

A modern office interior featuring a curved white desk with a long, low profile. A row of five yellow armchairs is positioned along the desk. In the foreground, a glass vase with pink peonies sits on a white surface. The background shows large windows and a glass-walled room. The text "Market Trends 2017" is overlaid on the right side of the image.

Market Trends 2017

The Big Picture

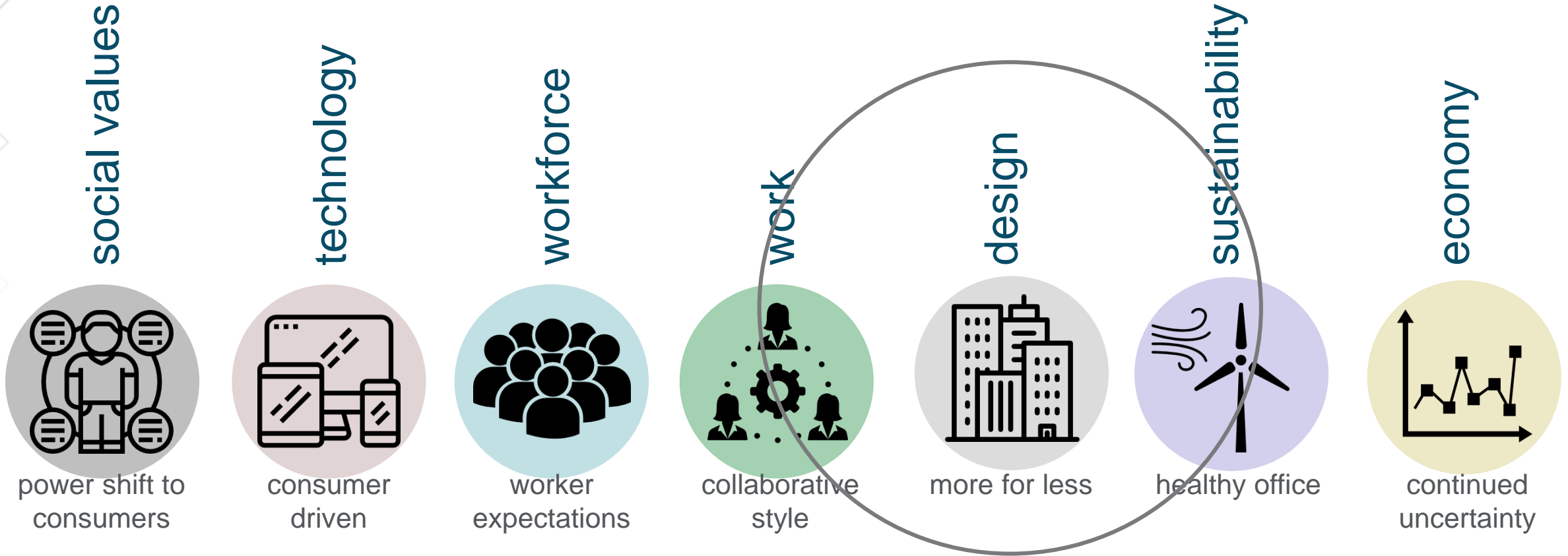


Wellness

