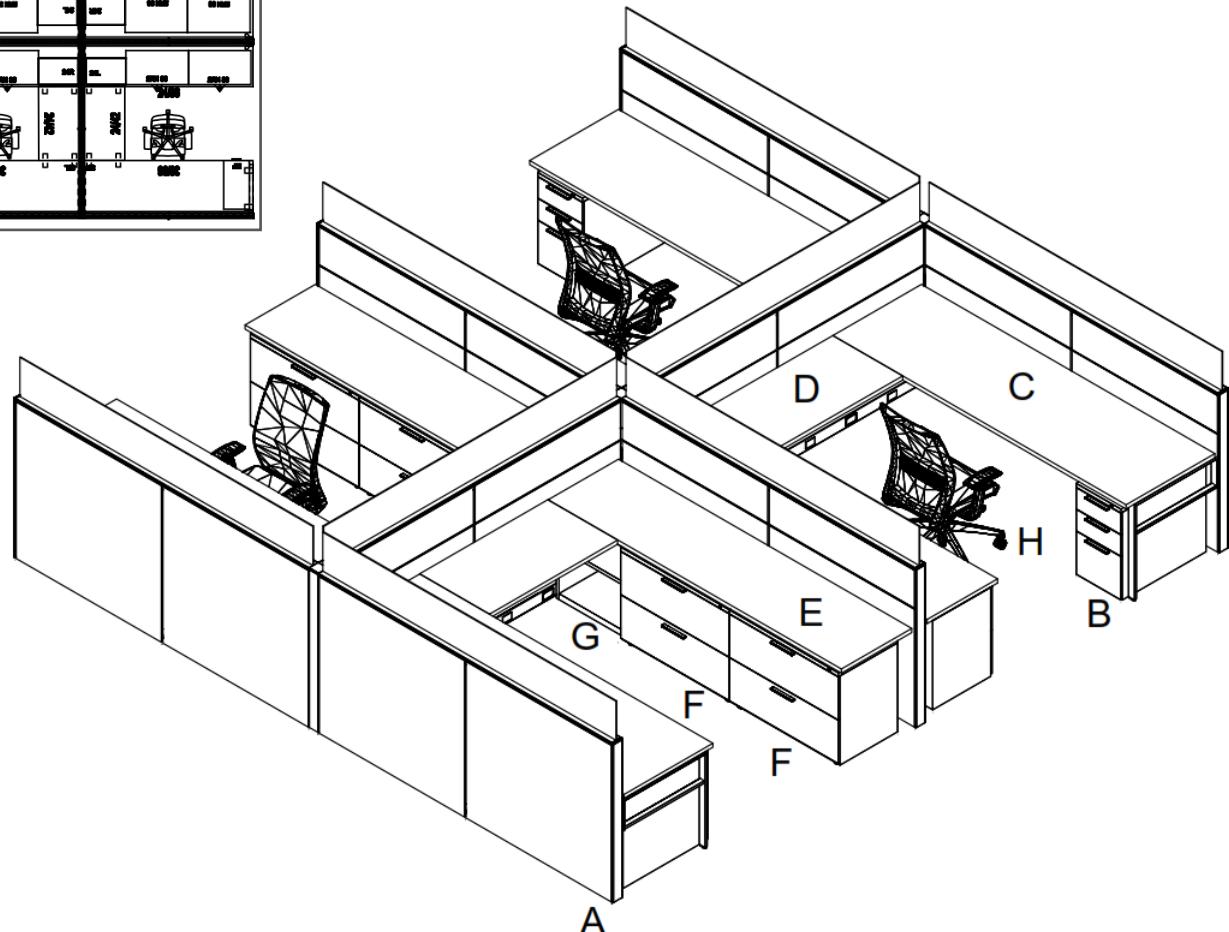
**WS-1**

Herman Miller, Canvas



- A. 46" HIGH FRAME WITH 11" GLASS SCREEN, FABRIC TILES
- B. METAL BOX/BOX/FILE PEDESTAL
- C. LAMINATE WORK SURFACE 30"X96"
- D. LAMINATE WORK SURFACE 24"X42"
- E. LAMINATE WORK SURFACE 24"X96"
- F. METAL LATERAL FILE, 36" WIDE X 20" DEEP
- G. METAL BOOK CASE, 23" WIDE X 15" DEEP
- H. SIT-ON-IT , AMPLIFY, HIGH BACK, TASK CHAIR

TWO DUPLEX POWER OUTLETS AT BASE OF FRAME FOR EACH STATION  
 PANEL FABRIC - GRADE 2  
 STANDARD, NON METALLIC PAINT FINISHES  
 STANDARD GRADE SOLID LAMINATE OPAL FROSTED GLASS SCREENS



**WS-1**

Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.

