

Government

HAWORTH®



**Simplified Procurement**  
Organic workspace solutions for Government.

## Free up your time with Haworth's Simplified Procurement Solution.

Federal, State and Local government organizations are experiencing smaller staffs, tighter budgets and increased workloads – all compounded with reduced timelines to get everything accomplished.

Long story short, you need solutions to get things done faster, smarter and more cost efficient than ever before. We can all admit that, even with recent efforts to simplify government procurement, the process can still seem somewhat overwhelming.

The good news, Haworth can help. We've developed a simplified procurement model that considerably reduces procurement time while ensuring accurate and comprehensive procurement measures are implemented. It's a process we guarantee — every step of the way.

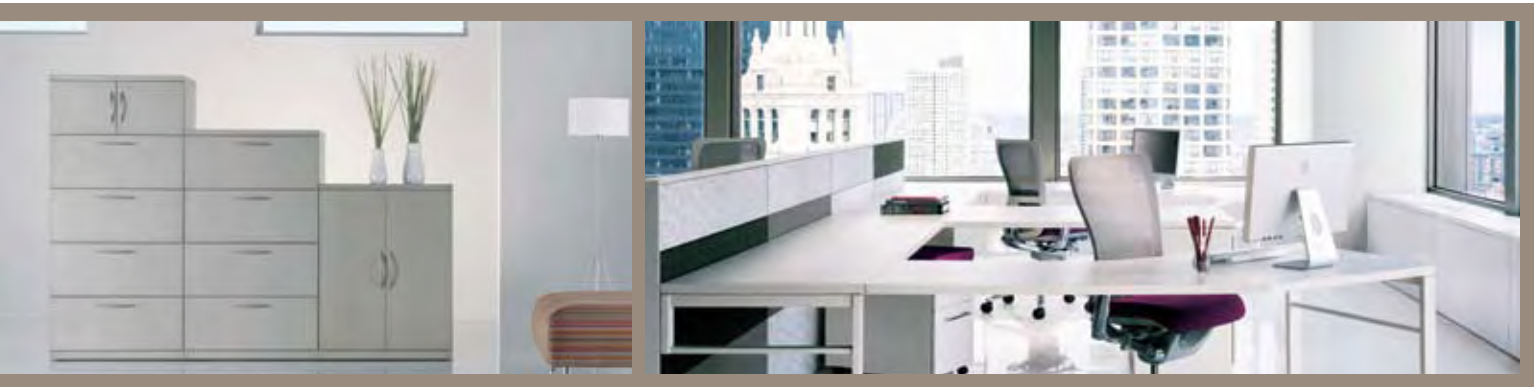
### The power of one.

One call. One vendor. One purchase order. That's simplified procurement in a nut shell. Haworth expands the idea of simplified procurement with a comprehensive, integrated product offering that satisfies your total government office environment. Tell us what you need — such as systems furniture, seating, conference tables, storage products, lighting, access flooring and modular walls — and we'll provide whatever is needed with a single invoice.

### Simplified procurement tools.

Haworth provides flexible choices in procurement tools and programs to streamline the buying process.

- Blanket Purchase Agreements (BPA).
- Contractor teaming (CTA).
- Leasing — Convenient lease and rental options are available on selected product solutions.
- Quick Ship — When you need quick turnaround, Haworth's RUSH Quick-Ship program provides shipment in as few as five days after the order is received at the factory.



# Expect more. Get more. From Haworth.

## Single Source Supplier

### EXPECT MORE

Access Flooring  
Modular Walls  
Systems Furniture  
Filing & Storage  
Desks & Casegoods  
Seating  
Tables  
Lighting  
Power and cabling solutions

### GET MORE

- Single point of contact
- Fewer purchase orders
- Organic workspace design – everything working together
- Bundled purchases
- Price reductions
- Full range of services

## Packaged Office / CFMS Contracts

### EXPECT MORE

A GSA packaged office or Comprehensive Furniture Management Services (CFMS) contract allows agency buyers to purchase multiple products under a single contract at a single price. Haworth maintains partnerships with several GSA packaged office and CFMS contract holders.

### GET MORE

- Simplifies procurement with one purchase order
- Reduces paperwork
- Price reductions
- Eliminates typical administrative headaches

## Quick-Ship Program

### EXPECT MORE

Haworth offers a broad range of popular systems, seating, storage and casegoods products under its RUSH quick-ship program.

### GET MORE

- Meet critical lead time requirements
- Exceed quality requirements

## Contract Teaming Agreements

### EXPECT MORE

CTA's allow two or more contractors to work together, thereby complimenting capabilities. They also allow GSA schedule contractors to compete for requirements they may not qualify for independently.

### GET MORE

- Simplifies procurement with one solution – and one invoice
- Dramatically reduces paperwork

## Blanket Purchase Agreements

### EXPECT MORE

BPA's contain agreed upon pricing and terms based on a good faith estimate for the total of recurring purchases made over a specified period of time (usually one year).

