



AUTOMOTIVE

# FURNISHING ENVIRONMENTS THAT **WORK**



800.999.0159  
[uiinteriors.com](http://uiinteriors.com)



**united**<sup>TM</sup>  
**interiors**

FURNISHING  
ENVIRONMENTS  
THAT **WORK**

# BACKGROUND

UI is aware of the unique needs of Automotive Dealerships. We are able to address concerns of quality, durability, maintenance, sustainability, and performance that are specific to the automotive industry, and recommend appropriate solutions.

## Client Experience

By value engineering your space, we help you enhance your clients' experience from the moment they walk through the door. We are a third-party compliant source, offering approved furniture at a portion of the cost.

## Expert Knowledge

As the leader in auto dealer furniture, we offer the following benefits: Substantial savings. Using blended furniture solutions, we are able to maximize our clients' budgets.

## Branding Standards

We offer alternative furnishings that comply with the dealerships established standards. No hassle compliance. We work with your designer/architect and send all chosen furniture out for approval to ensure your dealership meets all standards.

**Furniture alternates** For areas outside of customer view, we use back of house furniture alternates, which maintain design intent at a lower cost.

## Technology Services

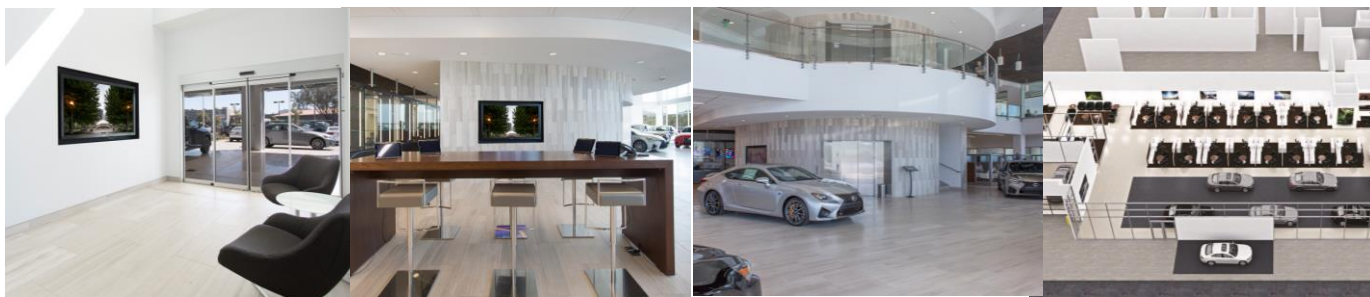
UI offers technology products and installation for the office and showroom areas. From digital signage to laptops and the capability to integrate future technologies. UI takes pride in providing innovative solutions that help you, your staff and customers exceed their objectives. We recognize the importance of environmental concerns and endeavors to follow the trend of facilities that are friendly to our planet. We are committed to retaining the integrity of your work and specifications on a project. UI takes great pride in providing innovative solutions that help you meet and exceed your objectives.

## Established

We've worked with many car dealerships in partnership with their furniture designer/architect.

Let us do the work so you can do what you do best. [Contact us for a complimentary consultation.](#)





# UNITED INTERIORS QUICK FACTS

- UI is a privately owned company in business for over 30 years
- Regional, State, National and Global projects
- Financial stability with company diversity. UI has 4 Divisions
  1. United Interiors
  2. UI Office Products
  3. UI Technology Services
  4. UI Document Solutions
- The WELL Building Standard™ Consulting & Project Management
- Tierney Management LLC a Certified Minority Business Enterprise
- Supporting the Automotive Dealer Industry
- 3 Southern California Showrooms  
Woodland Hills, Costa Mesa, DTLA (coming soon)
- Experts in our field with over 175 years of combined design, project management & sustainability experience
- Kimball Select Dealer | Commercial Dealer | Connection Dealer | Federal Government Dealer | State Contract Dealership
- 2 million+ square feet furnished around the world
- Your resource for any project



PORSCHE



# PROJECTS



“Every assignment is unique.  
The goal is consistent.  
Integrate sustainability,  
ergonomics, function,  
durability and aesthetics.”

