



# ancillary<sup>IS</sup> responsible

AN INSPIRING LOOKBOOK FOR HHI

# welcome



The **Healthier Hospitals program** is a call-to-action for an entire industry. It is an invitation for health care organizations across the country to join the shift to a more sustainable business model, and a challenge for them to address the health and environmental impacts of their sector.

This Lookbook was created with care to serve as an **inspirational resource** as you develop visions for your clients' spaces that meet the Healthier Hospitals Initiative.

We want to be your partner in helping you select, procure and deliver ancillary solutions to your clients, and we hope you find the Lookbook helpful and inspiring!

## specification key

Look for these symbols on each manufacturer page:



**Products are officially approved by HHI**  
(according to <http://www.healthierhospitals.org/>)



**Products can comply with HHI upon request**

## valuable resources

In order to bring you the most value, we have included the following resources:

### **Linked Warranty Index**

The first index is alphabetical by manufacturer. Steelcase partners are bolded, and colored icons indicate the warranty coverage period for each vendor. Click on the manufacturer to view its corresponding page in the Lookbook.

### **Linked Category Index**

The second index is sorted by product category, so that you can easily refer to vendors by the categories below. Click on the manufacturer to jump to that page in the Lookbook.

*Casework / Panels / Seating / Storage / Systems / Worksurfaces / Work Tools*

### **Website Links**

To provide easy access to each manufacturer, their logos are linked to their respective pages on the HHI website.

## web tools

We have several sophisticated online tools to help you specify ancillary solutions, Steelcase Marketplace, Design Public Group, My Resource Library and our Residential Workplace Lookbook. You can learn more about them on page 5.

## questions?

[Find your local rep here and connect with us.](#) We are happy to help!

We understand that COVID-19 has dramatically impacted all businesses. Please reach out to us for help selecting vendors that can best support you at this time.

# indexes

## warranty index

### legend

- Warranty 5-10+ years
- Warranty 1-4 years
- Warranty ≤1 year
- None
- ★ Info not available

### **Bold = Steelcase Partner**

Our direct relationship with Steelcase provides the highest quality products, integrated procurement and delivery systems, onsite service and the best warranty in the industry.

- 9 to 5
- Allermuir
- **AMQ**
- Andreu World
- Arcadia
- ★ Arper
- Bernhardt
- Bright
- Carolina
- **Coalesse**
- Davis
- Emeco
- Global
- HBF
- Hightower
- IoA
- Keilhauer
- Koleksiyon
- National
- OFS
- **Steelcase**
- **Steelcase Health**
- The Senator Group
- Three H
- **Turnstone**
- Versteel
- West Coast Industries
- Wilkhahn

## category index

### casework

National  
**Steelcase**  
Three H

### panels

National  
**Steelcase**  
Three H

### seating

9 to 5  
Allermuir  
**AMQ**  
Andreu World  
Arcadia  
Arper  
Bernhardt  
Bright  
**Coalesse**  
Davis  
Emeco  
Global  
HBF  
Hightower  
IoA  
Keilhauer  
Koleksiyon  
National  
OFS  
**Steelcase**  
**Steelcase Health**  
The Senator Group  
**Turnstone**  
West Coast Industries  
Wilkhahn

### storage

Davis  
National  
**Steelcase**  
**Steelcase Health**  
Three H

### systems

Davis  
National  
**Steelcase**  
**Steelcase Health**  
Three H

### worksurfaces

Allermuir  
**AMQ**  
Andreu World  
Arcadia  
Arper  
Bernhardt  
Davis  
Emeco  
Global  
HBF  
IoA  
Keilhauer  
National  
OFS  
**Steelcase**  
The Senator Group  
**Turnstone**  
West Coast Industries  
Wilkhahn

