

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



Challenges:

Florida Hospital had a feel and could vocalize their desired theme and colors, but needed professionals to design it, and give clear visual representations of the finished product previous to ordering.

Bidders for the project included a major manufacturer willing to sell direct. But the client was also aware that Nemschoff and IOA both have products better suited for their needs, and that CDS has significant experience working with both manufacturers

for other healthcare clients such as Morton Plant, Baycare, St. Anthony's, St. Joseph's, Winnie Palmer Hospital, and more.

Lastly, the decisions were made by committee. No decisions could be made until the committee could come together for "walking tours" at every stage of the project.

Solutions:

CDS presented furniture selections, finishes, textures, color recommendations and furniture-placement floor plans to the committee. Reps from IOA and Nemschoff walked the areas with the committee to see the other finishes in the space.

CDS went on numerous walking tours with a committee of laypeople to also review options and make decisions on vinyl tile, carpet, and paint. With our full range of product and services, we were able to give Florida Hospitals a complete "picture," and full confidence prior to ordering.

Products:



- Cities Seating
- Children's Furniture
- 2300 Seating
- Bariatric Seating



- Task Chair



- IOA Healthcare FLOW seating,



"Since the budget was accepted prior to actual color and fabric selections, it was a real challenge to make sure we stayed on budget as we went around and made the actual selections. A challenge we gladly took on and won." Annette Gabrelcik.



Florida Hospital

Industry:

Largest not-for-profit, Protestant healthcare organization in U.S.
43,000 employees
36 hospitals in ten states totaling over 6,300 beds
Serving nearly 4 million patients annually

Project Scope:

Initial lobby project
Emergency Waiting
Cath Lab Waiting
Pre-Op Waiting
Women's Waiting
Admitting Waiting
Heart Institute Waiting



Beyond Office Furniture. *Office Solutions.*

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