- **Michael Cohen**  
President, United Interiors



Photo Lexus of Thousand Oaks  
Read more [www.uiinteriors.com](http://www.uiinteriors.com)

# CUSTOMER SNAPSHOT



Mercedes-Benz



PORSCHE



SUBARU®



## Selected Projects

Premier Subaru  
Premier Nissan  
Irvine BMW  
Foothill Ranch Mercedes Benz  
Mercedes Benz of Laguna Niguel

Premier Chevrolet  
Premier Chrysler  
Premier Chevrolet  
Premier Chrysler  
Premier Subaru  
Irvine BMW

Ontario Audi  
Walters Porsche  
Victory Chevrolet  
Victory Ford  
Premier Nissan

Ontario Audi  
Walters Porsche  
Victory Chevrolet  
Victory Ford  
Thousand Oaks Lexus  
Kemp Ford  
Sage Chevrolet  
General Truck  
Honda Financial Services



# PROJECTS



# PROJECTS

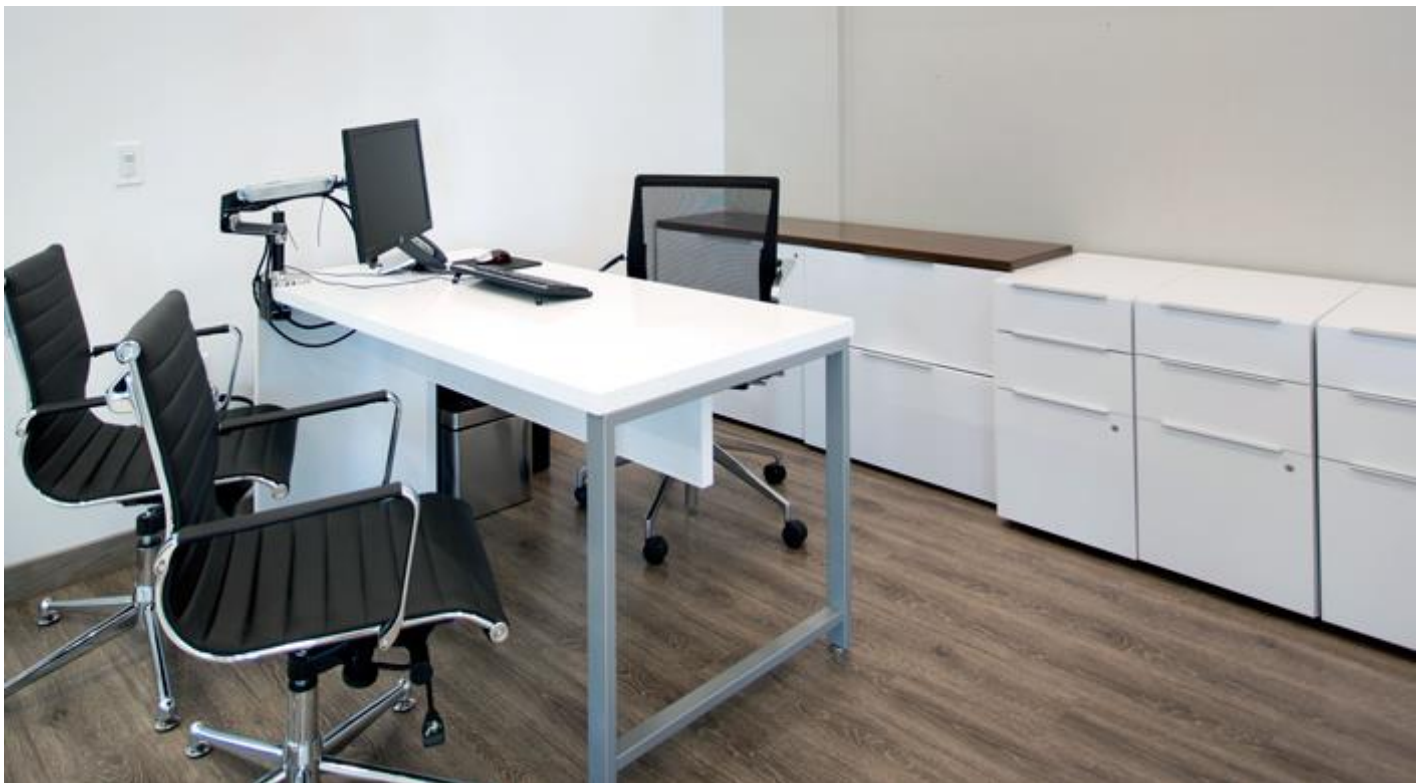




# PROJECTS



# PROJECTS





**Location**

All Dealerships in the  
Western Hemisphere

**Room Types**

Open Plan, Enclosed  
Offices, Ancillary Space,  
and Training

**Furniture Lines Used**

Kimball by Design, Priority,  
Xsite, Fluent, Poly, Itsa

**Dealer**

AFD Contract Furniture,  
Inc.

**Industry**

Automobile and Motorcycle  
Manufacturing

# BMW



Kimball® Office



## The Company

BMW is a German automobile, motorcycle, and engine manufacturing company founded in 1916. Similar to Kimball Office in its strong belief in sustainability and the preservation of resources, the two companies are also linked by a common goal to create products that are built with integrity and durability.

## Challenge

As their centennial anniversary approached (2016), BMW mandated—for the first time in their history—a design standard across every one of their showrooms.

So, when you're one of the world's most successful manufacturers of premium automobiles and motorcycles and are also known for incorporating the highest of standards and quality across all of your brands, to whom do you turn for office furniture when you begin a revolutionary rebranding of your distribution network?

