



SitOnIt • Seating™

# Project Spotlight

Broad Variety of SOI Products to be Found all Over Associa



## INSTALL FACTS:

**Sales Rep:** Carpenter-Smith Southwest

**Dealer:** Workplace Resource Group

**Time Frame:**

November 2013-January 2014

**Product:** Wit, Sona, Torsa, Prava, OnCall

## ABOUT THE PROJECT

Leader in real estate management, Associa, needed to outfit a 600-person call center, conference rooms, private offices and work stations. The company was looking for a variety of seating products and hoped to find a single source that could provide them with all the options – and on budget. The company contacted Mitch Walsh from Workplace Resource Group, to check pricing on a leading desk and seating manufacturer – and SitOnIt Seating competitor. But when Mitch heard the company's variety of needs, he knew SOI could meet all the company's need and beat the competitor's price.

## WHAT MADE THE DIFFERENCE?

Associa wanted to do a sit test and Mitch complied, bringing in various chairs from higher priced manufacturers. He also included a selection from SitOnIt Seating: Prava, Torsa, Wit and Amplify. The company kept the chairs for two weeks, allowing managers to get comfortable with the chairs in sit tests. The decision makers came back with their choice: SitOnIt Seating.

Associa liked the clean look of Prava in leather for the conference room. For the mahogany private offices where managers saw long work days, the company decided on Torsa in all black. Sona was placed in the company's small huddle rooms. Associa loved the mesh options available on Wit for the call center, and went with the chair in three different colors – green, blue and yellow – alternating every row to keep the room interesting. The company liked Wit's superior ergonomics and unbeatable price. OnCall in gray was perfect for break rooms.

Associa also liked that the SitOnIt Seating warranty was competitive with other top manufacturers – in fact, it's the best in the industry.

And the timing worked out perfectly. All 700 chairs were delivered on time on time over a period of two days.

## WHAT'S NEXT

With offices across the country, Associa will no doubt be looking to furnish more facilities. And as positive reviews of the SitOnIt Seating products come in, the company will be sure to revisit the collections.