

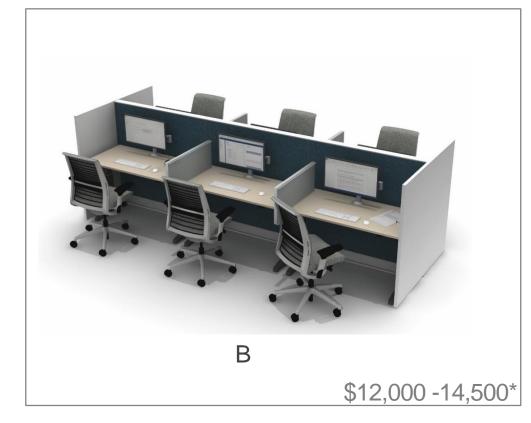


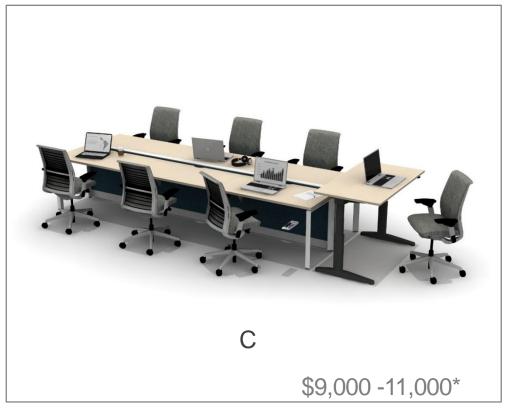
Benching

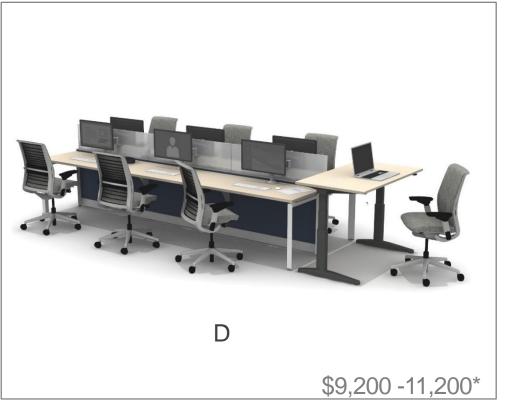
Benching: 4'-0" wide

Individual workspace.









*Pricing includes tax, labor and install with a range to account for finish selection

Workstation

WS 01

Individual workspace.



Individual workspace.



Workstation: 8'-0" x 8'-0"

Individual workspace.









C

A

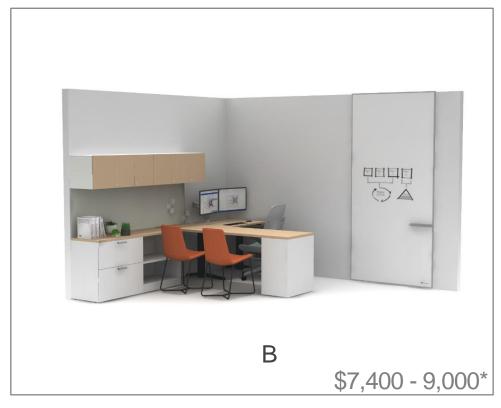
Private Office

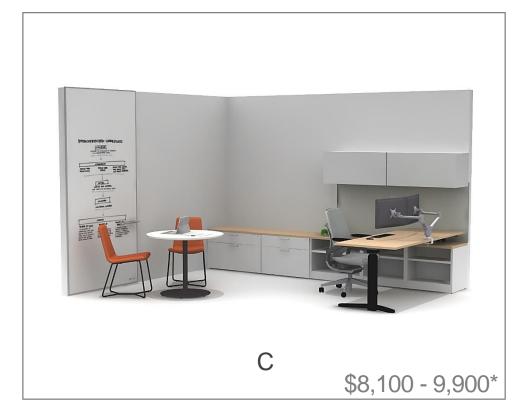
Private Office: 10'-0" x 12'-0"

PO 01

Individual workspace.