Kimball Office, of course.

## The Win

We earned the opportunity (one of the largest furniture opportunities in North America in a number of years) over all of our major competitors by providing their leadership team with a personalized and very unique experience.



Challenge

“Once we received the custom specifications, it only took nine days for our team to design everything and produce a mock up,” said Adam Bedell, the Kimball Office Market Sales Manager who played a large role in courting BMW. “The BMW win is a true testament to what our company can do as a team when an opportunity of this size, scope, and stature presents itself.”

In a letter to our team to inform them that Kimball Office had officially been selected and awarded the contract to build and supply the new BMW Future Retail furniture, Don Chamberlain, Dealer Standards Manager at BMW of North America, said, “Due to your team’s hard work and dedication to meet and in many cases exceed our expectations, Kimball Office, undoubtedly, stand out as the clear choice to support and service our BMW Dealer organization.”



Solution



## Going the Extra Mile

Our team knew that this was going to be a highly competitive process and wanted to make the Kimball Office “experience” extremely special and unique for the BMW leadership team, particularly when it came to their onsite visit to our headquarters in our very German-rooted city of Jasper, Indiana.

“When we picked them up at the Louisville airport, we leased new BMW cars and had arranged with the valets to allow us to leave them in the pickup zone with engines running and doors open,” said Bedell. “So, the very first thing they saw was something with which they were extraordinarily familiar and comfortable. Our hope was that this would be a welcoming experience for them. Not only were they impressed, they repeatedly informed us that on all of the tours that they had been on, not once had anyone done anything like that.”