Choice

Technology

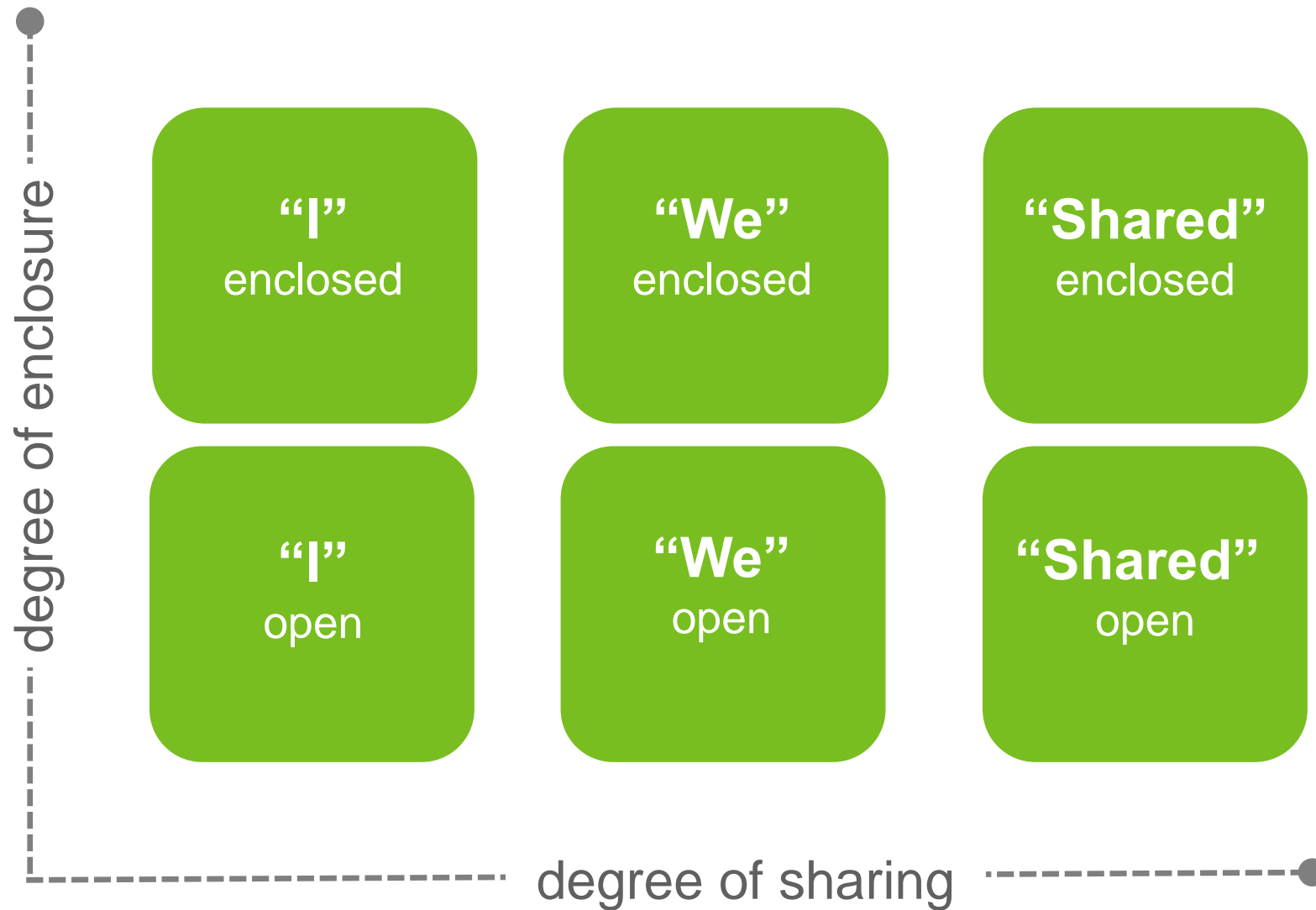
The Big Picture | Environmental Changes



The Small Picture | Industry Trends

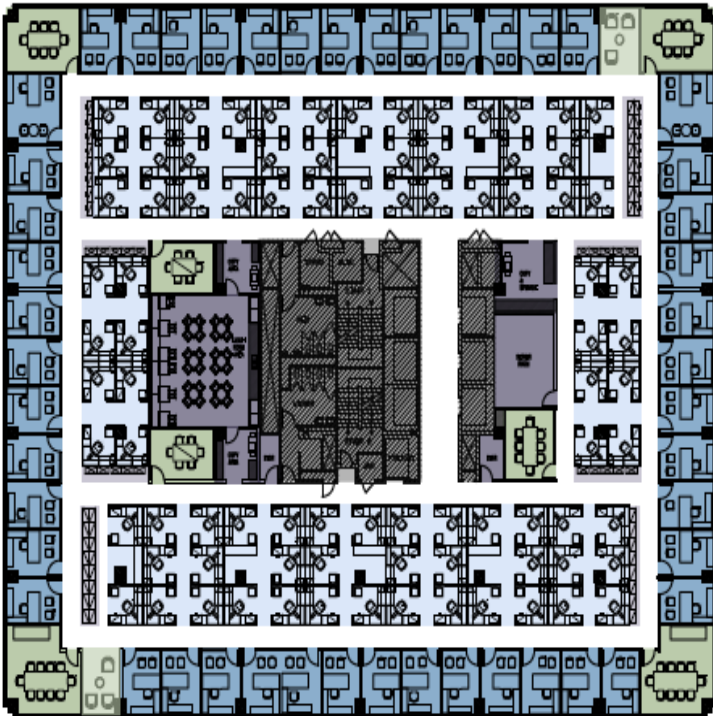


Workplace Wellness | Evolving Allocation