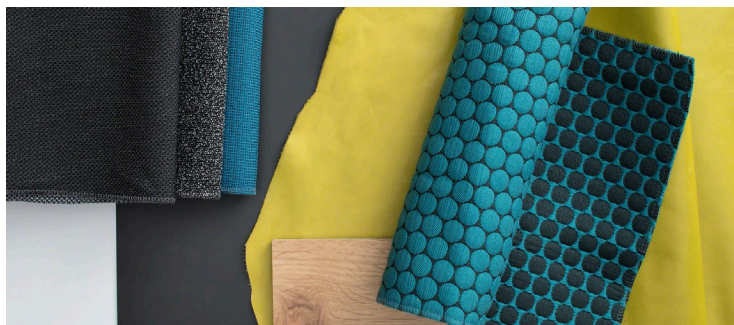
### work tools

**AMQ**  
National  
**Steelcase**

# your ancillary partner

Providing ancillary solutions for large-scale projects can be very complex, involving more than 100 individual manufacturers. You need an experienced partner with sophisticated resources to streamline and manage ancillary project implementations. We are uniquely positioned to be your go-to partner for selecting, sourcing and delivering ancillary solutions.

## our expertise



### Contract Quality Certified

Not all ancillary products meet the rigorous demands of commercial environments. We can leverage our industry knowledge to help you in specifying contract quality solutions if appropriate for your project. Our experiences working with a myriad of ancillary vendors can be invaluable as you select manufacturing partners.

### Fire Code Knowledge

We have extensive fire code knowledge, ensuring that your ancillary solutions meet regional safety requirements.

### COM Coordination

We are experienced in navigating the rigorous process of custom fabric selection and testing. This process includes:

- Acquiring fire testing
- Obtaining fabric approvals
- Addressing any special requirements for pattern applications on furniture
- Coordinating multiple sources and vendors to drive to an on-time delivery

## our commitment



### Financial Stability

Because we are owned by a Fortune 1000 corporation, we have enough financial depth to support large ancillary projects. We also have the flexibility and resources to create new ancillary vendor partnerships.

### Our Reliability

We've made significant investments in our people, processes and facilities to be able to deliver on our promise to you. We have our own warehouses and truck fleet, enabling us to be agile in supporting your needs.

### Warranty

Please see the Warranty Index on page 3 for details on the warranty period for each vendor.

## our resources



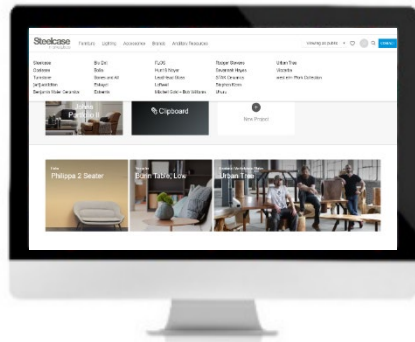
### Warehousing, Installation & Delivery

Our three warehousing facilities across New England handle a vast number of shipments received and delivered each day. We specialize in the details - receiving and inspecting your products for visible damage, and consolidating shipments from multiple manufacturers. Our fleet of trucks ensures your delivery runs smoothly, and that your products arrive safely and on time.

<b>1,280,000</b>	Pieces handled per year
<b>691,000</b>	Miles logged every year
<b>287,000</b>	SF of cubed storage
<b>226,000</b>	Total SF, secured & climate controlled
<b>177</b>	Employees
<b>37</b>	Vans stocked with most commonly needed service parts
<b>35</b>	Trucks
<b>35</b>	Drivers
<b>10</b>	Service techs
<b>5</b>	Schedulers
<b>4</b>	Inventory management staff

We're here to help, and these powerful web tools are available to support your ancillary vision.

## ancillary specification tools



### Steelcase Marketplace

A powerful web tool for exploring Steelcase brands, partners and makers. It's designed to offer inspiration and ease selection while streamlining the specification, ordering and project management process.

- 50+ brands
- Sort by brand, product type, features, lead times, finish grades and price
- Create project boards
- Compare up to 4 items
- Print product and project sheets
- Add notes and comments
- Download Revit files
- Customize and download spec sheets

[Get Started](#)



### Design Public Group

A dynamic web tool for more than 500 SKUs of ancillary products from American, European and Asian manufacturers. This easy-to-use platform enables you to seamlessly browse and filter a myriad of products.