**WS-1**

Herman Miller, Canvas



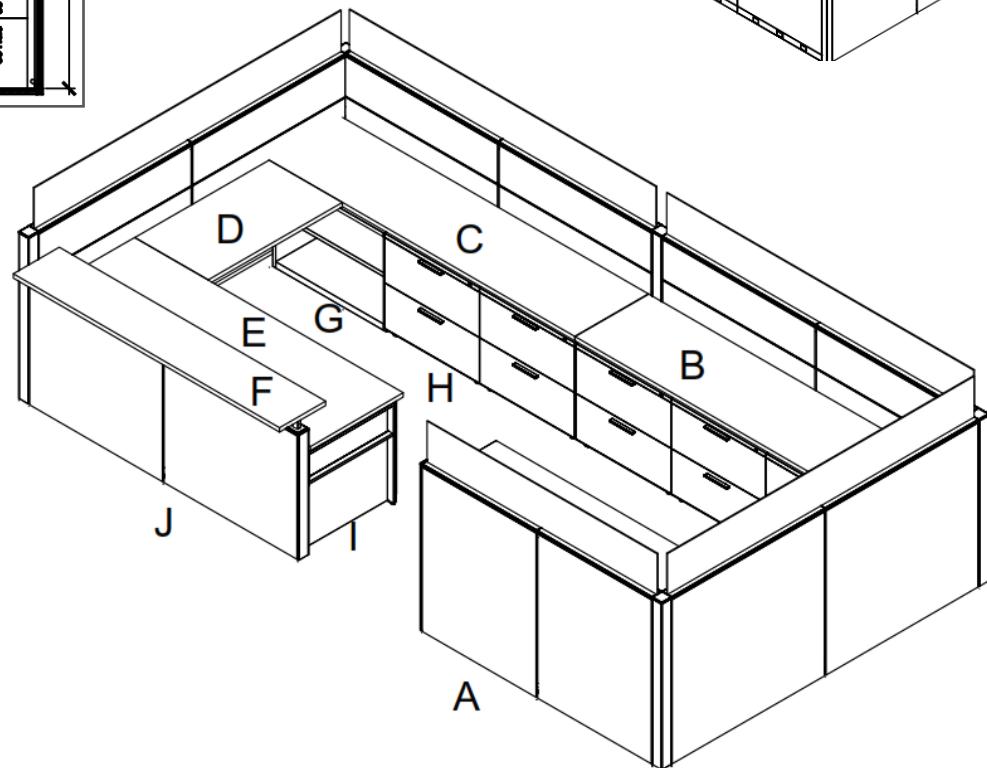
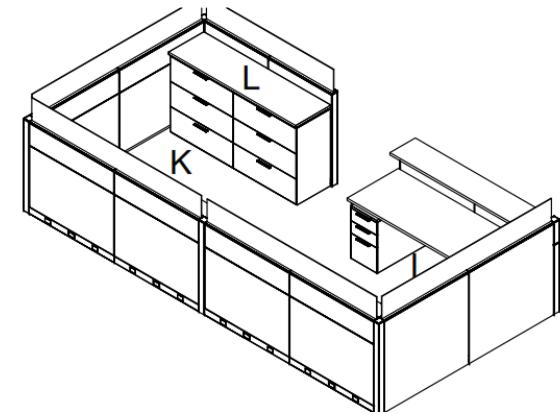
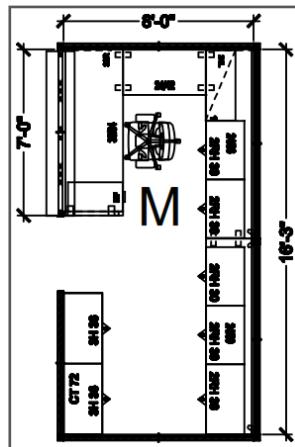
Image may not reflect exact specification and is intended for product visualization purposes.