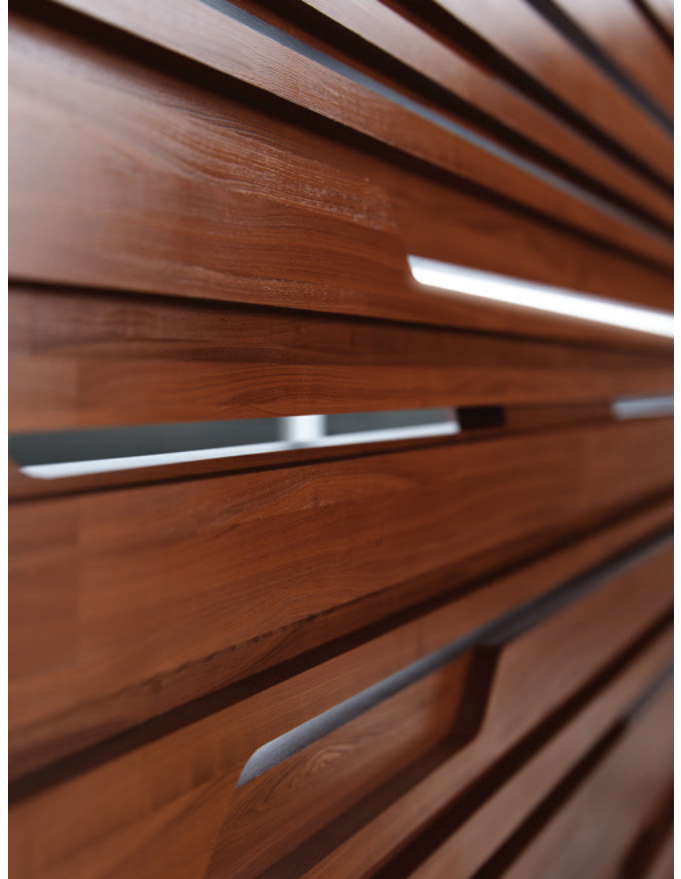
When the group arrived at our Jasper showroom, they were first greeted by the Mayor and discussed the City’s German heritage, as well as some Jasper ties to individuals on BMW’s leadership team. Our corporate team also greeted them, taking advantage of the opportunity to share the story of Kimball International’s German origins.

## Manufacturing Capabilities

The manufacturing capability of Kimball Office was of critical importance, as well. With a lead time that is one of the best in the industry and extensive manufacturing capabilities, we were best positioned to produce the large quantities necessary while also guaranteeing on time, every time delivery—clearly of great importance and significance to the BMW leadership team.

## Breadth of Product

The breadth of our product offering was tremendously important, as well. While the custom showroom furniture was of the utmost importance, it also opened a door for standard product (such as Scenario, Traxx and Tiles, etc.) in the back half of the showrooms.



Solution



## Sustainability

Our current and historical-industry leading sustainability efforts also played a role in our earning this project. For a number of years, BMW has been recognized as the most sustainable automotive manufacturer in the world--clearly, our feelings toward organizational environmental responsibility are shared.

## Elegance and Beauty

Aesthetically, they wanted the flow and feel of their dealerships to evoke emotions based upon elegance, beauty, and timelessness. We, very clearly, had the ability to manufacture furniture that was complimentary to the remarkable vehicles by which it would be positioned.

## Similar Heritage

Kimball Office's beginnings are firmly rooted in the German tradition and heritage that encompasses and surrounds our Jasper, Indiana, headquarters, ultimately, providing BMW with an overall peace of mind and assurance as to the quality of our product. Our pledge and promise of quality were imperative to the decision, as well. Quality is an inherent trait of BMW and they fully expected the same of their furniture.

## Solution

Realizing that the BMW dealerships are the company's most important touchpoints with customers, we knew that the furniture needed to reflect the BMW brand: elegant, strong, and beautiful. First impressions are crucial and it was imperative that our furniture parallel these reflections.

While pricing was, obviously, important to them, it was not the key differentiator. Ultimately, we separated ourselves from the competition by our product quality and ability to produce, our shared belief in sustainability, our customer service, and our ability and quality of design work.

"This sets a new benchmark not only for us and our brand, but for the automobile industry and the customer experience they provide in their dealerships," said Bedell.



Solution

# SERVICES

**United Interiors offers a wide variety of contract furnishing support services to keep you up to date, sustainable and increase your ROI.**



# SERVICES

## THE WELL BUILDING STANDARD™ CONSULTING & PROJECT MANAGEMENT

United Interiors' wellness team is made up of experts in ergonomics, sustainability, architecture and design, and product development. We help our customers choose the best furniture options to meet workplace wellness requirements and to satisfy WELL credits. They can also provide appropriate WELL documentation for any project typology.

## MOVE MANAGEMENT & INSTALLATION

Great care is taken to ensure that product is installed to specification, inspected for defects or damage, and debris removed from the jobsite. With 100,000 square feet of warehouse storage and 90 installers available to us, no project is too large or too small.