- 300+ brands
- Search for product by category, brand, search or quickship
- Filter by brand, product type, features, lead times and price
- Create quotes
- Download CAD and Revit symbols
- Customize and download spec sheets

[Get Started](#)



### My Resource Library

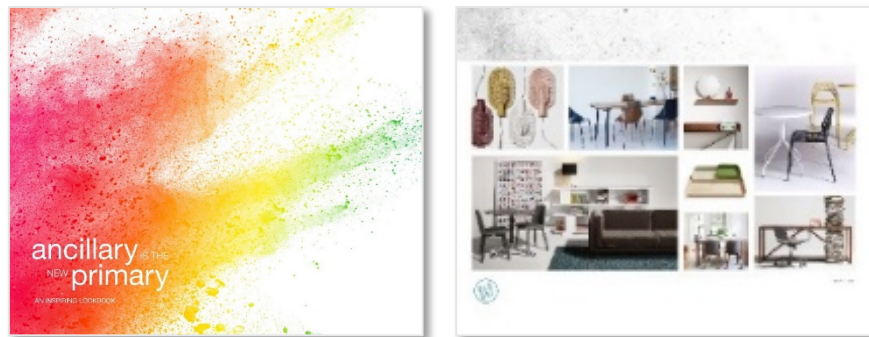
A powerful web tool that replaces a library of physical binders. Use MRL to access our open line manufacturer partners in the cloud. MRL helps you find products, pricing, spec sheets and more.

- 475+ brands
- Includes systems furniture
- Download CAD and Revit files
- Browse gallery of inspiring images
- Create project binders / boards
- Browse by vertical market and product categories

[Access Our Library](#)

Our collection of lookbooks offer inspiration for your corporate, hospitality, and HHI projects.

## lookbooks

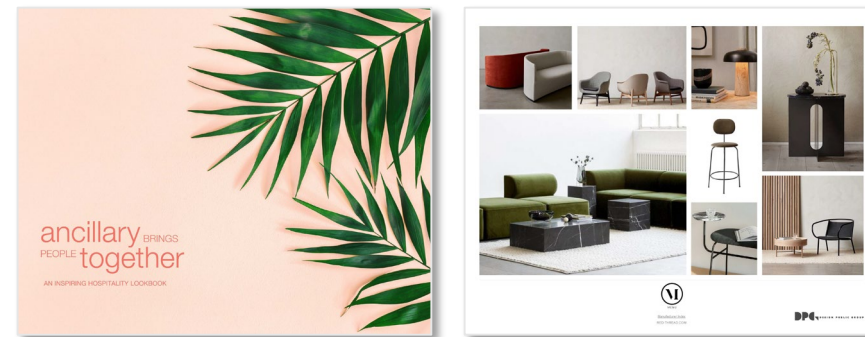


### Residential Workplace Lookbook

An inspiring resource for exploring ancillary partners for creating warm and unique corporate spaces.

- 115+ brands
- Explore manufacturers by category and warranty period
- Indexes are clickable, vendor logos serve as web links

[Get The Residential Workplace Lookbook](#)



### Hospitality Furniture Lookbook

An inspiring resource for exploring ancillary furniture and accessories for lobbies, reception areas, and amenity spaces.

- 100+ brands
- Explore manufacturers by warranty
- Indexes are clickable, vendor logos serve as web links
- Links to Steelcase Marketplace and Design Public Group

[Get the Hospitality Furniture Lookbook](#)