**WS-1A**

Herman Miller, Canvas

- A. 46" HIGH FRAME WITH 11" GLASS SCREEN, FABRIC TILES
- B. LAMINATE WORK SURFACE 24"X99"
- C. LAMINATE WORK SURFACE 24"X96"
- D. LAMINATE WORK SURFACE 24"X42"
- E. LAMINATE WORK SURFACE 30"X72"
- F. LAMINATE TRANSACTION SURFACE 72"
- G. METAL BOOK CASE, 36" WIDE X 15" DEEP
- H. METAL LATERAL FILE, 30" WIDE X 20" DEEP
- I. METAL BOX/BOX/FILE PEDESTAL
- J. 35" HIGH FRAME, FABRIC TILES
- K. METAL LATERAL FILE, 3 DRAWERS, 36" WIDE
- L. LAMINATE COMMON TOP 72"
- M. SIT-ON-IT , AMPLIFY, HIGH BACK, TASK CHAIR

TWO DUPLEX POWER OUTLETS AT BASE OF FRAME FOR EACH STATION  
 PANEL FABRIC - GRADE 2  
 STANDARD, NON METALLIC PAINT FINISHES  
 STANDARD GRADE SOLID LAMINATE OPAL FROSTED GLASS SCREENS

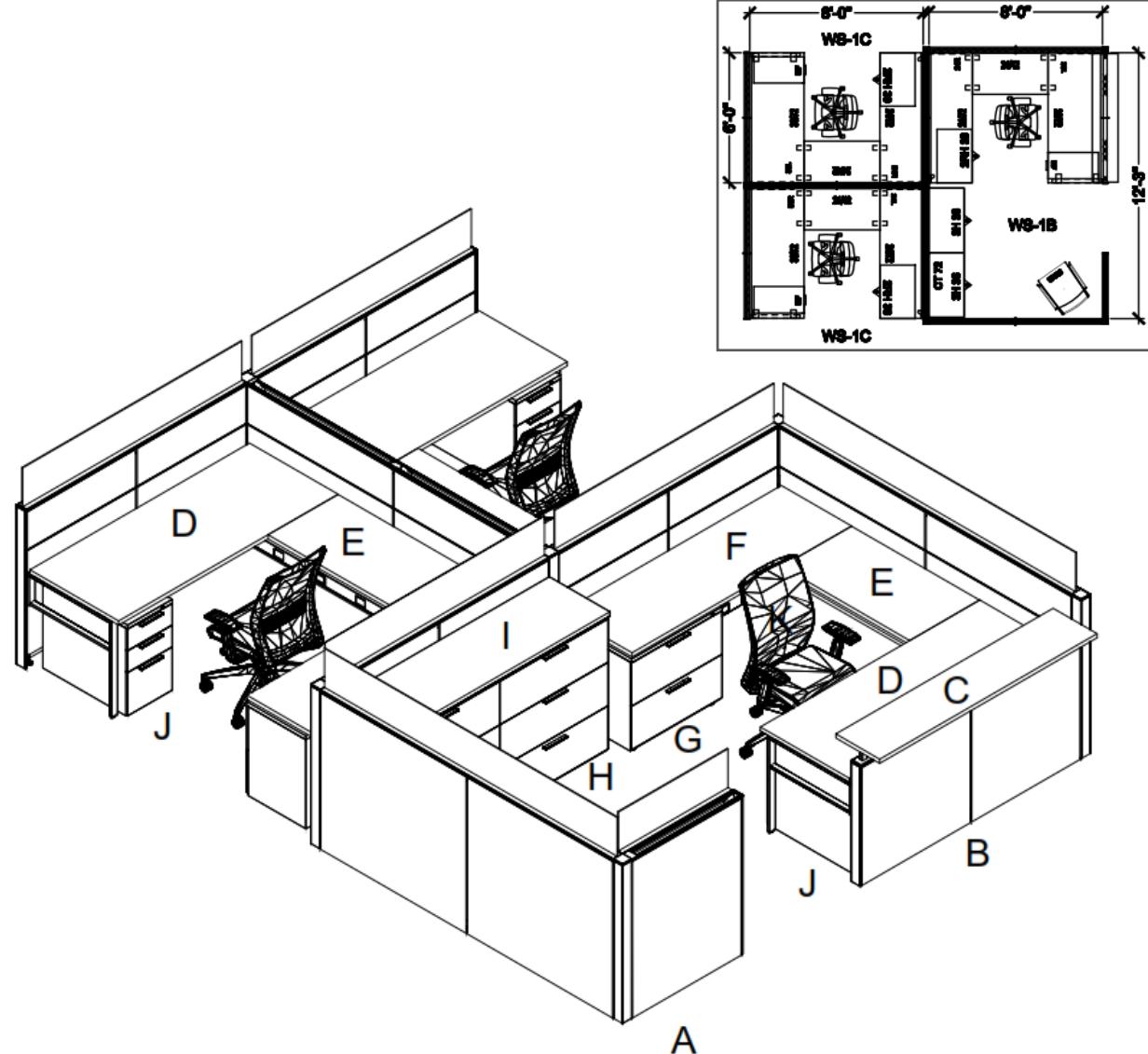


## WS-1B, 1C

Herman Miller, Canvas

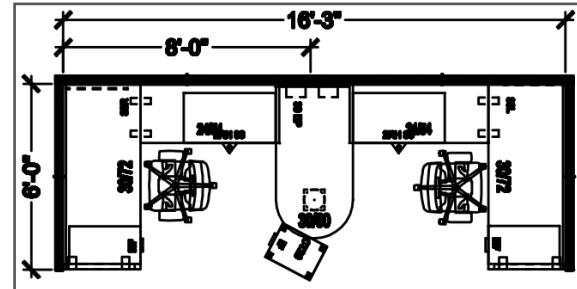
- A. 46" HIGH FRAME WITH 11" GLASS SCREEN, FABRIC TILES
- B. 35" HIGH FRAME, FABRIC TILES
- C. LAMINATE TRANSACTION SURFACE 72"
- D. LAMINATE WORK SURFACE 30"X72"
- E. LAMINATE WORK SURFACE 24"X42"
- F. LAMINATE WORK SURFACE 24"X72"
- G. METAL LATERAL FILE, 30" WIDE X 20" DEEP
- H. METAL LATERAL FILE, 3 DRAWERS, 36" WIDE
- I. LAMINATE COMMON TOP 72"
- J. METAL BOX/BOX/FILE PEDESTAL
- K. SIT-ON-IT , AMPLIFY, HIGH BACK, TASK CHAIR

TWO DUPLEX POWER OUTLETS AT BASE OF FRAME FOR EACH STATION  
 PANEL FABRIC - GRADE 2 STANDARD, NON METALLIC PAINT FINISHES  
 STANDARD GRADE SOLID LAMINATE OPAL FROSTED GLASS SCREENS