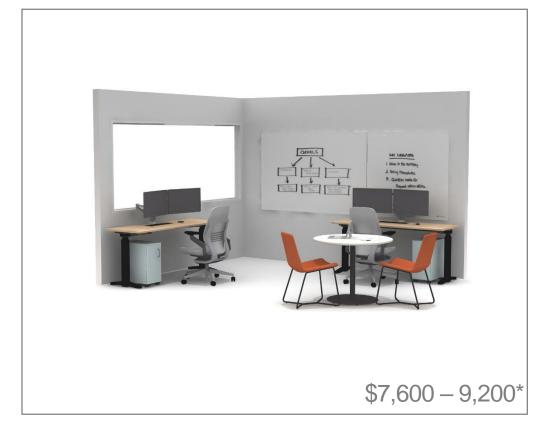


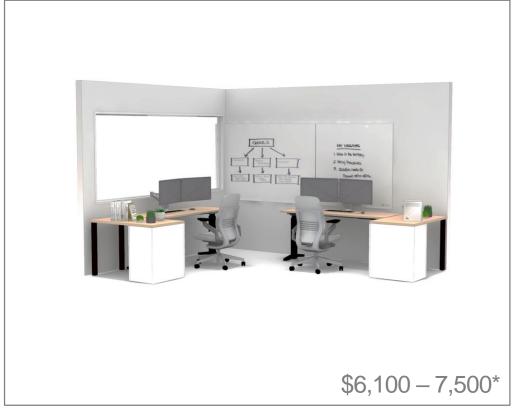


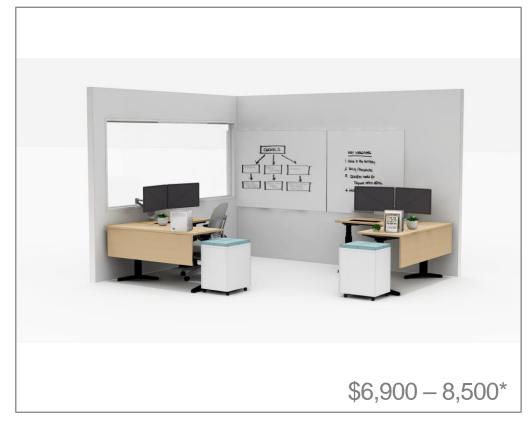
Private Office: 10'-0" x 12'-0"

PO 04

Shared workspace.