THE **lookbook**

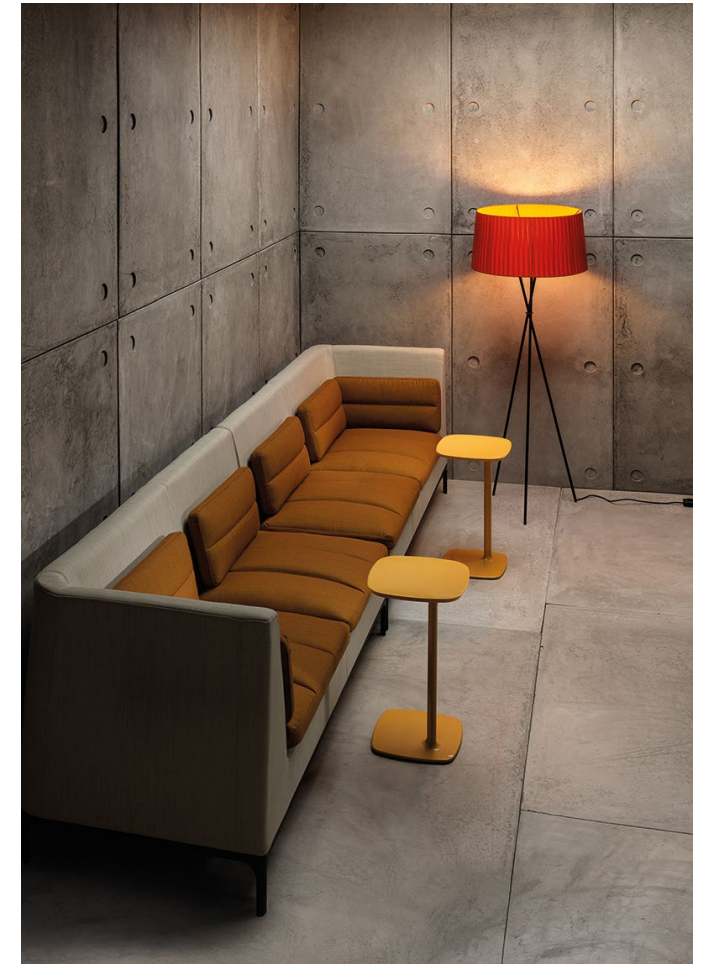


**9to5**  
seating

[Warranty & Category Indexes](#)

[RED-THREAD.COM](http://RED-THREAD.COM)





# Allermuir

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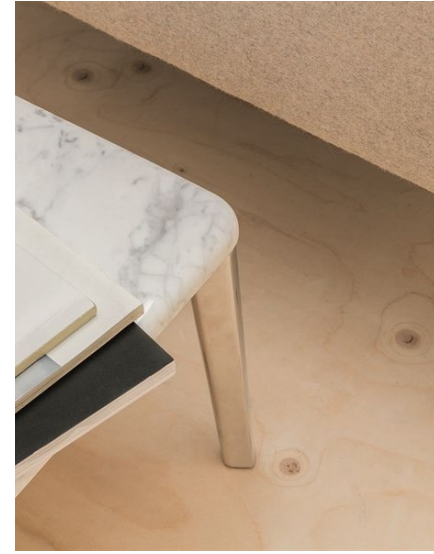
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AMQ

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# Andreu World

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arcadia

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**arper**

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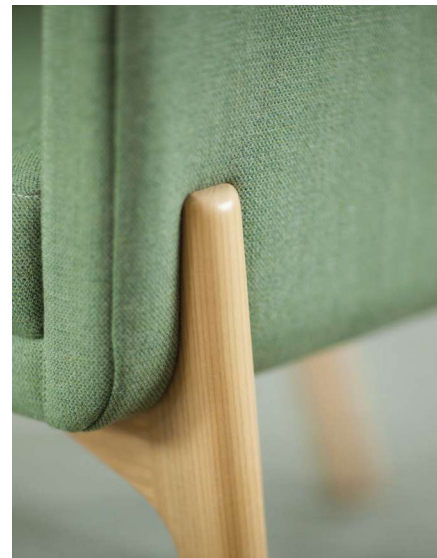


**BRIGHT**<sup>®</sup>

HANDCRAFTED IN AMERICA SINCE 1927

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**carolina**  
an OFS company

