




# ABCO Smart Solutions

	FEATURES	BENEFITS
<b>FEATURES &amp; BENEFITS</b>	12 Top Shapes	Provide virtually unlimited configuration possibilities
	Choice of Thermofused Melamine or High-Pressure Laminate Top Material	Provides two price point options – thermo-fused melamine for value or high-pressure laminate for durability
	Four Flexible Table Mechanisms – Fixed, Shared, Folding and Tilt	Provide reconfiguration possibilities and free up space
	Arch, T- and Post Base Styles	Matches any budget and stylistic need
	Extensive Edge Treatment Selection	17 colors in 3mm and four colors in Smooth, Fluted or Single Groove T-Mold give great design latitude
	Variety of Finishes	17 top colors and seven paint finishes provide design flexibility
	Epoxy Powder Coat Painted Bases	Provide durability and resist scratches and mars
	Perforated Metal or Thermofused Melamine Modesty Panels	Offer attractive solutions to modesty requirements
	Smart Seating	Smart Seating Trainers and Smart Seating Stackers are the perfect complement to Smart Tables
	Matching Accessories	Complete room requirements
	Optional Casters	Provide mobility and flexibility to fit different spaces and changing needs
	Optional Wire Management	Channels cords horizontally and vertically
	Optional Power/Data Module	Provides access to power and data outlets
	Table Truck	Provides storage and easy mobility of folding or fixed/shared base tables
	Ganger Kit	Allows ease of reconfiguration
ADA Height Compliant Post Bases	Meet ADA guidelines	
ANSI/BFMA Certified	Gives a competitive edge to the dealer in specs plus a safer work environment for users	

# Competitive Analysis


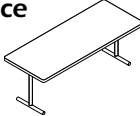

# ABCO Smart Solutions Arch Base Smart Tables®

	ABCO Smart Tables	HON Perpetual	Mayline/Tiffany Talon
<b>24" x 48" Rectangle List Price</b> 	\$526	\$722	\$460
<b>24" x 72" Rectangle List Price</b> 	\$549	\$822	\$583
<b>24" x 60" Trapezoid List Price</b> 	\$517	\$832	\$471
<b>Average Difference from Smart Tables® (TFM Tops)</b>		49%	-5%

<b>Top Colors</b>	4 Solids 7 Woodgrains 6 Patterns	0 Solids 4 Woodgrains 4 Patterns	0 Solids 1 Woodgrain 1 Pattern
<b>High-Pressure Laminate Top Option</b>	Yes	Yes	Yes
<b>Thermofused Melamine Top Option</b>	Yes	No	No
<b>Thermoform Top Option</b>	No	Yes	Yes
<b>Edge Treatments</b>	4 Smooth T-Molds 17 3mm 4 Fluted T- Molds (HPL Tops) 4 Single Groove T-Molds (HPL Tops)	1 Smooth T-Mold 7 2mm (Colors Pre-Determined)	1 Smooth T-Mold
<b>Shapes</b>	Rectangle Radius Rectangle Trapezoid Half Round Crescents (HPL Tops) Waves (HPL Tops) Arc (HPL Tops) Wedges	Rectangle Round Square Oval Trapezoid Half Round Concave Wedges Rectangle Conference Bridge Corner	Rectangle Trapezoid Crescent (Arc)
<b>Modesty Panels</b>	Thermofused Melamine Perforated Metal (Fixed/Shared Tops)	Extruded Aluminum Frame Surrounding Translucent Twin Wall	Metal Bars
<b>Stationary Base Mechanisms</b>	Fixed Shared Folding Tilt	Fixed (Conference, Round and Square)	N/A
<b>Mobile Base Mechanisms</b>	Fixed Shared Folding Tilt	Fixed	Folding/Tilt Adjustable Height Folding/Tilt
<b>Paint Finishes</b>	7	1 (White Aluminum)	1 (Black)
<b>Wire Management</b>	Optional Grommets; Optional Horizontal and Vertical Wire Management Channels	Standard Grommets in Certain Shapes; Optional Horizontal and Vertical Wire Management Channels	N/A

# Competitive Analysis

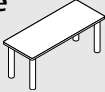
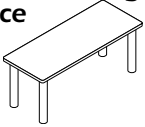