### GET MORE

- Simplifies acquisition of recurring needs
- Leverages agencies buying power
- Significantly reduces paperwork
- Ensures consistent standards are implemented and enforced

## Sustainability Programs

### EXPECT MORE

Haworth is an industry leader in sustainability. We are committed to meeting sustainability goals in the areas of product design, energy management, green transportation, zero waste and emissions, green building and sustainable site management, social responsibility and stakeholder engagement.

### GET MORE

- Greenguard<sup>®</sup> indoor air quality certified products
- Products can contribute to LEED points for certification
- Renewable energy credit available through Haworth contract
- Specifiers are assured of partnering with SIS Lab partner
- FSC products available

# Why Haworth?

## A Leader.

As one of the world's largest workspace manufacturers, we have spent years studying the way people work and we understand your spaces have to perform on many levels. Inside our company you'll find solutions to help create inspiring workspaces that look great, anticipate change, support multiple applications, maximize technology, and deliver time-tested quality and durability.

## A Partner.

Haworth is proud to be a partner of Federal, State and U.S. Communities, Canadian Federal Government and Mexican Federal Government organizations, supplying organic workspace solutions at competitive prices. We are a leading supplier of office interiors — providing an all-inclusive range of products and services to our Government clients.

Through our various Government alliance contracts we are able to take advantage of the collective purchasing of Government agencies. This leverages significant volume into substantial savings.

### Contract Participation:

- General Services Administration Federal Supply Schedules (GSA/FSS)
- U.S. Communities Purchasing Alliance
- U.S. State Contracts
- Canadian Provincial Contracts
- Public Works and Government Service Canada
- National Master Standing Offers (PWGSC/NMSOs)
- Individual Purchasing Arrangements

## A Pioneer.

Haworth is a pioneering company that continues to push for new and better solutions to procurement issues. We are participating members of key industry organizations, such as the GSA Quality Partnership Counsel Steering Committee and the Coalition for Government Procurement Board of Directors. We work within the industry to stay on top of key issues and trends, such as:

- Vendor consolidation. How best to get more from fewer vendors while ensuring measurable time and cost efficiencies.
- Ergonomic integrity. Ongoing field research and testing which refine work environments.
- Purchasing versatility. Continually expanding an extensive product line and complete control of all systems — from floor to ceiling and wall to wall — to give buyers application and budget based options.
- Outsourced support. Your connection with Haworth can reduce or eliminate the need for separate specifying or purchasing operations.

## A Resource.

As pressure to do more with less increases, so does the need for qualified, knowledgeable suppliers. Haworth maintains a global network of dealers and field professionals that ease the design, installation, and management of Haworth workplace solutions. There are over 300 certified Haworth dealers in the continental U.S. alone, and all are within reach when you need them.

# More than a supplier – a total solution.

## Design, Layout & Space Planning

### INTERIOR DESIGN

- Finish Selection
- Color Scheme Selection
- Accessories Selection

### FURNITURE LAYOUT

- Access Flooring Layout
- Modular Wall Layout
- Office Furniture Layout

### SPACE PLANNING

- Space Utilization
- Scope of Work (SOW)
- Code Compliance



## Project Management

### BUDGETING

- Preliminary Cost Estimates
- Alternate Cost Scenarios
- Final Cost Proposals

### ORDER / SCHEDULING

- Product Ordering
- Project CPM Scheduling
- Project Phasing

### COORDINATION

- Product Logistics
- Coordination with Contractors
- Coordination with End Users



## Installation Reconfiguration

### INSTALLATIONS

- Field Dimension Verification
- Delivery Logistics Coordination
- New Furniture Installations

### RECONFIGURATIONS

- Field Dimension Verification
- Temporary Storage
- Furniture Reconfigurations

### RELOCATIONS

- Field Dimension Verification
- Transportation Logistics
- Furniture Relocations

## An Organic Foundation

### ACCESS FLOORING

- Field Dimension Verification
- Delivery Logistics Coordination
- Access Flooring Installation

### MOVABLE WALLS

- Field Dimension Verification
- Delivery Logistics Coordination
- Movable Wall Installation

### MODULAR UTILITIES

- Field Dimension Verification
- Delivery Logistics Coordination
- Plug & Play Data
- Electrical Systems



## Assets Maintenance

### FURNITURE

- Repair / Refurbish
- Warranty Service
- Furniture Liquidation

### FLOORING

- Carpet Installation
- Carpet Cleaning
- Carpet Replacement

### OTHER SERVICES

- Storage / Warehousing
- Office Maintenance



## Building in, and building on, value.

By making moves, adds, and changes faster and easier, minimizing downtime and building in energy efficiency, Haworth products make economic sense throughout the life of the product.

Our organic approach to product assures each line integrates easily with one another for a clean, consistent look. As needs change, reconfiguration, rewiring, and retasking are completed without generating waste — in time or budget.