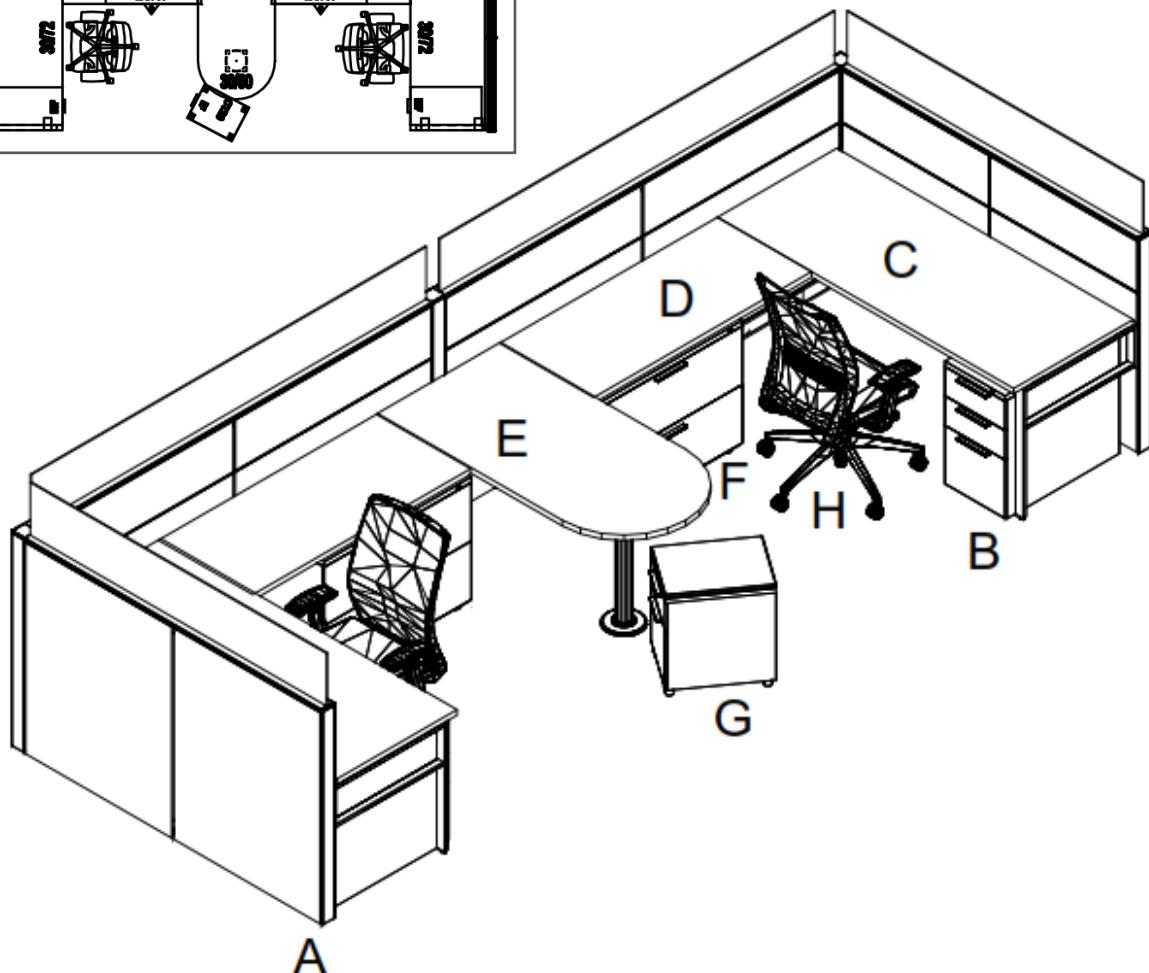
**WS-2**

Herman Miller, Canvas



- A. 46" HIGH FRAME WITH 11" GLASS SCREEN, FABRIC TILES
- B. METAL BOX/BOX/FILE PEDESTAL
- C. LAMINATE WORK SURFACE 30"X72"
- D. LAMINATE WORK SURFACE 24"X42"
- E. LAMINATE PENINSULA WORK SURFACE 30"X60"
- F. METAL LATERAL FILE, 36" WIDE X 20" DEEP
- G. METAL MOBILE BOX/FILE WITH CUSHION TOP AND HAND GRIP
- H. SIT-ON-IT , AMPLIFY, HIGH BACK, TASK CHAIR

