

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



### Challenges:

Lack of visual concept of completed project.

Plethora of options and variations makes difficult to pare down options.

Customer's concern over distance factor: Rockledge is apx. 90 minutes from Orlando office.

Achieving their specifications within allotted budget.

### Solutions:

Provided a specification binder by office, using 3-D photos and illustrations so client could visualize each office. For visual clarity, provided floor plan showing best use of space for all furniture proposed.

Frequent meetings with the client, bringing seating products to try on various occasions, being accessible and present.

Quality product offerings with competitive pricing.

### Products:

**HON**<sup>®</sup>  
Smart Now. Smart Later.

- 10500 Series desks



**Allsteel**<sup>®</sup>

- Concensys system



*"What really clinched the deal was when the general manager got a call from another beer distributor client in another county, also 90 minutes away from CDS, that said our service was great. CDS becomes totally involved in every project; it takes a lot of pressure off the client."* Doug Phillips



**Carroll Distributing Co**

### Industry:

Beer Distributor

### Project Scope:

Relocation to new offices  
Office Furniture  
Space Planning  
Rockledge, FL