## RECONFIGURATION

Regardless of which furniture system you currently use, United Interiors can work with you to reconfigure the product to meet your changing needs. We will take a physical inventory of your product and provide accurate installation plans.

## STANDARDS PROGRAM

By utilizing a Standards Program you will achieve a consistent facility appearance. Optimize use of space, and save time and money. UI will work with you to develop standards that allow employees to transfer easily between departments by carefully planning workstation layouts to serve a multitude of job functions. A Standards Program can virtually eliminate reconfigurations, as well as the necessity for keeping costly product inventory on hand.

## WORKPLACE STRATEGY

By drawing from hundreds of business cases, we can offer you best practices which you can employ in your workplace. We help you develop the business case to secure executive approval to move your workplace project forward. Align your workplace to your mission, vision, business strategy and create a return on investment. **Read "Culture and workplace: Joining the dots" CORPORATE RE JOURNAL**, by Lori Tierney <http://uiinteriors.com/culture-and-workplace-joining-the-dots>

## LEASING

Financing allows you to make payments out of equipment earnings or production savings rather than using precious equity capital - you can use the furniture while conserving capital.

## COLLABORATION

Our collaborative project planning process will assist you in achieving the perfect solution for any aspect of your project. From finding a product mix to proposing customized solutions, UI works with you to find a comprehensive plan for your project, integrating ergonomics, function, financing, durability, and aesthetics.

## PRODUCT SPECIFICATION

United Interiors is committed to guiding you through this complex and sometimes confusing process, identifying products that are most appropriate to address your unique needs. Products we recommend meet the highest industry standards for durability, function, flexibility, and manufacturer warranty.

## FACILITIES PLANNING

Working with your architect, design firm, and/or facilities department we can develop accurate plans for every area of your facility. Furniture plans for new installations, reconfigurations, or facility relocations are developed to include panel, benching, component and casework details, along with electrical, telephone, data locations, and custom applications.

## CONTRACT ASSISTANCE

Often in the course of a project you may require the services of additional contractors and licensed professionals such as architects, electricians, and data cabling experts. We have developed working relationships with a number of highly reputable service providers that we would be happy to recommend to you. We are also in touch with additional resources to meet your not-so-technical needs, such as biophilia services, art, consultants, and others.

## PROJECT MANAGEMENT

Recognizing that the final phases of your project can be disruptive to your everyday business operations, United Interiors takes pride in its ability to plan, manage, and stage product delivery and installation. We are experienced in planning and coordinating efficient installations by communicating with key personnel – contractors, design firms, building management – and your staff. Comprehensive drawings and timelines are prepared for you to maximize communication and minimize disruption.

## TECHNOLOGY SERVICES

UI Technology Services experts are committed to custom installation technology solutions for when you require Network Cabling, Data Center, Fiber Optics, Audio Visual, Lighting and Network Services. We can handle every phase of your IT project. From conceptualization, through design and engineering, to installation and programming.

## CUSTOM DESIGN

When you need something special, United Interiors provides the solution. From rough ideas to specific requirements, the dedicated and experienced UI team offers dynamic alternatives and unique solutions. We work closely with you to provide exactly what's needed in image, price, and quality. We are pleased to tour you through custom designed projects.

## AFTERCARE

We pride ourselves on after sale servicing and face time with our clients. Making sure that our clients are happy long term is just as important as making sure all aspects of the project are complete on time and on budget at the end of installation.



# SERVICES



**United Interiors offers a wide variety of contract furnishing support and services to keep your company up to date, sustainable and increase your ROI.**

This includes but not limited to contract furnishing, sustainable design, document solutions, technology services and office products. Here is a select list of services that could be beneficial to your project.