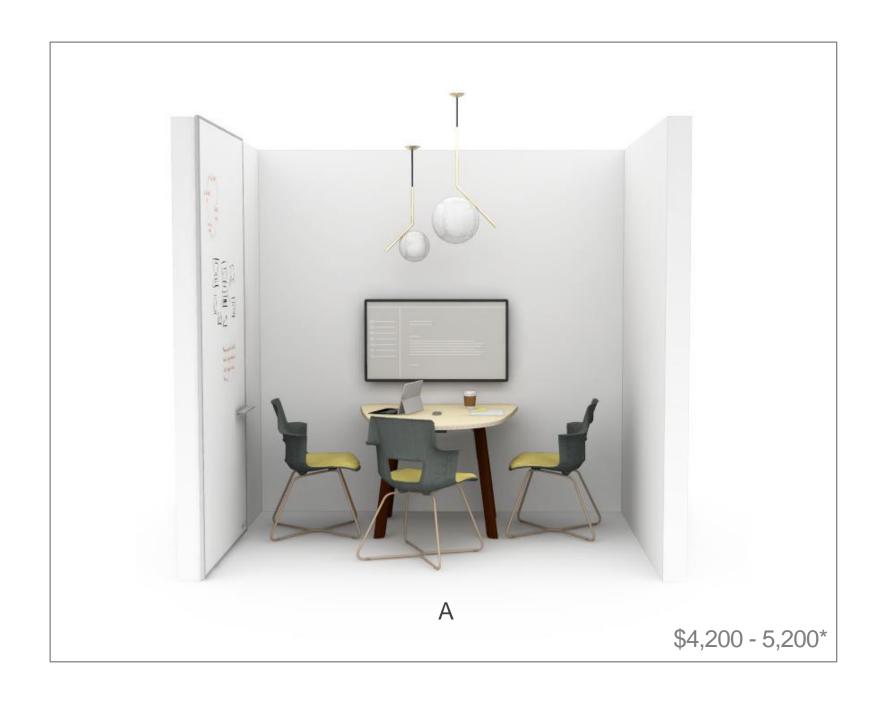


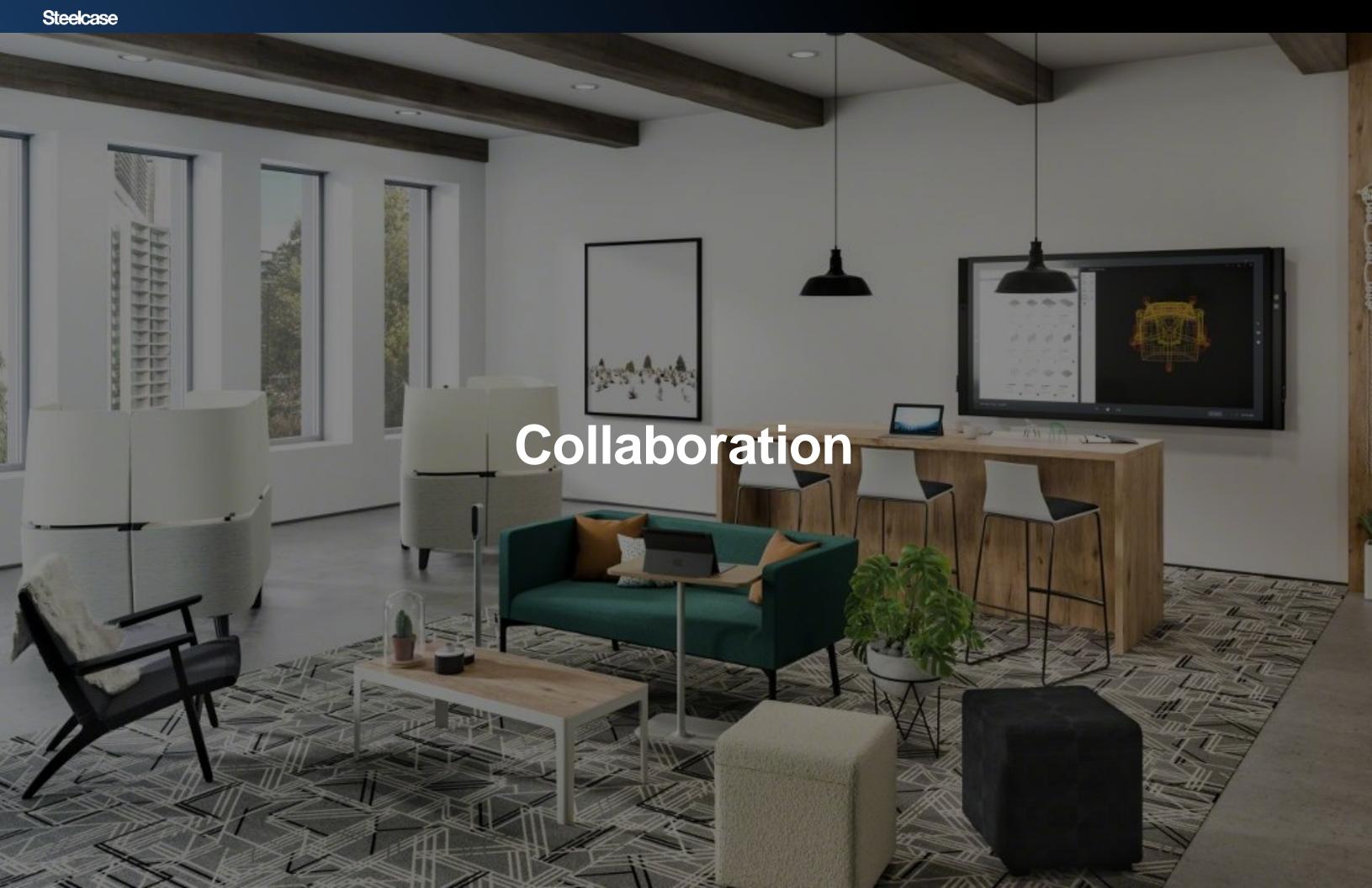


A B

Huddle Space

Impromptu space for two to three individuals.