# ABCO Smart Solutions T-Base Smart Tables®

	ABCO Smart Tables	Global ConneCTables	KI Portico Plus
<b>24" x 48" Rectangle List Price</b> 	\$436	\$436	\$511
<b>24" x 60" Rectangle List Price</b> 	\$450	\$499	\$557
<b>24" x 48" Trapezoid List Price</b> 	\$408	\$444	\$459
<b>Average Difference from Smart Tables® (TFM Tops)</b>		7%	18%

<b>Top Colors</b>	4 Solids 7 Woodgrains 6 Patterns	5 Solids 9 Woodgrains 1 Pattern	6 Solids 6 Woodgrains 18 Patterns
<b>High-Pressure Laminate Top Option</b>	Yes	No	Yes
<b>Thermofused Melamine Top Option</b>	Yes	Yes	No
<b>Thermoform Top Option</b>	No	No	No
<b>Edge Treatments</b>	4 Smooth T-Molds 17 3mm 4 Fluted T- Molds (HPL Tops) 4 Single Groove T-Molds	6 Smooth T-Molds	4 3mm 30 Self 30 Built-Up Self Red Oak Wood Built-Up Red Oak Wood
<b>Shapes</b>	Rectangle Radius Rectangle Trapezoid Half Round Crescents (HPL Tops) Waves (HPL Tops) Arc (HPL Tops) Wedges	Rectangle Square Trapezoid Crescent (Arc) Quarter Round/Wedges Half Round Extended Half Round (Radius Rectangle)	Rectangle Trapezoid Crescent (Arc) Half Round Quarter Round (Wedge) Racetrack (Oval) Boat Shape
<b>Modesty Panels</b>	Thermofused Melamine Perforated Metal (Fixed/Shared Tops)	Black PVC	N/A
<b>Stationary Base Mechanisms</b>	Fixed Shared Folding Tilt	Fixed Shared Tilt	Fixed Folding
<b>Mobile Base Mechanisms</b>	Fixed Shared Folding Tilt	Fixed Shared Tilt	Fixed Folding
<b>Paint Finishes</b>	7 (Plus Chrome)	7 (Plus Chrome)	6 (Plus Chrome)
<b>Wire Management</b>	Optional Grommets; Optional Horizontal and Vertical Wire Management Channels	Optional Grommets; Optional Horizontal Wire Management Channel	Optional Grommets; Optional Horizontal and Vertical Wire Management Channels

# Competitive Analysis

# ABCO Smart Solutions Post Base Smart Tables®

	ABCO Smart Tables	HON Basyx	Mayline/Tiffany Encounter
<b>24" x 48" Rectangle</b> <b>List Price</b> 	\$348	\$238	\$326
<b>24" x 72" Rectangle</b> <b>List Price</b> 	\$371	\$274	\$436
<b>24" x 48" Half Round</b> <b>List Price</b> 	\$349	\$242	\$272
<b>Average Difference from Smart Tables® (TFM Tops)</b>		-29%	-3%

<b>Top Colors</b>	4 Solids 7 Woodgrains 6 Patterns	5 Solids 4 Woodgrains 1 Pattern	0 Solids 1 Woodgrain 1 Pattern
<b>High-Pressure Laminate Top Option</b>	Yes	Yes	No
<b>Thermofused Melamine Top Option</b>	Yes	No	Yes
<b>Thermoform Top Option</b>	No	No	No
<b>Edge Treatments</b>	4 Smooth T-Molds 17 3mm 4 Fluted T- Molds (HPL Tops) 4 Single Groove T-Molds (HPL Tops)	6 Smooth T-Molds	1 Smooth T-Mold
<b>Shapes</b>	Rectangle Radius Rectangle Trapezoid Half Round Crescents (HPL Tops) Waves (HPL Tops) Arc (HPL Tops) Wedges	Rectangle Trapezoid Half Round Crescent (Arc)	Rectangle Half Round Crescent (Arc)
<b>Modesty Panels</b>	Thermofused Melamine Perforated Metal (Fixed/Shared Tops)	Fabric	Perforated Metal (Standard)
<b>Stationary Bases</b>	Fixed ADA Height Fixed	Fixed	Fixed
<b>Mobile Bases</b>	Fixed ADA Height Fixed	Fixed	N/A
<b>Paint Finishes</b>	7	2	1
<b>Wire Management</b>	Optional Horizontal and Vertical Wire Management Channels	Optional Grommets; Optional Horizontal and Vertical Wire Management Channels	N/A