WELL Building Standard™ Consulting ARC  
Consulting  
Architecture  
Art Consultation  
Asset Management & Barcoding  
Ancillary product design & support  
BREEAM Consulting  
City Permit Expedition  
Code Compliance  
Collaboration  
Construction Management  
Contract Assistance  
Custom Client Portal  
Custom Furniture Design  
Data Phone Cabling  
Energy Conservation  
Ergonomic Consultation  
Facilities Planning  
Feng Shui Consultation  
Flooring  
Furniture Cleaning  
Furniture Leasing  
Furniture Maintenance  
Furniture Refinishing  
Furniture Rental  
Furniture Reupholstering

Installation  
Interior Architecture  
I.T. Consulting  
I.T. Procurement  
I.T. Services  
LEED Consultation & Documentation  
Lighting Consultation/Circadian Lighting  
Living Building CHALLENGE  
Move Management  
Office Supplies Procurement  
Printing Systems Procurement  
Product Education  
Product Training and Support to End Users  
Design Team & Technical Specifications  
Product Specification  
Project Management  
Punchlist  
Reconfiguration  
Standards Program  
Storage  
Sustainability Design  
Title 24 compliance  
Training and Support Services - Aftercare  
Workplace Strategy

# SUSTAINABILITY SERVICES



## Tierney Management LLC

United Interiors Strategic Alliance Partner. Tierney Management LLC. A Certified Minority Owned Business. **TM** is a specialized consulting firm to help you build WELL Certified™ and sustainable real estate, manage your real estate and contract furniture projects. **TM** works closely with Delos. **TM** has executed over 50 local WELL Certified™ projects



## International WELL Building Institute™

WELL is the leading tool for advancing health and well-being in buildings globally. Register your office, building or other space to leverage WELL's flexible framework for improving health and human experience through design.



## Delos™

As the pioneer of Wellness Real Estate™ and founder of the WELL Building Standard™, Delos is transforming our homes, offices, schools and other indoor environments by placing health and wellness at the center of design and construction decisions. The Delos platform includes technology, consulting, research, design and innovative solutions for the built environment – creating spaces that nurture and promote human health and well-being.



## A SustainAble Production, LLC

is a woman owned, full-service, sustainability and wellness consulting firm based in Los Angeles, CA. ASAP provides an array of holistic consulting services including sustainable, regenerative, resilient and healthy design & construction; LEED certification; WELL certification; Corporate Social Responsibility Policies; eco-branding and marketing; public speaking and sustainable lifestyles & events.



For more info on sustainability and services visit [uiinteriors.com](http://uiinteriors.com)



**Kimball**  
Select Dealer

# Kimball®

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## Select Dealer



## United Interiors your Kimball Select Dealer

United Interiors is the first and largest Southern California **Kimball Select Dealer**. In addition United Interiors holds all of Kimball designations.

Since becoming a Kimball Select Dealer we have been recognized by Kimball for superior services and sales for the last 10 years.

United Interiors has been asked to participate on several advisory committees for Kimball Office. Most recently leading the Select Dealer New product Committee which lead to the creation of NARRATE by Kimball unveiled at the June Chicago 2017 Show.

United Interiors holds all of the authorizations from Kimball Office In addition to being a Kimball Select dealer. This allows us to provide service our clients no matter where they are located in the **world**.

### Kimball Office Select Dealer

Kimball Office's highest level of partnership with a dealership, representing Kimball Office as their leading product, insuring customers of the highest level of service and demonstrating exceptional value by integrating the vast array of products from the Kimball Office brand. We understand each client's unique requirements, and respond with the most appropriate facilities and furnishing solutions to ensure a delighted customer experience.

### Kimball Office State Contract Dealership

This is an authorized state contract Kimball Office dealer for the state of California.

### Kimball Office Federal Government Dealer

Authorized Kimball Office Federal GSA.

### Authorized Kimball Office Commercial Dealer

Kimball Office distribution partner providing office furniture solutions and assistance for business environments.

### Kimball Office Connection Dealer

The liaison between Kimball Office Selling Dealers and end users who are in different geographical locations. Kimball Office Selling Dealers work with a network of Kimball Office Connection Dealers so that end users can be confident that their projects will be professionally and consistently installed and serviced throughout the country.