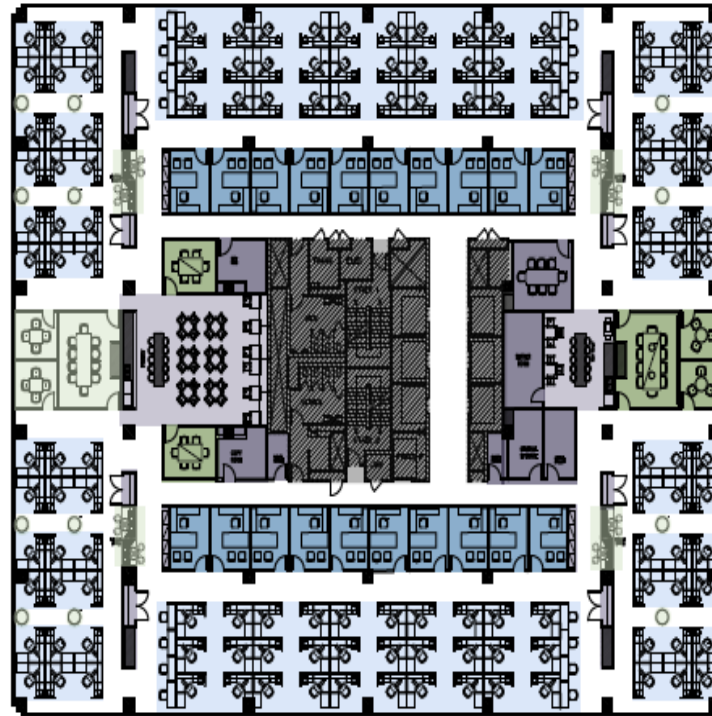


Workplace Wellness | Evolution Of Open Spaces

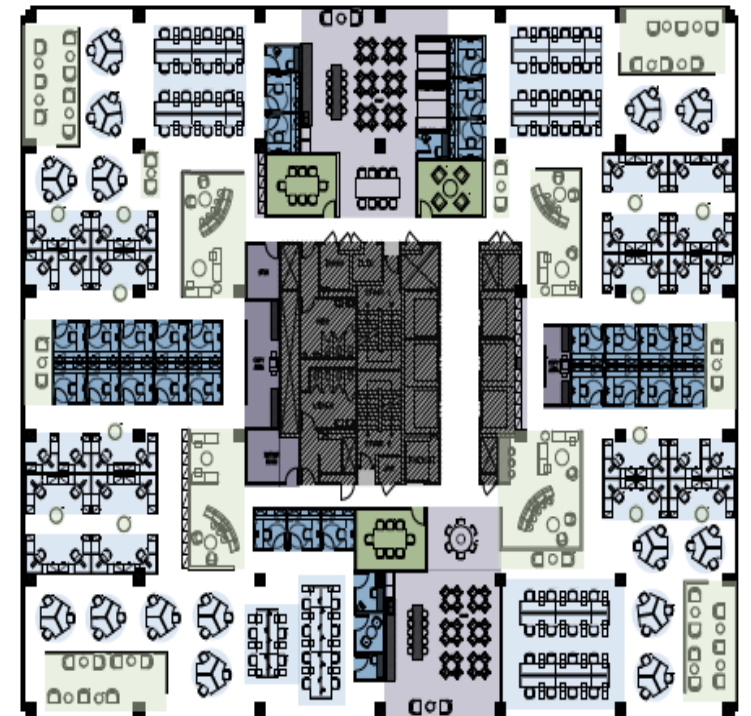
Status-based



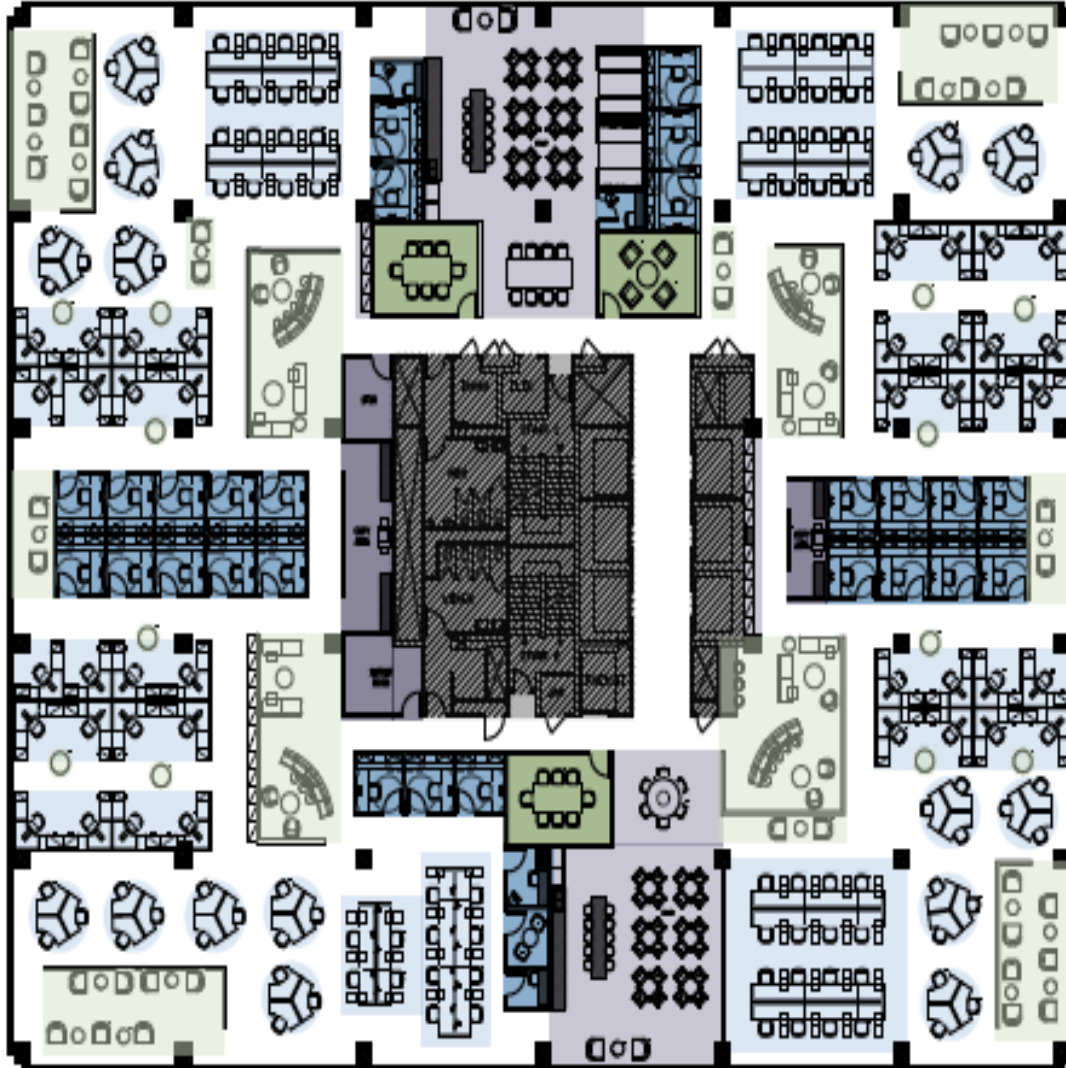
One-size-fits-all