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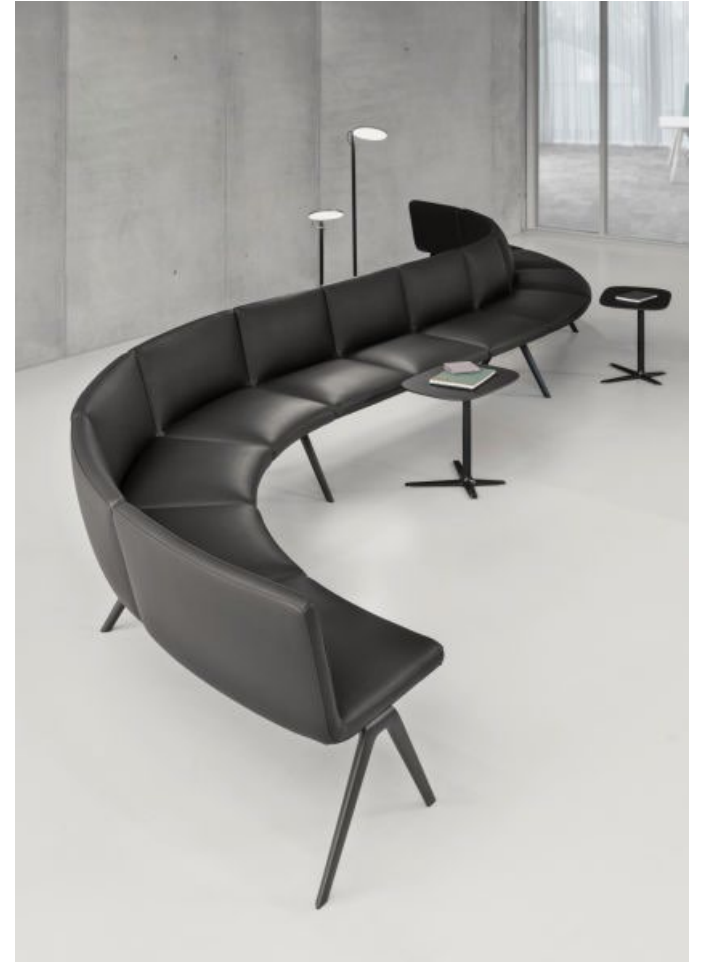




**coalesse®**

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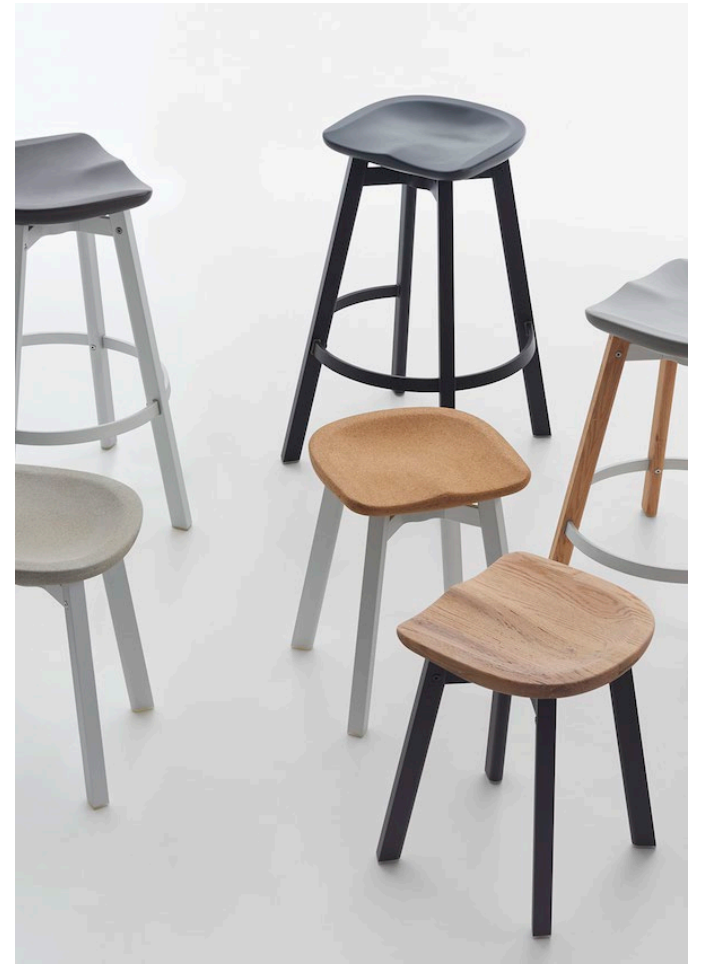
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DAVIS®