# SELECT MANUFACTURES



**UI represents over  
100 manufacturers to meet  
Your project needs**

## **FURNISHINGS**

Kimball  
Kimball Learning  
Kimball Health  
Artemide  
Fontana Arte  
Hive  
Nelson  
Paloform  
District Millworks  
Keilhauer  
Loll Designs  
Magis  
Santa & Cole  
Seed  
Stonegate Designs  
The Senator Group  
Yellow Goat Design  
Allermuir  
Bernhardt  
Blu Dot  
Buzzispace  
Carolina  
Coalesse  
Doug Mockett  
Emu  
Hag  
Humanscale  
Key Largo  
Landscape Forms  
Metalarte  
Mezzo  
Nemschoff  
Pablo  
Spec  
Stylex  
Teak Warehouse  
TMC Kids  
Wieland

AIS  
Allseating  
Arcadia  
Berco  
Coalesse  
Creative Wood  
D-Tank  
Davis Edward  
Davis Furniture  
Dauphin  
Design Options  
Egan Visual  
Encore  
EOC  
ERG  
Falcon  
Fire King  
Fixtures  
Flexsteel  
Global  
Great Openings  
Hag  
Hale  
Harter  
HBF  
Humanscale  
ICF Group  
High Mark  
Seating  
Izzy Design  
Jofco  
**Kimball Office**  
**Kimball Health**  
**Kimball Learning**  
Kron  
Krug  
KT  
Laminates Plus  
Lane  
Leland  
Lowenstein

LUI  
Lumex  
Luxo Lighting  
Maispace  
Martin Branttrud  
Maxon  
Mayline  
National  
Nemshof  
Nesson  
Nevers  
Nova  
Nucraft  
Peter Pepper  
Plan Hold  
Richelieu  
Reimers  
Salman  
Sandler Schwab  
Shelby Williams  
Sitag  
Sitmatic  
Sit-On-It  
Smith Graphics  
Smith Metal Art  
Stylex  
Tab  
Tenex  
Thomasville  
Times 2 Files  
Tropitone  
Tuohy  
United Chair  
Versteel  
Via Seating  
Virco  
Vitra  
Watson  
West Coast  
Industries  
Woodtech  
Workrite  
Ergnomics

## **TECHNOLOGY**

HP Inc.  
HPE  
Toshiba  
Intel  
IBM  
Microsoft  
Cisco  
Optix Enterprise  
Google Jamboard  
Optix Pro  
Samsung  
Viewsonic  
LG  
Planar  
Vizio  
NEC  
Sharp  
Epson  
Casio  
Barco  
Christie Digital  
Da-Lite  
Draper  
Acer  
Canon  
Dell  
Hitachi  
InFocus  
Sony  
Polycom  
Plantronics  
Audio Technica  
Pyle  
Revolabs  
Logitech  
And more



## ABOUT KIMBALL

Kimball International is a company of makers – not just furniture makers - makers transcend one product type, and have skills to change with the cultural climate. Our parent company has always thought of itself as a materials expert first. That focus on competency has led to generations of success in multiple categories - and success for our customers. We believe in a culture of caring. We started as a family business in 1970 and maintain that spirit company-wide today. And we're just getting started.

The workplace isn't the space it was when we started in 1970. Our core values, quest for quality and heritage in craftsmanship are still at the heart of our business, but our definition of craftsmanship has evolved over time to include technology that enhances the quality and design of our product. Technology can drive us to find newer, better solutions we never thought possible.

Our complete product solutions create a sense of place where people can achieve all that's possible. Our desire to innovate drives us to engage with the broader design community outside our doors. As a world-class design company, we pride ourselves in being curious, forward-thinking, driven for results, and relentless in our pursuit of success.

Our ultimate goal is to provide relevant solutions that carry workplaces into the future. Together, with our partners, we will continue to anticipate changes in how people work and design solutions for a successful workplace.

# We are honored to be recognized by experts in the industry.

## 2015

Kimball International designated a Great Place to Work after completing a workplace and culture review by that organization.