TWO DUPLEX POWER OUTLETS AT BASE OF FRAME FOR EACH STATION  
 PANEL & CUSHION FABRIC - GRADE 2 STANDARD, NON METALLIC PAINT FINISHES  
 STANDARD GRADE SOLID LAMINATE OPAL FROSTED GLASS SCREENS



**WS-2**

Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.

**WS-2**

Herman Miller, Canvas



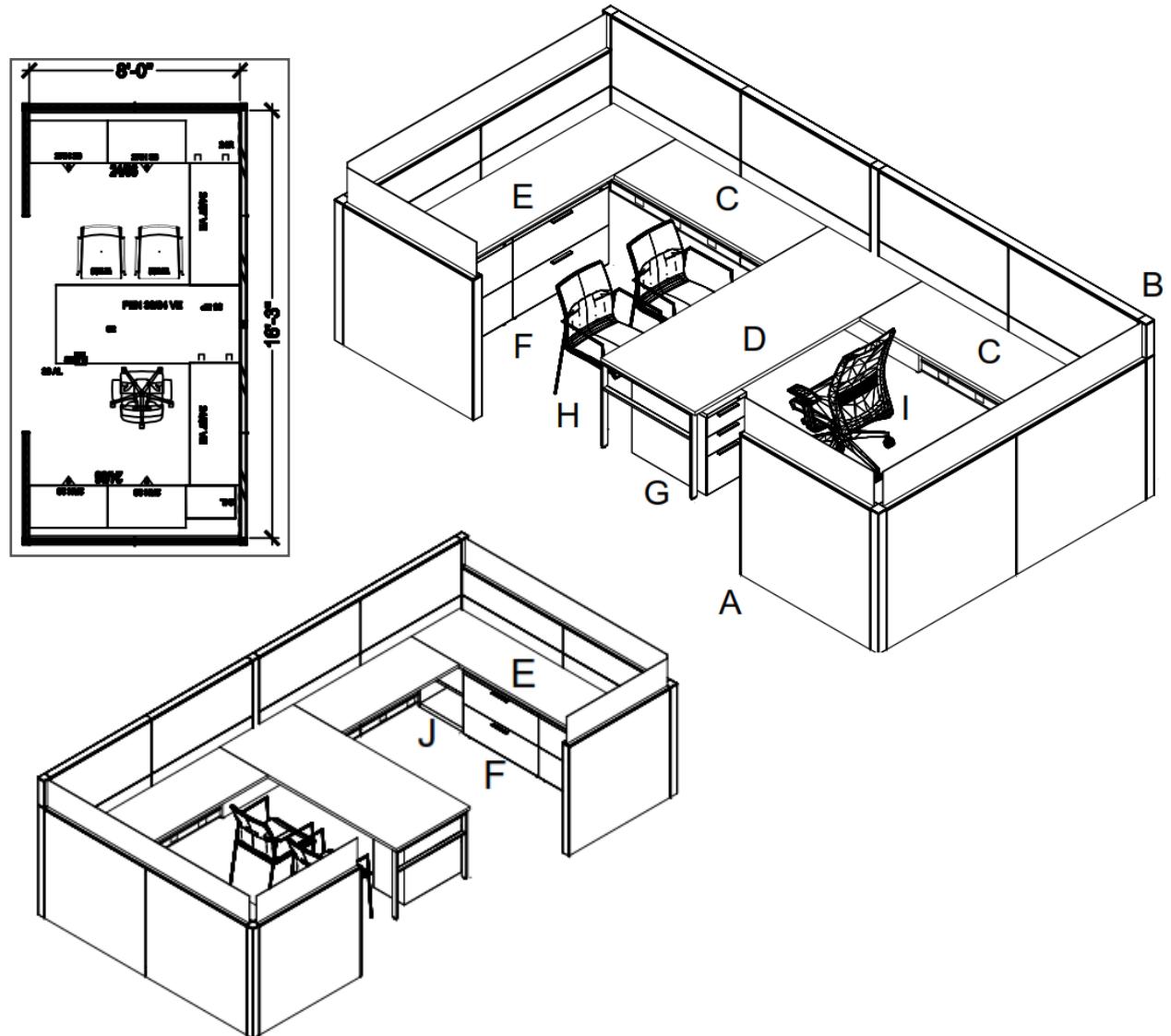
Image may not reflect exact specification and is intended for product visualization purposes.