Activity-based



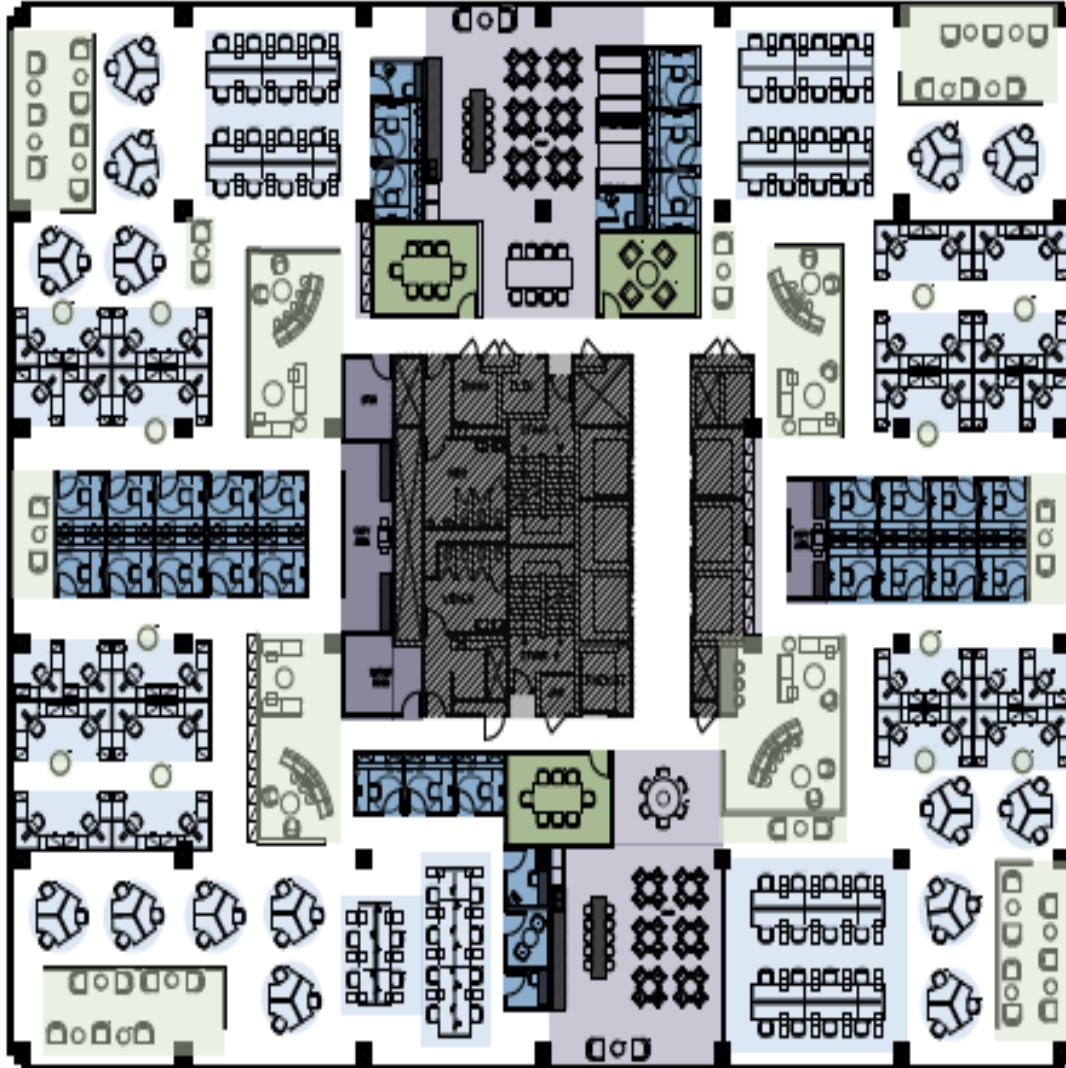
Workplace Wellness | Open Spaces



Activity Based Floor Plan



Workplace Wellness | Shrinking Spaces



Activity Based Floor Plan

Usable
square
feet (USF)
per seat:



