

SPRING NEWSLETTER

Smarter Working and Agile Workspaces

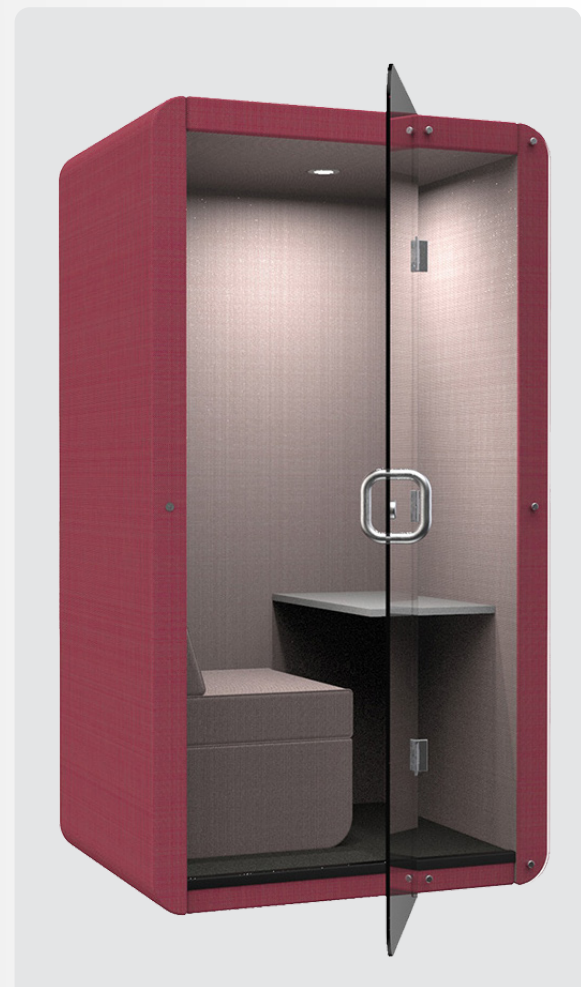
What are Smarter Working and Agile Workspaces

Smarter working is a term used to describe a more flexible and efficient approach to work that focuses on achieving better results by empowering employees to work in a way that suits their needs and preferences. It involves using technology and flexible work arrangements to create a more productive and engaging work environment.

Overall, smarter working is about finding new and innovative ways to work that benefit both employees and employers, and help to create a more fulfilling and sustainable working environment.

Agile working is all about creating a flexible office and productive environment. By creating different working areas within the office, you can ensure your staff have the complete freedom and flexibility to work where they want, when they want.

Rather than forcing individuals to undertake all their work at one setting (usually a desk), agile working means allowing people to physically choose a work setting where it is most suitable for them to complete their task.



Price Guides

Retail Price Guide

We are currently in the process of finalising the pricing from our Supply Chain to enable us to issue the Retail Price Guide 2023 – version 1.

As we have so many components and Suppliers, each experiencing continuing price fluctuations, we feel that we will need to issue/re-issue the Retail Price Guide throughout the year, as our Cost Prices change. Not every product will change in price with each iteration – but the Force chair will not increase in version 1, but will increase in version 2 etc.

We will also take the opportunity to obsolete certain products and introduce new ones in their place throughout the course of the year. Currently, the plan is to issue the Retail Price Guide as shown:

Issue	Date
1	30/03/2023
2	01/05/2023
3	01/08/2023
4	01/11/2023

During the year, it m be necessary to make a few amendments to correct any omissions or obvious errors which might arise.

To control these revisions, we will be numbering the versions 1.1, 1.2, 1.3 etc. When these amendments occur, an email will be sent around to notify everyone, plus a description of what the changes are.

2023
Retail Price Guide
Version 1.0

emergent

Changing spaces into working places...

The newest edition of the Retail Price Guide is 2023v1.0



Recent Projects

1

PRJ 15665

Customer: Berkshire Healthcare
Value: £136,000
Key Products: Meeting Chairs, Bench Desking, Bespoke Metal Lockers, Meeting Tables, Laptop Tables & Desk Mounted Power Modules.

2

PRJ 15761

Customer: MOD Hereford
Value: £41,000
Key Products: Heavy Duty Workstations, Industrial Cabinets, Heavy Duty Stools.

3

PRJ 15775

Customer: British Geological Survey
Value: £31,000
Key Products: External Meeting Booths.

Other Brochures

This year, we are looking to create some new additional brochures for products that warrant their own brochure. Below are some of the ones that are currently working towards.

Brochure	Date
Agile Furniture	01/03/2023
Homeworker	01/04/2023
Outdoor Furniture	01/05/2023

Below is a small section of the new “Agile Workspaces Product Guide” brochure. This will be circulated in March 2023.

Work Booths
Furniture that encourages collaboration, interaction and respite from desk based tasks. These open sided work booths offer people choice and better ways of working. Designed to enable focused work activities, encourage concentration time and wellbeing – all which elevate business productivity.

Privacy Booths
Privacy booths, are specifically designed for tasks requiring high levels of concentration or confidentiality. Glazed booths create break-out spaces for users to conduct private activities and concentrated tasks. Combining plug and play flexibility the booths are flexible and functional.

