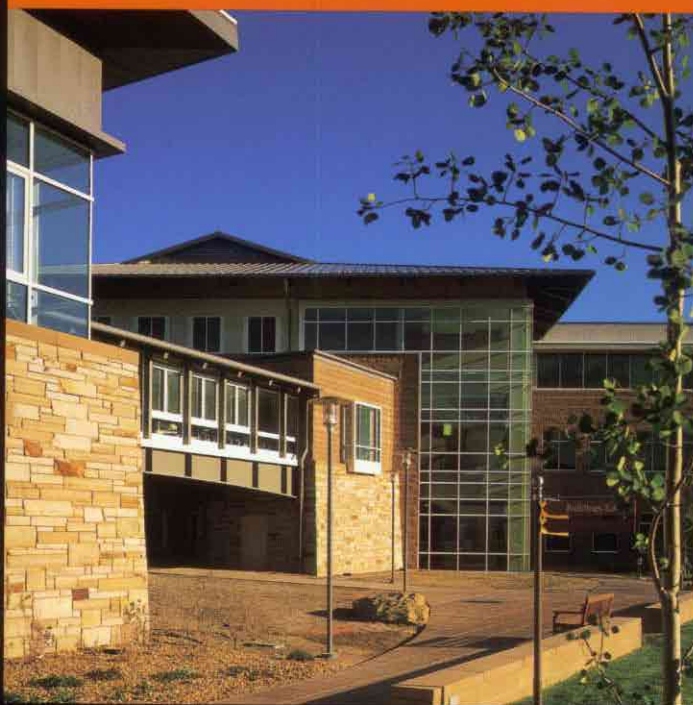


Case History

Sun Microsystems Campus

Broomfield, Colorado



KI Furniture:

Flexible WorkSpace™ System

700 Series® Storage

Perry® Seating

Piretti 2000® Seating

Constant change keeps the products and services of Sun Microsystems on the leading edge of technology and innovation. In preparation of opening four new campuses, Sun decided to revisit its furniture standard to find a solution that would support constant change. ■ Sun conducted an internally developed research project to outline organizational objectives and define the design criteria for HOK Consulting, the architect for the campuses. The project revealed the needs of the office had changed - collaboration was vital to innovation. A decision was made to decrease the office footprint from 8x12 to 8x10, reallocating the real estate for teaming areas. Design criteria outlined a new furniture standard:

- Flexible and movable product, including panels and furniture, to support individual and collaborative tasks.
- A minimum number of components that can be used in both open-plan and private office settings.
- User control of the environment, including movable panels, mobile storage and height-adjustable mobile tables, allowing users to customize space according to work needs.
- Low cost of ownership.
- Increased worksurface space in a smaller footprint.
- Aesthetics in line with Sun Microsystems' culture.



Sun asked seven furniture manufacturers to present solutions for the set criteria. KI teamed with Niels Diffrient to develop a Market-of-One™ furniture solution for this customer. Working closely with Sun's Real Estate team and HOK, the KI design team and Diffrient developed a new product concept. ■ The Flexible WorkSpace™ system directly addressed Sun's needs with three main elements:

1. power and data separation
2. flexible, movable lightweight panels
3. freestanding mobile tables and storage



Power Tower® columns route power and data, keeping panels and tables wire-free. These columns help simplify reconfiguration and allow panel movement. Flexible panels provide privacy, delineate team areas or disappear altogether to facilitate communication. Freestanding tables with ergonomic, curvilinear shapes offer increased worksurface in a reduced footprint. Height adjustability and mobility accommodate a variety of users and tasks, while Diffrient's tripod base design provides maximum leg clearance.



Today, Sun employees use the various features of the Flexible WorkSpace™ system to customize both their individual and group work areas, and have also expressed approval regarding the product's aesthetics. ■ "We specified KI because it provided us with the best product for the best value and KI was committed to doing whatever it took to gain and maintain the business over the long haul," Dan Whisenhunt, Sun's director of campus development said. "The physical features of a product are one thing, but knowing you have this kind of backing is another." ■ Sun honored KI with its 1999 Supplier Performance Award, given for performance that "surpassed all others in cost-effectiveness, quality, availability and time-to-market." Stated Steve Smith, global supplier manager who supports Sun's Workplace Resources Group, "KI has been Sun's standard supplier for furniture across the country for close to seven years, providing support, flexibility and a quality product. Sun's real estate team is very active; if suppliers can keep up with our ever-changing environment, they're doing great." ■ With low installation and reconfiguration costs, the Flexible WorkSpace™ system surpasses traditional systems furniture with its flexibility in reconfiguration, space compression and expansion possibilities. The Flexible WorkSpace™ system is an innovative solution for flexibility, mobility, technology integration and wire management challenges facing technology/fast-growth companies - especially those with high-churn environments.





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