

*CDS solves real challenges  
in today's real business world*



## DANKA

### Danka Office Imaging

#### Industry:

International provider of office imaging technology; \$1.4 billion in annual sales and 7,700 employees.

#### Project Scope:

Relocation to new Corporate Headquarters  
Space planning  
Options for use of existing systems furniture or purchase of 1,000 new workstations

Tampa, FL  
Budget: \$1.5 million

#### Challenges:

Desire by client to use their existing product, including 5 different systems-furniture lines in 20 different finishes, in their relocation to a new facility headquarters, while simultaneously achieving a cohesive theme and best use of space.

#### Solutions:

Option 1 proposed compiling inventory of existing systems-furniture and evaluation for re-use; compiling a plan to indicate current location of all existing furniture in accurate as-built drawings. Also:

- Inventory and itemize existing pieces in warehouse
- Evaluation of each department's systems-furniture needs
- Space planning, floor plans depicting layouts for designated areas
- Coded plans, configurations for UPS power capabilities

Option 2 proposed 1,000 new workstations and a solution for liquidating existing furniture, as well as space planning, electrical configurations, and installation. The downtime involved in moving their existing stations was a true factor. The 2 proposals were competitive; ultimately Danka selected CDS and this option based on the quick response to programming and revisions during the bidding process.

#### Products:

## Allsteel®

- Allsteel Concensys
- Allsteel Terrace 3.4 Workstations



*"CDS delivered and installed on time, and on schedule with Danka's move-in date, even though they began reprogramming their departments after the order was placed and gave us, like, 16 change-orders."* Annette Gabrelcik.