Open Collaboration

Space to accommodate approximately 6-8 users

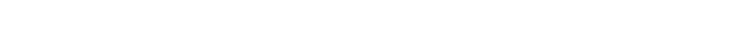


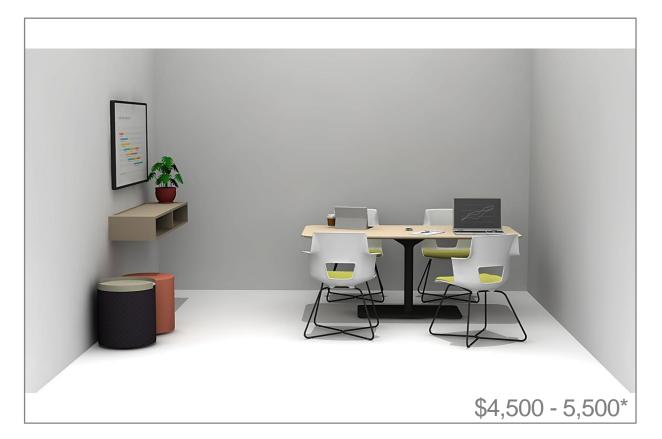
Small Conference

Α

Space to accommodate approximately 4 users





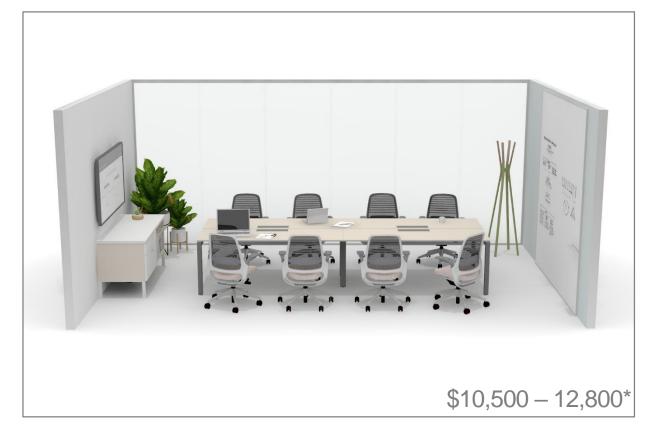


В

Medium Conference

Medium Conference