Meeting Booths
Meeting booths designed to encourage impromptu team collaborations whilst reducing noise within open plan areas. Often containing digital and power integration, meeting booths are both informal and spontaneous, freeing up space and encouraging quick and useful meetings.

Quiet Space Pods
Quiet Space Pods provide an acoustic space for single users requiring high levels of concentration or confidentiality. Upholstered acoustic surrounds and glazed doors create an oasis of calm, away from the hub-bub of an open plan office.

Agile Workspaces

Price Guides

Homeworker Brochure

In the current climate, where remote working is more prevalent than ever, we have created a homeworking brochure. This is to help potential customers find products that best suit their needs rather than the standard products that are in the Retail Price Guide.

An example of some of the products that will be included in this guide will be;

- Folding Desks
- Compact Desks
- Storage Solution
- Home Ergonomics
- Office Style Seating



This brochure is in the final stages of being finished and we are hoping to have it distributed out by the start of April. The brochure will include some brand new products such as;

- Flex Task Chair
- Coba Desk
- Hairpin Desk
- Liberate Desk
- Workable Folding Desk (pictured)

Distribution Upgrade

When have recently taken receipt of two new upgraded distribution vehicles. These 12 tonne Mercedes Ategos are some of the most fuel efficient vehicles available, producing the least carbon emissions, and featuring flexible demountable bodies with contemporary livery images.

This investment in the latest environmentally friendly vehicles demonstrates our commitment to reducing our carbon footprint.





Product Amends

We are constantly developing our products portfolio, and below we have highlighted four which have recently been amended:

1

QED, Me & Solo Chairs

These chairs are now being priced to include both seat slide and lumbar pump as standard.

2

Bee

Following the introduction of the Bill, Bea and Bob booths, the “Bee” workspace has been rebranded as “Hexagen”.

3

Pen Trays

Due to certain production issues, the Primary Pencil Tray has been discontinued and removed from the brochure. We still have a few remaining in stock, should a client want to replicate a previous purchase.

4

Jensen Up

We have recoded the infill panels on the Jensen-Up range, but now introduced the full meeting booths including integral table.

New Products

In order to keep up with changing market demands and stay competitive, we sometimes need to make the tough decision of obsoleting old products and replacing them with newer ones. While this can be a difficult process, it is often necessary in order to stay ahead of the curve and continue to provide choice industry insight to customers. By retiring outdated products and introducing new ones, we can reflect the current trends within the industry, improve product performance/functionality and ultimately streamline our product portfolio.

The newest products on our website are the Bill, Bea and Bob Work and Privacy booths (shown on page 5). These Booths have fast become one of the most visible mainstays of agile working, allowing a third space working in virtually any area. Agile and smarter working are quickly becoming a major part of every project that we undertake. Bill, Bea and Bob feature heavily within the Agile section of the brochure, in addition to the new Penelope and Hoozone phonebooths.

These Agile sections of the brochure have been designed to replicate the products suggested within the Government’s Workplace Design Guide to make it easier for our Customers to identify which products are required.

The Zante and Ocean Executive chairs have been replaced with two new Executive Chairs - Blast Executive and Verve2.

Nestle, Tandem, Cobbles and Wishbone have been discontinued, but we have replaced these with newer, more flexible and environmentally friendly ranges – Oban Social, Oban Modular and Reece.

The Cooper range Student Chairs has superseded the Salt and Pepper Student chairs, and the Vibe Meeting Chair has replaced the Ursa Meeting Chair.

Obsoleted Products

- Zante - Executive Chair
- Ocean - Executive Chair
- Salt - Student Chair
- Pepper - Student Chair
- Ursa - Meeting Chair
- Nestle - Seating Booth
- Tandem - Modular Seating
- Cobbles - Modular Seating
- Wishbone - Modular Seating
- Hive - Booth Unit
- Cadiz - Collaborative
- Okinawa - Collaborative
- Synergy - Collaborative
- Sage - Collaborative
- Guru - Collaborative
- Oban Solo - Agile
- Studioboost - Agile



Products In Focus

This months Products In Focus are the Bill, Bea and Bob privacy booths ranges.

These products have recently been added to the Agile Working section of our website, but also feature heavily in the introductory banners when you enter the site. By clicking on the Banners, Customers will be taken directly to the Privacy Booths subsection, within Agile Working.

A privacy booth at work is a private, enclosed space designed to provide individuals with a quiet and distraction-free environment where they can work or engage in other activities that require concentration and privacy.

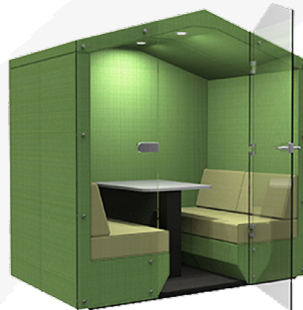
To achieve the level of privacy required, these units feature acoustic foam filled side and back panels, which are upholstered in a variety of fabrics and a hinged, glass door. Internally, they feature built-in seating benches and meeting table, and can be customised with PIR controlled Lighting and Ventilation, monitor holder and power/data integration.

Bill



**Click to
View**

Bea



**Click to
View**

Bob



**Click to
View**