**WS-3**

Herman Miller, Canvas

- A. 46" HIGH FRAME WITH 11" GLASS SCREEN, FABRIC TILES
- B. 57" HGIH FRAME, FABRIC TILES
- C. LAMINATE WORK SURFACE 24"X57"
- D. LAMINATE WORK SURFACE 36"X84"
- E. LAMINATE WORK SURFACE 24"X96"
- F. METAL LATERAL FILE, 36" WIDE X 20" DEEP
- G. METAL BOX/BOX/FILE PEDESTAL
- H. SOURCE AXIS GUEST SEATING
- I. SIT-ON-IT , AMPLIFY, HIGH BACK, TASK CHAIR
- J. METAL BOOK CASE, 23" WIDE X 15" DEEP

TWO DUPLEX POWER OUTLETS AT BASE OF FRAME FOR EACH STATION  
 PANEL FABRIC - GRADE 2 STANDARD, NON METALLIC PAINT FINISHES  
 STANDARD GRADE SOLID LAMINATE OPAL FROSTED GLASS SCREENS



## WS-3

Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.

**WS-3**

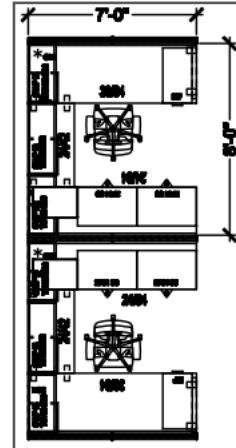
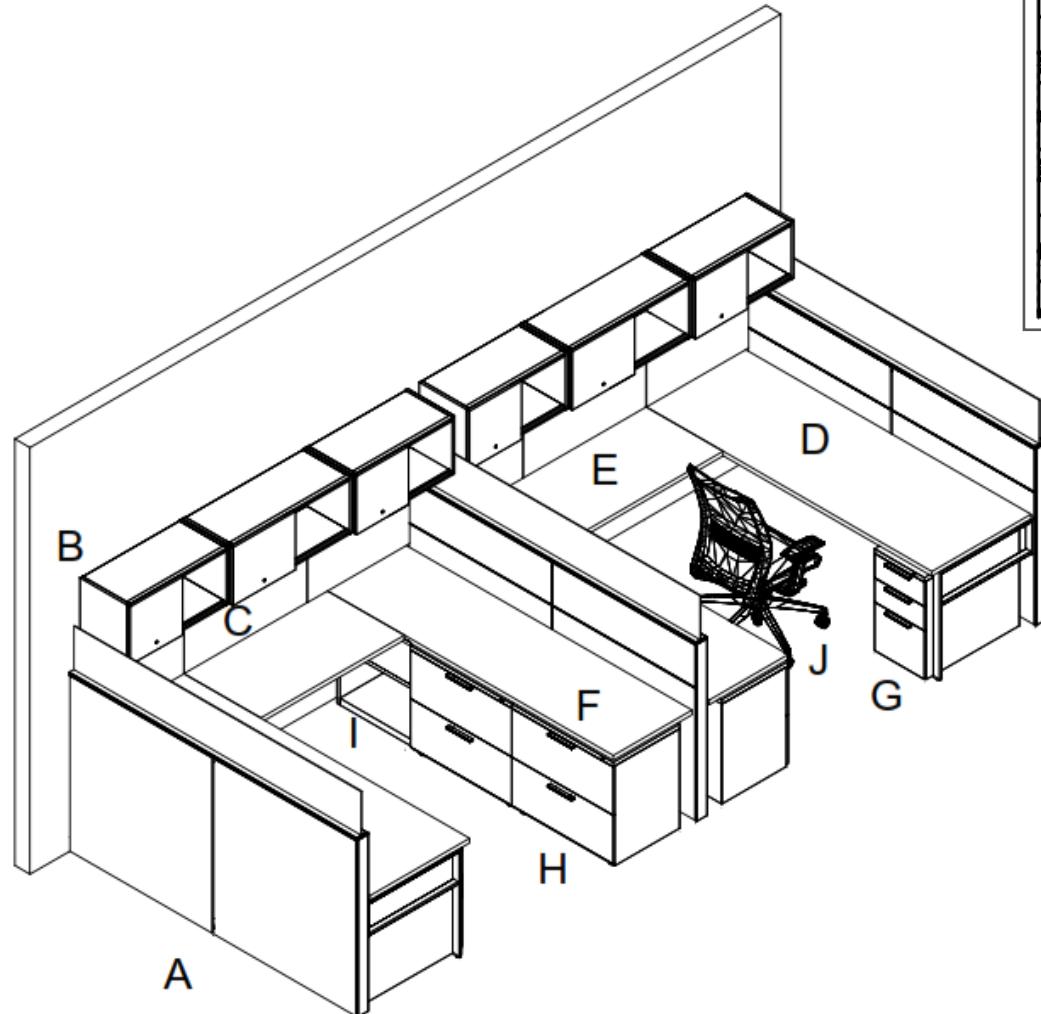
Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.

## **WS-4**

Herman Miller, Canvas



- A. 46" HIGH FRAME WITH 11" GLASS SCREEN, FABRIC TILES
- B. LAMINATE OVERHEAD STORAGE, 15" HIGH
- C. TACK BOARD, 24" HIGH
- D. LAMINATE WORK SURFACE 30"X84"
- E. LAMINATE WORK SURFACE 24"X42"
- F. LAMINATE WORK SURFACE 24"X84"
- G. METAL BOX/BOX/FILE PEDESTAL
- H. METAL LATERAL FILE, 36" WIDE X 20" DEEP
- I. METAL BOOK CASE, 23" WIDE X 15" DEEP
- J. SIT-ON-IT , AMPLIFY, HIGH BACK, TASK CHAIR

TWO DUPLEX POWER OUTLETS AT BASE OF FRAME FOR EACH STATION  
 PANEL & TACK BOARD FABRIC - GRADE 2  
 STANDARD, NON METALLIC PAINT FINISHES  
 STANDARD GRADE SOLID LAMINATE OPAL FROSTED GLASS SCREENS

**WS-4**

Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.

**WS-4**

Herman Miller, Canvas



Image may not reflect exact specification and is intended for product visualization purposes.