Space to accommodate approximately 6-12 users



A. Boardroom



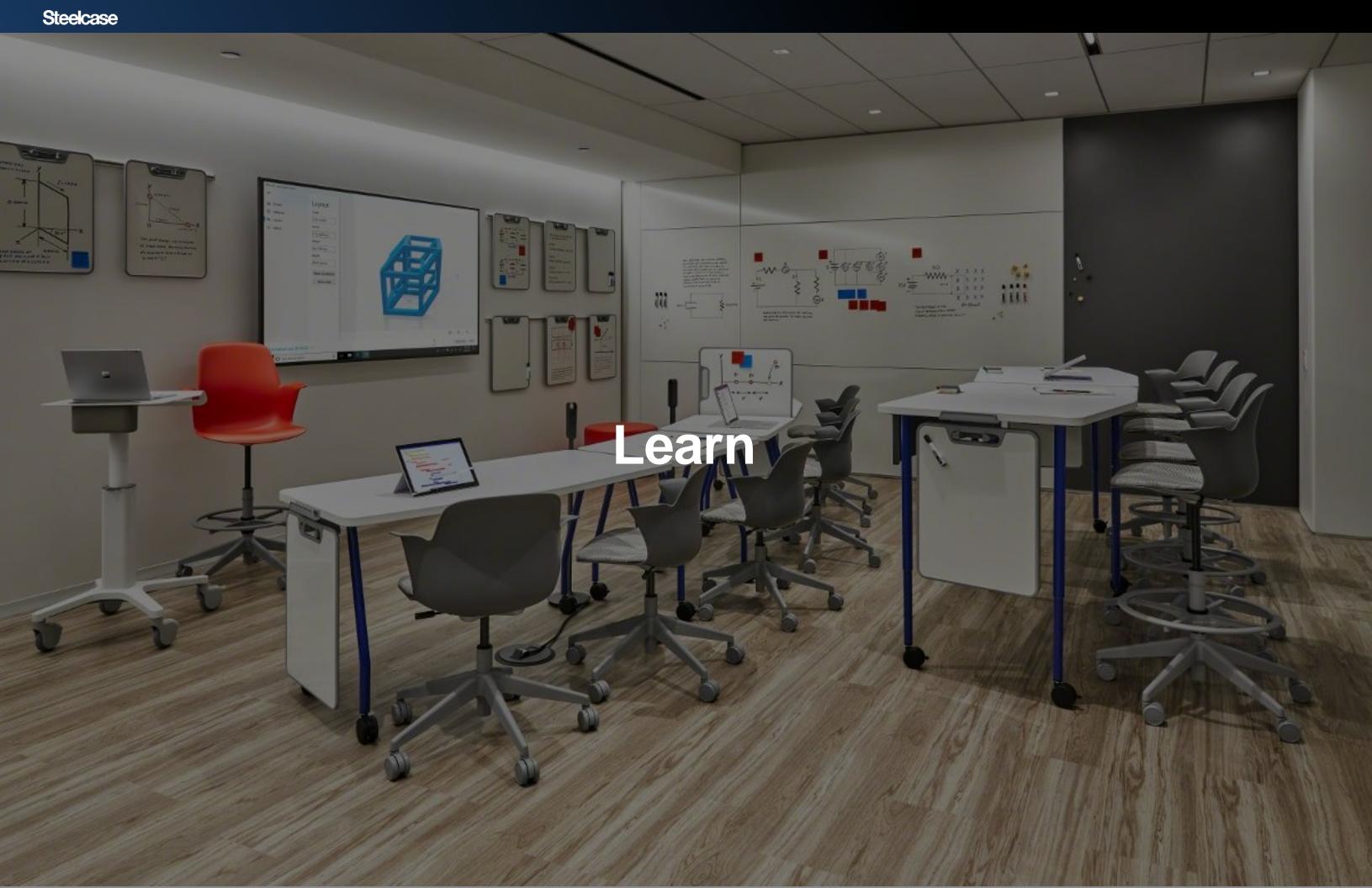
180-360 SF



B. Flexible Conference

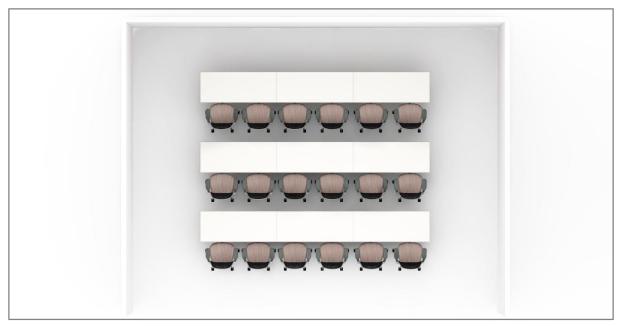
^{*}Whiteboards excluded in pricing

^{*}Pricing includes tax, labor and install with a range to account for finish selection

