

COLUMBUS BUSINESS FIRST

topic:

How can I maximize my furniture investment?

advice:

Furniture is a large investment so it's critical to think about the entire furniture lifecycle when you're thinking of buying. Whether it's moves/adds/changes, reconfigurations, ongoing maintenance and repair, inventory management or storage make sure you're asking the right questions to help you maximize your dollars.

Some key considerations are:

1. Can your service provider support all product manufacturers across the entire lifecycle (plan, acquire, operate/maintain and reuse/recycle/dispose)?
2. Find out if your provider has technology-driven tools (e-procurement, service management/work order and client portal) so you can have real time information when you need it.
3. Does your provider have inventory and asset management capabilities? Can they perform this service locally and nationally for you? If you are a multi-location, complex organization, many times this is beneficial.
4. Find out if your provider has space planning, design and moving planning expertise. They can make the best use of your space and propose the right solutions to meet your business goals.
5. Do you currently have old furniture you wish to remove or refurbish? Some service providers will buy back your old furniture or refurbish it.
6. Consider long-term maintenance and repair. Find out if your furniture partner can provide ongoing maintenance and assist with warranties and claims when no longer covered.

It is important to think long-term and about optimizing costs across the entire lifecycle when making your investment decisions.



KYLE JOHNSON
PRESIDENT & COO

Continental Office
kjohanson@continentaloffice.com
614.384.4495