## 2014

*Wish* and *Dwell*: Honorees in Interior Design's "BoY" (Best of Year) awards competition

*Wish*: Metropolis "Likes" award at NeoCon

## 2013

Indiana Governors Award for Environmental Excellence

## 2012

GSA Evergreen Recipient

## 2011

*Interstuhl Hero*: Furniture Industry Research Association (FIRA)

Ergonomics Excellence Award

Green Good Design Awards

## 2010

Green Good Design Awards

IDEM Environmental Stewardship Program Membership

Indiana Governors Award for Environmental Excellence

Idaho Pollution Prevention Champion Award

## 2009

*Interstuhl Fit*: Best of NeoCon Innovation award

*Hum. Minds at Work*: Good Design Award from The Chicago Athenaeum: Museum of Architecture and Design

LEED-CI Certified Gold Status for San Francisco Showroom

LEED –CI Certified Silver Status for Atlanta Showroom

## 2008

*Hum. Minds at Work*: Highest honors at the BeST Design Awards sponsored by the Designers Institute of New Zealand

*Hum. Minds at Work*: Silver Innovation Award from IIDEX/NeoCon Canada

*Hum. Minds At Work* and *Pura*: *Interior Design* magazine Green Star award for environmental excellence

*Hum. Minds at Work*: Citation of Excellence in the Workplace Productivity category from *Buildings* magazine

*Xsite*: Editors' Choice Product Pick from *Interiors & Sources* magazine

*Scenario*: Good Design Award from The Chicago Athenaeum: Museum of Architecture and Design Green Star Award from *Interior Design* magazine for our *Hum. Minds at Work*

EPA Smartway Certification for fuel savings and reduced emissions in shipments

LEED-CI Certified Silver Status, Jasper Headquarters location



ABOUT KIMBALL OFFICE



Kimball®  
Select Dealer



Partnering with thought-leaders keeps us on the forefront of the workplace transformation.

### Innovation with Technology

Dedicated to being one step ahead, Kimball is widely recognized for design excellence, leadership in technology, and sustainability.

Our solution-based designs intuitively integrate with technology. We believe environments should easily evolve as technology advances.

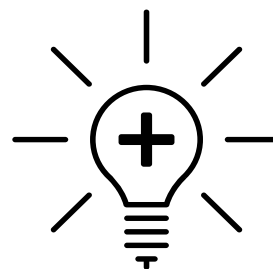
Our alliance with technology leaders continually improves our products and our processes enabling us to serve your needs for years to come. Our technology savvy product applications, custom capabilities, and our “can do” attitude makes every idea a solid reality.

### Thought Leadership

When you choose Kimball Office you align with Brilliant Partners in our diverse, global, and industry leading partner network. Research and development linked with energy management and advancing technologies enables our innovative solutions.

Blending technology with materials, using state-of-the-art techniques like 3D printing and dye sublimation advances our results.

Together, with our partners, we continue to anticipate changes in technology and resulting effects to how people work.

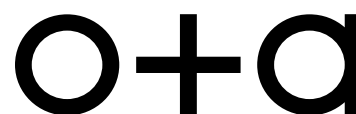


**BRILLIANT  
PARTNERS™**

Kimball®Office



**ShareDesk**



INNOVATION

## A network of innovators and ideas keeps us on the leading edge.

### IIDA / Corporate Member

The International Interior Design Association (IIDA) is a professional networking and educational association committed to enhancing the quality of life through excellence in interior design and advancing interior design through knowledge.

### IFMA / Corporate Sustaining Member

The International Facility Management Association (IFMA) is a not-for-profit, incorporated association that spots trends, conducts research, provides educational programs, and assists corporate and organizational facility managers.

### ASID / Industry Partner

The American Society of Interiors Designers (ASID) is a nonprofit professional society representing interior designers and the interior design community. ASID promotes professionalism in interior design services and products specified for the workplace.

### BIFMA / Member

BIFMA International is a not-for-profit trade association of furniture manufacturers and suppliers addressing issues of common concern. It serves the North American office and business furniture manufacturing industry as an information resource and industry advocate.

### OFDA / Member

The Office Furniture Dealers Alliance (OFDA) is the leading organization representing office furniture dealers and recyclers. It furnishes members with education and training, research and information, advocacy, and networking opportunities to make them more effective.

### USGBC / Member

The U.S. Green Building Council (USGBC) is a National nonprofit organization that defines “green” building designs and develops the Leadership in Energy and Environmental Design rating system (LEED). Members consist of various trade organizations.



INNOVATION

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