



CASE STUDY:

Indiana Distribution Center



Workplace
Evolutionaries
A Community of
IFMA



Business Furniture
INSIGHTS LED. SOLUTIONS DRIVEN.

choreo



DIGITAL MEETING
SOLUTIONS

About Our Presenter

Mary Beth Oakes

CEO and Owner, Business Furniture

CEO, Choreo

- 25 years experience in the office furniture and change management industries
- Developed change management models for companies including Lilly, Rolls-Royce, Roche, Cummins, One America, Indiana Farm Bureau, Imclone, MISO, Wellpoint, and the State of Indiana



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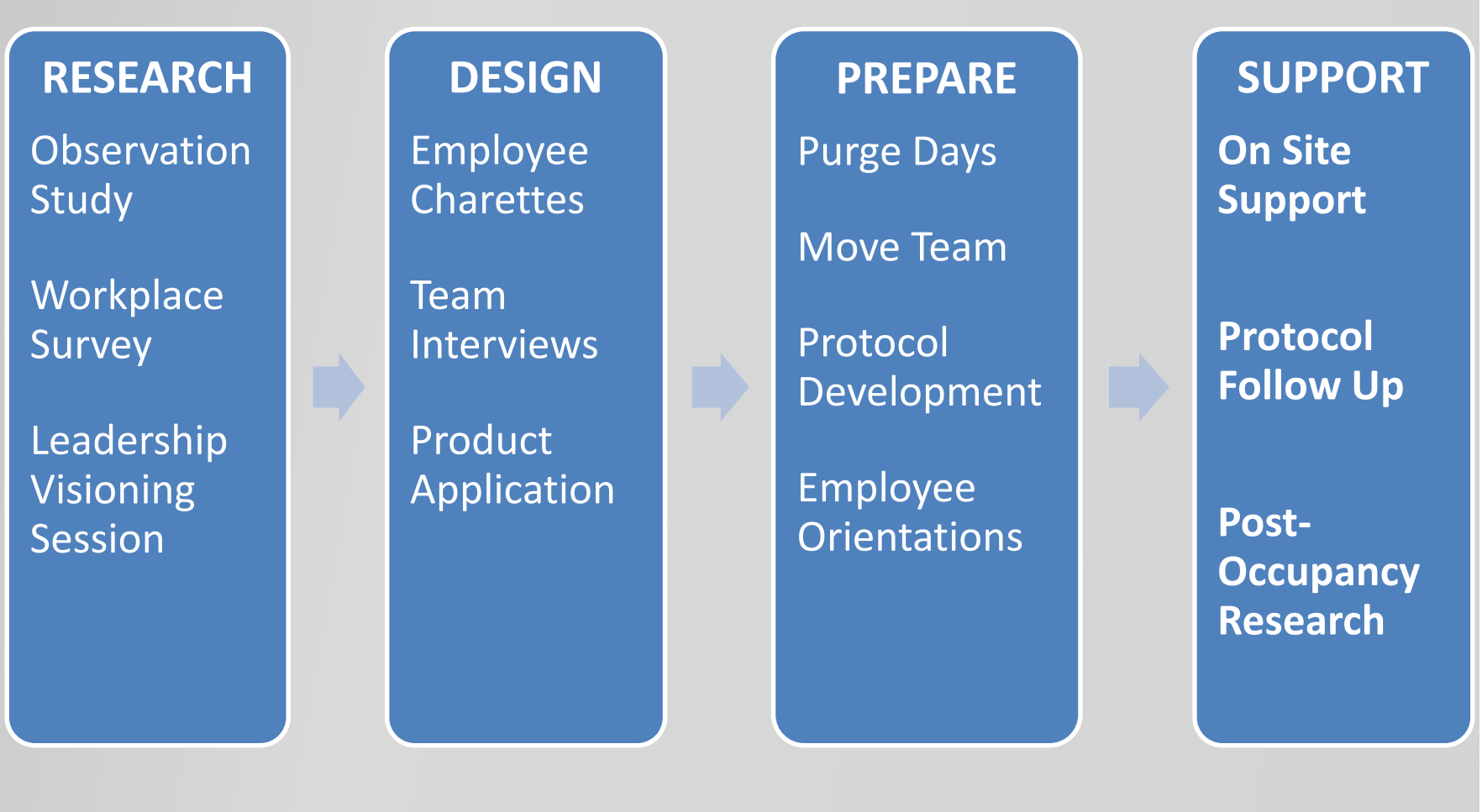
Aligning the Workplace to the Business

Key Business Drivers

- Provide balanced opportunities for collaboration and concentration
- Optimize real estate
- Support wellbeing in the workplace
- Retain and attract the best talent
- Integrate technology



Process



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Impact to the Business

- Assigning space based upon job function
- Opportunity to evolve culture to be less hierarchical
- An example to our clients of what is possible
- Greater variety of space types

ATTRIBUTE	PREVIOUS SPACE	NEW SPACE
# of mobile employees	7	43
Mobility ratio / workstations	N/A	3:1
Enclosed collaboration spaces	3	8
Open collaboration spaces	4	6
Concentration areas / Focus Rooms	2	7
Social Hub Capacity	18	40

Metrics

- Went from \$17/sq ft to \$10/sq ft (all in)
- Reduced overall foot print by 14,000 square feet
- **TOTAL SAVINGS:** \$500K per year

What's Next?

- Post-Occupancy Research
- Customer Celebrations

Key Challenges /Opportunities

- Adapting to new ways of working
- Leveraging new technology tools
- Blending the cultures of Business Furniture, Choreo and DMS



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Key Learnings

- Workplace research is critical
- Engaging employees throughout the process increases the rate of adoption
- Providing spaces for BOTH collaboration and concentration is important

Questions?



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