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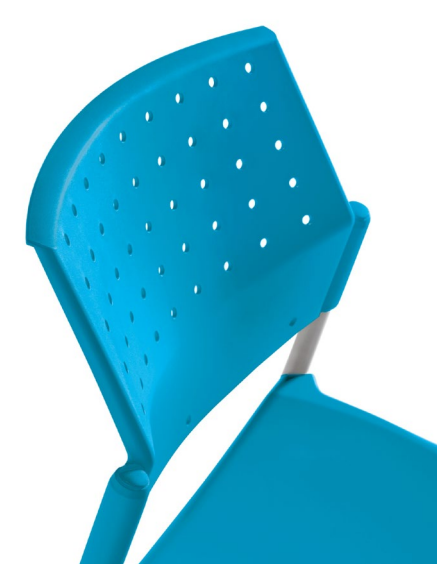
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emeco 

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# Hightower

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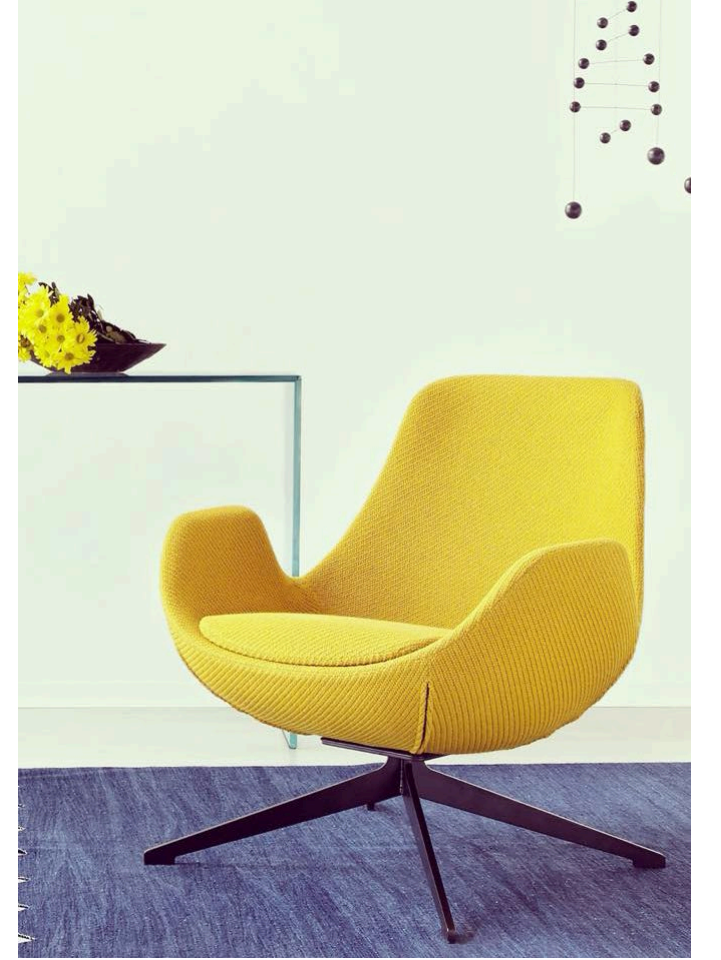