Product value is underscored by testing that often exceeds the industry standard for performance and durability. It is acknowledged through certification and awards that include:

- The industry's only Malcolm Baldrige National Quality Award finalist.
- The only industry manufacturer to receive the Michigan Quality Leadership Award.
- The first in the industry to be certified in ISO 9000: 2000 and 14001.
- The first in the industry to receive ISO/IEC 17025 accreditation, an international standard recognizing technical competence in mechanical testing.
- A core member of the Corporate Consortium to evaluate and enhance well-being at work.

## Ensuring a sustainable future.

Haworth is a leader in environmental responsibility and sustainable manufacturing. We have been involved in green initiatives since the early 1980s. Today, Haworth is a core member of the Sustainable Interior Showroom (SIS) program — an effort focused on the development and evaluation of green office products and standards.

Haworth's operation includes green building projects of its own, such as our regional showrooms and corporate headquarters. Many which are registered or certified to LEED-CI Gold level. From the places we work, to the processes we implement, we are always looking for opportunities to become more sustainable.





## The right solutions for your space.

From floor to ceiling, wall to wall, from office components to complete environments, Haworth embraces an organic approach to office systems by offering the most comprehensive and compatible range of workspace solutions available from any single GSA contract supplier.

### Systems Furniture

Since its invention of the first pre-wired, modular office panel in 1976, and panel-to-panel cabling in 1998, Haworth has been acknowledged as the systems leader and innovator. This experience leads to a selection of the best designed, most versatile furniture systems in the world.

### Seating

Haworth seating solutions support every application, from desk chairs to lounge seating, and complement any workplace environment. Chair collections combine rich, aesthetic appeal with focused engineering that enhances user comfort and performance. Extensive fabric and material offerings allow users to customize seating selections to taste and organization specifications.

### Desks and Casegoods

High-performance wood desks. Durable steel cabinets. Compatible storage. Haworth offers readily integrated lines of office desks, credenzas, shells, and pedestals, as well as overhead and under-worksurface storage options, cabinets, and mobile accessories. Every piece is precision engineered for style and durability.

### Filing Cabinets and Storage

Simple, durable, and practical, Haworth files and bookcases accommodate a variety of storage functions. They bring common sense to organization with versatile components and features to create a coordinated look throughout your environment.

### Modular Walls

We are the first to make a modular wall that doesn't look like one. We are also the first to make a wall that's quick and easy to install, that looks and works great, and accommodates everything from electrical cabling to plumbing.

### Tables

From smart-looking boardroom styles to sleek solutions for fully-powered training centers, Haworth offers every kind of table for every type of application. An exceptional variety of surface choices, edge details, base styles, and functional features encourages user-defined customization.

### Access Floors

This is the first step to having a truly organic workspace. Access floors provide enormous benefits for the entire office, not just the computer room. The different floors are designed to meet the specific challenges of today's — and tomorrow's — office.

### Lighting

More focus with less energy. Haworth's selection of direct and indirect lighting illuminates space and task with energy-efficient light sources and practical adjustment features that allow users to regulate light output to meet task requirements.



# National strength. Local attention.

Haworth maintains operations and offices throughout the world. Providing a local presence in all 50 states, Canada, and Mexico, is a continual advantage to our Government clients. We take pride in supporting workspace requirements with dedicated local attention.

## Haworth Government Contracts:

### U.S. Government Contracts

Office Furniture Contract -- GS-28F-8014H GSA Packaged Furniture Contract GSA Comprehensive Furniture Management Services Schedule (CFMS) Architectural Interiors Contract -- GS-28F-0024NGSA European Contract GSA Asia Pacific Contract.

### State and Local Governments

Haworth team members and dealers work hand-in-hand with each state to customize Best Value supply partnerships for individual projects or sole-source statewide contract agreements.

### U.S. Communities Purchasing Alliance

Haworth is a partner of the U.S. Communities Purchasing Alliance that establishes the best available prices for the high-quality products, and provides the collective purchasing power and competitive bidding processes of public agencies and non-profits throughout the country.

### Canadian Government Procurement Resources

Haworth's National Master Standing Offers (NMSO) provide the most responsive procurement resource available for Canadian customers. NMSOs give government purchasers the ability to select the contract that best supports individual project requirements while maximizing simplified procurement. NMSO Service Resources include: Project Management, Asset Management, Reconfiguration/Relocation, Furniture design/layout and Refurbishment.

### Mexican Government Procurement Resources

Haworth is the most consistent supplier in the country to local, state and government agencies of Mexico. Haworth's knowledge and experience, along with complete workspace solutions, provides agencies and organizations, such as PGR (Procuraduria General de la Republica), Judictaura (Supreme Court) and Los Pinos (Office of the President of Mexico). with quality workspace solutions and attentive local service.



For more information call 800.344.2600 or 616.393.3000.

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