**CH-1 Task Chair**  
Sit On it - Amplify High Back



**CH-3 Office Guest Chair**  
Source International - Axis 4-Leg Fully Upholstered

Image may not reflect exact specification and is intended for product visualization purposes.

**CH-2 Executive Private Office Task Chair**

HBF- Cadre High Back

**\*Scheduled Price Increase on February 29, 2016****CH-4 Executive Private Office Guest Chair**

Source International - Martini Fully Upholstered, Disc base

Image may not reflect exact specification and is intended for product visualization purposes.

## General Notes

1. Pricing is predicated on all purchases occurring related to a single project in all product categories using manufacturer standard lead times.
2. Project discounts shall be held for 1 year from the time of initial order entry.
3. Discounts shall be applied to the current list pricing at time of order.
4. A deposit of 1/3 is requested.
5. Payment terms are Net 30 days.
6. Pricing is based on the contract documents issued by: Garnett Architects on January 27, 2016.
7. Every effort will be made to accommodate the construction schedule but if "en route" furniture shipments must be deferred due to jobsite delays, contingent storage is available at no charge for thirty (30) days.
8. Drawings and specifications shall be approved by owner or authorized owner representative prior to order placement.
9. Building power source locations, phone and data cabling shall be the responsibility of others.
10. Finish, fabric and detail selections of furniture must be finalized prior to order placement.