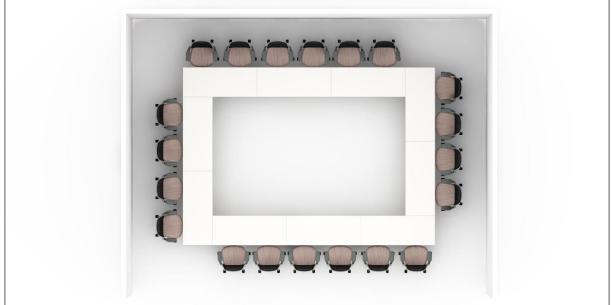


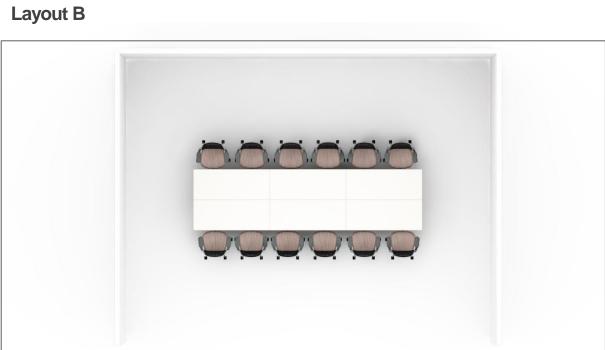
Large Conference & Multipurpose Room

Meeting Spaces with tables and chairs on casters for quick space reconfiguration



Layout A





Layout C

Layout D

Large Conference & Multipurpose Room

A la Carte. Individual Flip Top Tables.



A. Steelcase Akira (Nesting)



C. Steelcase Verb Table, Flip-top



B. Coalesse Train (Nesting)



D. Steelcase Groupwork Table, T-Leg Flip Top

Large Conference & Multipurpose Room

A la Carte. Individual Chairs.

CH01



A. Steelcase Shortcut



D. Steelcase Node Chair, X Base



B. Steelcase Qivi (Stacking)



E. Steelcase Kart Chair



C. Steelcase Max Stacker III (Stacking)



F. AMQ Bixby Chair

A la Carte. Individual or Shared Storage.

More options available



A. Steelcase Soto Caddy



B. Steelcase TS Mobile Pedestal



C Steelcase TS Slim Mobile Pedestal



D. Steelcase TS Mobile File Center



E. Steelcase TS Cubby



F. Steelcase Universal Bookcase



G. Steelcase Universal 3 H Lateral File



H. Steelcase Universal 2 H Lateral File

A la Carte. Individual Storage.

More options available



A. Steelcase Currency Bookcase



B. Steelcase Universal Side Access Tower



C. Steelcase Universal Dual Access Tower



D. Steelcase Universal Bookcase



E. Steelcase Universal Wardrobe



F. Steelcase Universal 1.5 H Credenza



G. West Elm Work Greenpoint Lateral File



H. West Elm Work Greenpoint Shelving with Storage



Ergonomic Task Seating



Conference Seating



WHY bkm + Steelcase?

DEDICATED UCR TEAM



Bryan Justus Director of Sales –Education bjustus@bkmsd.com

Bryan provides team leadership and guidance for the UC Team and focuses on the education market. He helps to streamline processes and manage team performance to achieve company goals.



Mike Wytrykus Account Manager & UCR Team Leader mwytrykus@bkmsd.com

Mike leads the team dedicated to the management of UCR. Mike acts as the liaison communicating details between your team, the bkm team, and Steelcase.



Leonard Elias Account Manager lelias@bkmsd.com

Leonard provides support to the account management team for any projects or day-to-day service that is needed. He works with Mike and the rest of the UCR team to ensure our clients' needs are met.



Paul Stanzione AV Director pstanzione@bkmsd.com

Paul leads business development for the bkm audio visual division. He serves as the main point of contact for your team and coordinates efforts between the bkm team, your team, and the manufacturer's.



Elizabeth Seiferth Steelcase Business Manager eseifert@steelcase.com

Liz is responsible for proactively providing resources in the area of knowledge, products and services to support the requirements for each project. She maintains manufacturer relationships with the client team and resolves any related issues.