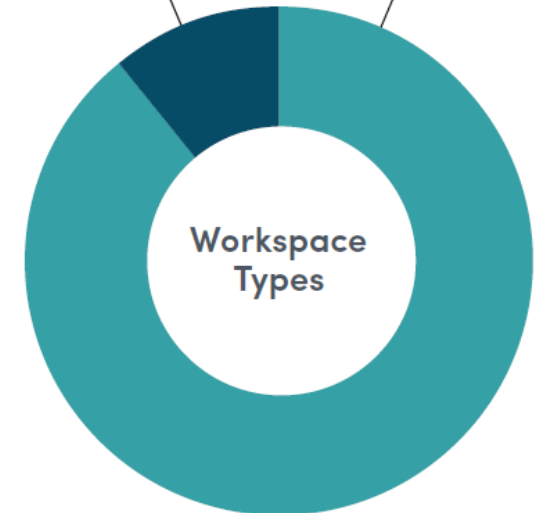
HIGH
220

AVERAGE
142

LOW
95

Enclosed
Workspaces
AVERAGE
11%

Open
Workspaces
AVERAGE
89%



Power Of Choice



Power Of Choice | Alternative Seats



Casual work, café seating, informal meetings



Free of visual and auditory distraction



Open or enclosed meant for teamwork



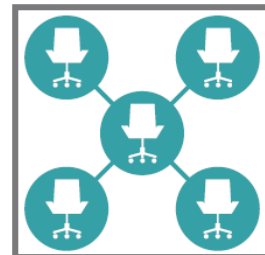
Power Of Choice | Alternative Seats



Casual work, café seating,
informal meetings



Power Of Choice | Alternative Seats



An area for
teamwork,
open or
enclosed

Power Of Choice | Alternative Seats



Free of visual and auditory distraction



Power Of Choice | Alternative Seats



Heads down



Team meeting



Technology



Technology | Time For Trivia

In what year was the laser printer invented?

a. 1963

b. 1969

c. 1971



Technology | Time For Trivia

When was the first Personal Computer (PC) introduced?

a. 1974

b. 1981

c. 1986



Technology | Time For Trivia

How much did the portable computer weigh in 1989?

a. 16lbs

b. 8lbs

c. 23lbs



Technology | Time For Trivia

Anyone want to guess how much it cost?

a. \$3,400

b. \$5,600

c. \$6,500



Technology | Time For Trivia

What year did the first iPad come out?

a. 2010

b. 2008

c. 2004



Technology | Time For Trivia

Past To Present

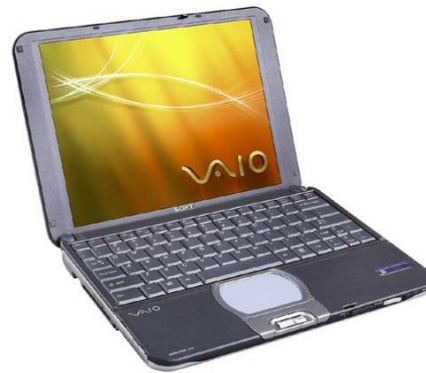
1981



1989



2000



2010



2013



2017



What is Passive Technology



Integrated In Furniture

Variation

Ease Of Use



Attract and Retain | Sense Of Community

HON



“Work life balance is dead and is being replaced by work life integration.”