### Lead Times

HBF: 6 Weeks  
Herman Miller: 4-5 Weeks  
Sit On It: 2 Weeks  
Source: 3-4 Weeks

\*Quoted lead times do not include the time required for undetermined COMs. Actual ship dates can be confirmed once COM fabrics are selected and those internal lead times determined.



## ***Installation Notes***

1. Installation is quoted using Interior Investments' in-house union installers. All installation is quoted during regular working hours, Monday through Friday, 7:00 am to 3:30 pm. Interior Investments will need exclusive use of the elevator and dock during the furniture deliveries.
2. Electrical pricing is based on requirements for National Code pre-wired electrical. Workstations WS-1 and WS-2 will each have (2) duplex receptacles at the baseline. Workstation WS-3 will have (4) duplex receptacles at the baseline. Workstations WS-4 will not include any electrical components. Due to Lake County regulations, Interior Investment's Union carpenters will not be allowed to install the pre-wired electrical into the work stations. This work must be completed by a licensed, Union electrician.
3. Building source power in-feeds shall be the responsibility of others.
4. All low voltage phone and data wiring shall be the responsibility of others.
5. Installation is quoted based on free & clear space and finished condition including paint, wall covering, carpet, ceilings and ceiling fixtures.
6. All furniture will be installed per the approved drawings. Any changes to approved plan will be performed after completion and receipt of written change order signed by Client or Client's representative. Changes may result in additional cost.
7. All building dimensions are as provided by architect. Dimensional differences from those detailed on the approved plan are not the responsibility of Interior Investments, LLC.
8. Cost for security and hoisting shall be the responsibility of others. Interior Investments will provide trash removal.
9. Pricing for installation is based on the base bid product scope. Alternate selections in product will result in alternate installation pricing.

### **Warranties**

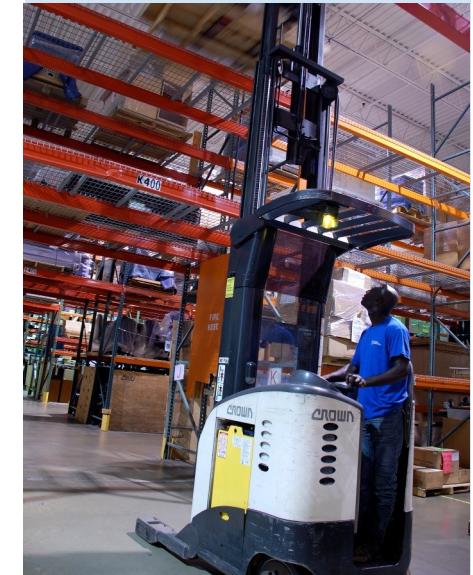
HBF: 5 Years

Herman Miller: 12 Years

Sit On It: 12 Years/Lifetime

Source: Limited Lifetime

\*Exclusions and limitations may apply.



## *Product-Related Notes*

### **PO-1—PO-4**

PO-1 rendering and drawing shows inward facing bookcase. Actual in laminate will face outward.

There was no CAD symbol for the forward-facing bookcase. The forward-facing bookcase does not come in veneer.

PO-1A, it would be possible to house the height-adjustable legs inside of the pedestals, if desired. It is not possible with PO-1 because of the bookcases about the pedestals.

PO-2, the actual office dimensions should be field verified. The BF pedestal size used was dependent on clearance for the office.

PO-3 & PO-4, full-height end panels were used to give the user more privacy.

### **WS-1—WS-4**

Work station components are from the Herman Miller Canvas product line. Storage is from the Herman Miller Tu storage product line.

Panels are 46" high with 11" high glass screens. WS-3 has 57" high spine wall, no glass.

Panel tiles, tack boards, and pedestal cushions are priced at a Grade 2

WS-1A & WS-1B - pricing includes all lateral filing shown within the station on Garnett floor plan

WS-2 the mobile pedestal file is priced as a box/file pedestal. The height of this with a cushion on top will fit nicely under the peninsula work surface.

Pricing for WS-1A includes all frames, tiles and power for a complete stand-alone station, even though it would share panels with adjoining stations.

Pricing for WS-1B includes all frames, tiles and power for a complete stand-alone station, with exception of the power entry unit which is captured in WS-1C.

WS-1C does not include pricing for panels, tiles and power shared with WS-1B.

### **SEATING**

CH-2 HBF Cadre chair – there will be a 3% price increase on Feb. 29, 2016

All fabrics and finishes are to be determined.



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**THANK YOU!**