Carol Hawks
Steelcase Education Consultant
chawks@steelcase.com

Carol is responsible for proactively providing resources in the area of product knowledge and services to support the requirements for each project. She provides a high level of experience and customer service resulting in the ultimate project outcomes.



Cyndi Goralewski Design Team Lead cgoralewski@bkmsd.com

Cyndi provides an unparalleled level of detail to blend creativity, programming, and design intent to transform standard office furniture into a dynamic workplace environment.



Shawn Gutierrez Designer sgutierrez@bkmsd.com

Shawn supports the UC design team in production and creating renderings and other design related deliverables for any needed projects and day-to-day requests.



Dalton Ramey Account Coordinator dramey@bkmsd.com

Dalton manages the order fulfillment process, working with manufacturers and tracking acknowledgements. He works with the Project Manager to accommodate any requested schedule changes.



Derek Dalla Betta Scheduler ddallabetta@bkmsd.com

Derek schedules your project for installation and communicates all details with the bkm field team members to ensure success. He works with Tim and Mayra to coordinate any schedule changes.



Tim Jones Project Manager tjones@bkmsd.com

Tim is responsible for the coordination and completion of all logistical activities for UC projects. He is the communication hub for the customer, other trades, field foreman, designers and account managers.

bkm UC PROCESS

10 STEPS

We realize that not only every customer, but every project will require a specific implementation plan. This process shown outlines a typical UC project from start to order.

STEP 5

Once the order is placed we assign a dedicated project manager to every project. The project manager in conjunction with our Chief Operating Officer works closely with your team, the furniture manufacturers and all other trades to establish the best process, communication strategy and schedule to ensure all milestones of the project are met and that the bkm schedule fits in seamlessly with the entire project team.

STEP 1

SITE VISIT

Site visit with client to review all details of the project.



PROJECT CHECKLIST

Details are entered into project checklist and submitted to a designer.

STEP 2



DESIGN

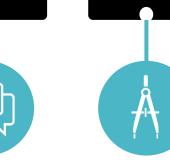
Designer creates a full design drawing which includes a floor plan with suggested furniture layouts and products.

STEP 4 STEP 3



CUSTOMER FEEDBACK

Account Manager shares proposed design with customer for review and feedback. Changes are noted and sent back to designer.



DESIGN **REVISIONS**

Designer adjusts for by customer and plan.

repeated multiple times. The first two design revisions are customers. Each be billed at a cost of \$72.50/hour)

STEP 6



CUSTOMER FEEDBACK/ **UCR APPROVAL**

all changes requested presents a revised

(This process can be complimentary for UC revision thereafter will

Client is presented with and approves final design and layout package.

If your project includes

system furniture installation, building additions, alterations. modular walls, electrical or mechanical alterations a building permit and plan check is mandated by the state of California and required by UCR. Permit application cannot be processed without required plans provided by bkm. Please note: UCR Permit approval process can take up to 7 business days. Please plan accordingly to account for overall timeline as permit submittal is the responsibility of the department requesting work.

Apply for permit: https://goo.al/sBeSwV STEP 7



FINAL DESIGN

Designer moves forward with final design and creates bill of materials which is then submitted to a second designer to double check all work and confirm that the necessary components are included for accuracy.

STEP 8



CREATE QUOTE

Once complete, the final bill of materials is sent to an Account Coordinator who process's the parts and as a result, a quote is created.

STEP 9



QUOTE APPROVAL

Account Coordinator presents final quote to Account Manager and client for final approval.

STEP

CLIENT/ **UCR APPROVAL**

If approved, quote is converted into an order and published. The product will be ordered after the PO has been issued by Procurement and received by bkm.

> Campus Building Permit and Plan Check:

For UCR furniture and equipment purchases, a copy of the issued permit shall be provided to UCR procurement prior to PO Issuance. All PO's received by bkm will be vetted then approved by UCR procurement prior to issuing PO to bkm for product to be ordered.

Steelcase