- Jacob Morgan

Attract and Retain | Survey Says

40%

Burnt Out

35%

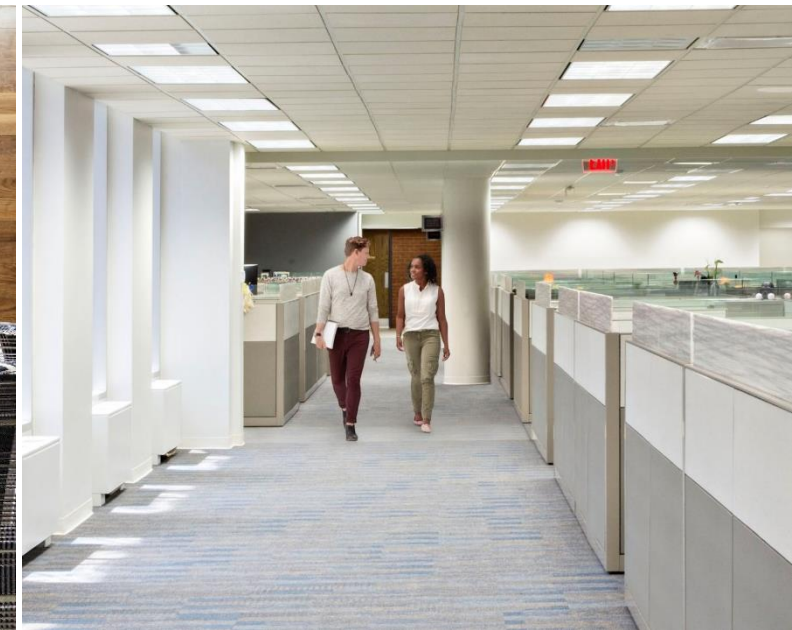
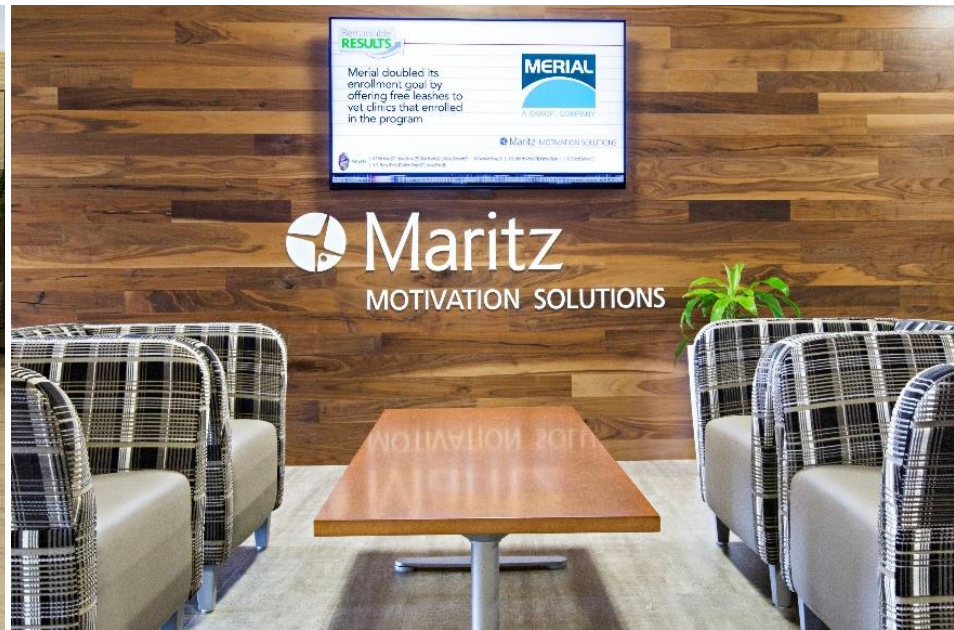
Productive
Elsewhere

36%

Inspired By
Their Space

Attract and Retain | Connection

FROM HIDDEN TO HELLO



Network_____

Meet_____

Communicate_____

Attract and Retain | Connection



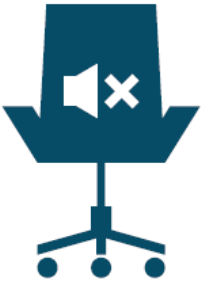
Maritz Details

Location: St. Louis, Missouri
Project Type: Corporate
Square Footage: 118,796 sq. ft.

Attract and Retain | Multi-Purpose



Café Style Chairs



No Visual Distraction



Conference Table




Maritz Details

Location: St. Louis, Missouri
Project Type: Corporate
Square Footage: 118,796 sq. ft.

Bottom Line | Price Point



Market Trends 2017



**Workplace Wellness
Power of Choice
Technology
Attract and Retain
Price Point**