

FEATURES

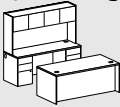
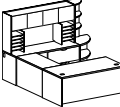
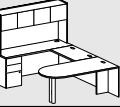
BENEFITS

FEATURES & BENEFITS

Wide Variety of Shapes and Sizes	Allows creative and efficient space planning
Curvilinear-Shaped Worksurfaces	Provide interest and functional workspace
High-Pressure Laminate Tops in 17 Standard Color Options with Custom Color Option	Give design latitude and commercial-grade surfaces
3mm Edge	Stylish, durable edge in a selection that matches standard top colors
Desks with Recessed Modesty Panels	Provide executive configuration options
Connecting Bridges and Returns	Attach directly to adjacent worksurfaces meaning no side panels to interfere with leg movement or add unnecessary product cost
Side-Pull Pedestals with Optional Drawer Pulls	Allows the user to choose a clean or traditional drawer front appearance
3/4 or Full Height Modesty Panel Options (Certain Models)	Suit individual user requirements and provide easy access to wall outlets
Optional Power/Data Module	Provides access to power and data outlets
Reception Centers and Session Conference Tables	Complete office requirements
Corner Bookcases and Hutch Pidgeonholes	Add distinctive style and extra storage space
ANSI/BIFMA Certified	Gives a competitive edge to the dealer in specs plus a safer work environment for users

Competitive Analysis

Unity™

	ABCO Unity	*HON 10500	Global Adaptabilities	Lacasse 400E
Configuration #1 List Price (B/B/F Configurations) List Price (B/F Configurations) 	\$3,926 \$3,706	\$3,588 \$3,050	\$3,576 \$3,040	\$3,340 \$2,940
Configuration #2 List Price (B/B/F Configurations) List Price (B/F Configurations) 	\$4,594 \$4,539	\$4,021 \$3,896	\$4,866 \$4,731	\$4,415 \$4,315
Configuration #3 List Price (B/B/F Configurations) List Price (B/F Configurations) 	\$2,817 \$2,763	\$2,517 \$2,310	\$2,921 \$2,803	\$2,745 \$2,645
Average Difference from Unity™ (B/B/F Configurations)		- 11%	0%	- 7%
Average Difference from Unity™ (B/F Configurations)		- 16%	- 4%	- 10%

Top Colors	4 Solids 7 Woodgrains 6 Patterns	3 Solids 5 Woodgrains 8 Patterns	3 Solids 7 Woodgrains 1 Pattern	10 Solids 11 Woodgrains 3 Patterns
Top Material	1 1/4" High-Pressure Laminate	1 1/8" Thermofused Melamine	1" Thermofused Melamine (Optional High-Pressure Laminate)	1" Thermofused Melamine
Edge Treatments	17 3mm (Color Choice)	8 3mm (No Patterns; Colors (Pre-Determined))	11 3mm (Colors Pre-Determined)	24 2.5mm (Colors Pre-Determined)
Grommets	Standard in Top; Standard in End Panels (Except Desks); N/A in Modesty Panels	Standard in Top; N/A in End Panels; One Grommet in Credenza Modesty Panel	Optional in Top; N/A in End Panels; Optional in Some Modesty Panels	Standard in Some Tops/Optional in Others; Optional in End Panels; Optional in Modesty Panels
Modesty Panels	Full Height 3/4 Height	Full Height	Full Height 3/4 Height	Full Height 3/4 Height
Modesty Panel Material	3/4" Thermofused Melamine	1" Thermofused Melamine	1 1/16" Thermofused Melamine	1" Thermofused Melamine
End Panel Material	1" Thermofused Melamine	1" Thermofused Melamine	1" Thermofused Melamine	1" Thermofused Melamine
Drawer Pulls	Optional on Built-In Pieces; Standard on Some Freestanding/Floating Pieces	N/A on Built-In Pieces; Standard on Freestanding/Floating Pieces	N/A on Built-In Pieces; Standard on Freestanding/Floating Pieces	Standard Full-Length Pull on Some Freestanding/Floating Pieces
Hutch Configurations (Flipper Door/Open/Swing Door)	Yes/Yes/Yes	No/Yes/Yes	No/Yes/Yes	No/Yes/Yes
Reception Centers	Yes	Yes (Transaction Counters)	Yes (Transaction Counters)	Yes
Power/Data	Optional Power/Data Module; Modular Electrical System	N/A	Optional Power Block	Optional Power/Data Module

*Arc Desks were used for HON B/B/F Configurations #1 and #2.