**KEILHAUER**

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# KOLEKSIYON

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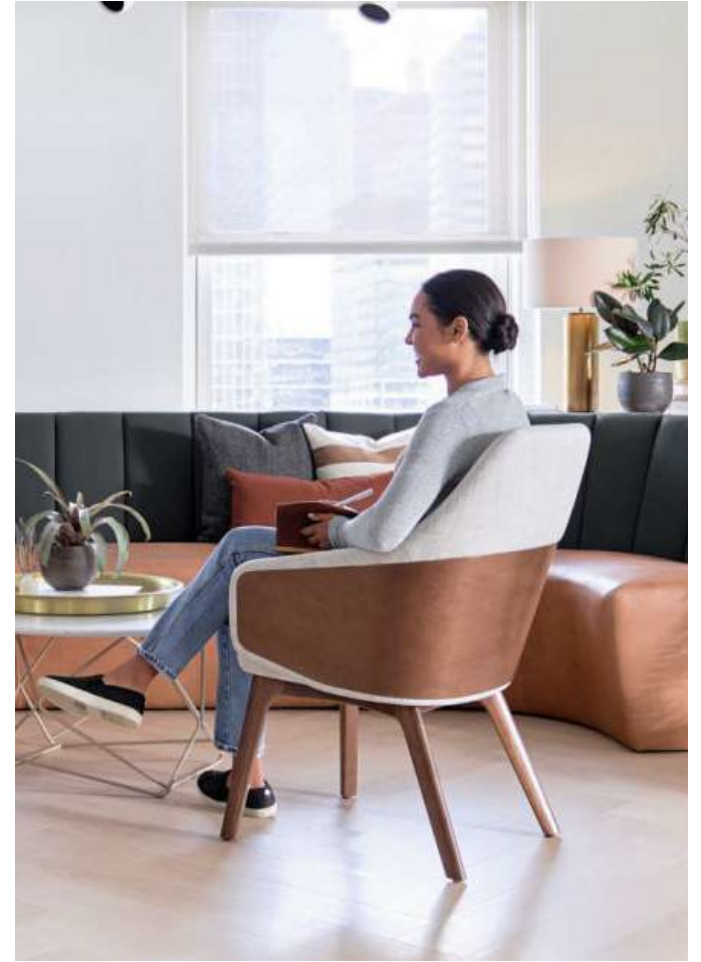
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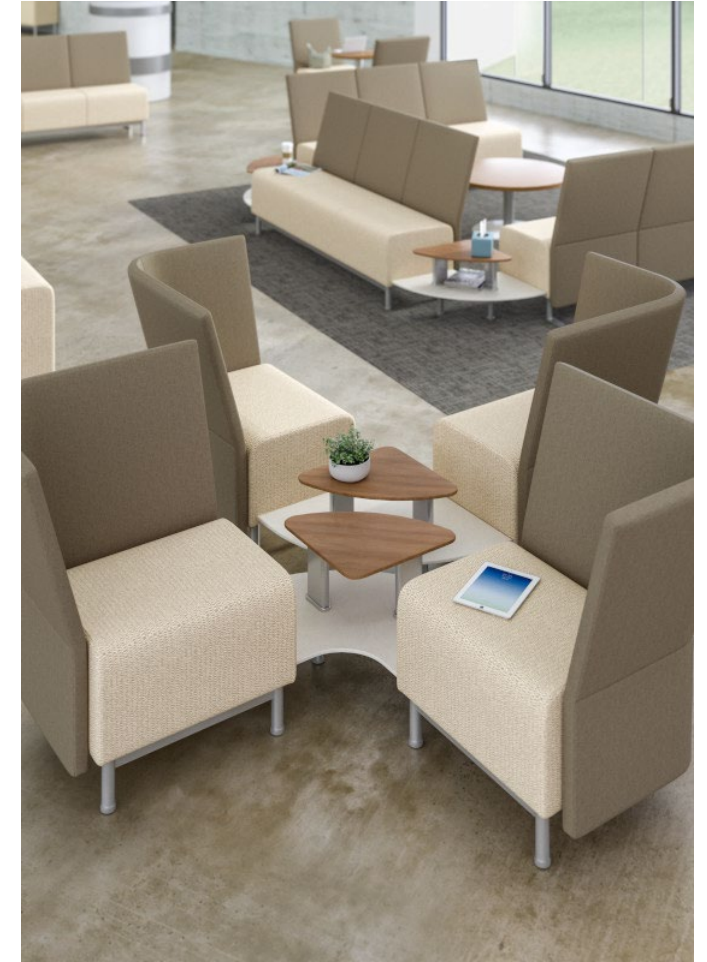
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# Steelcase®

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# Steelcase

HEALTH

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# The **Senator** Group

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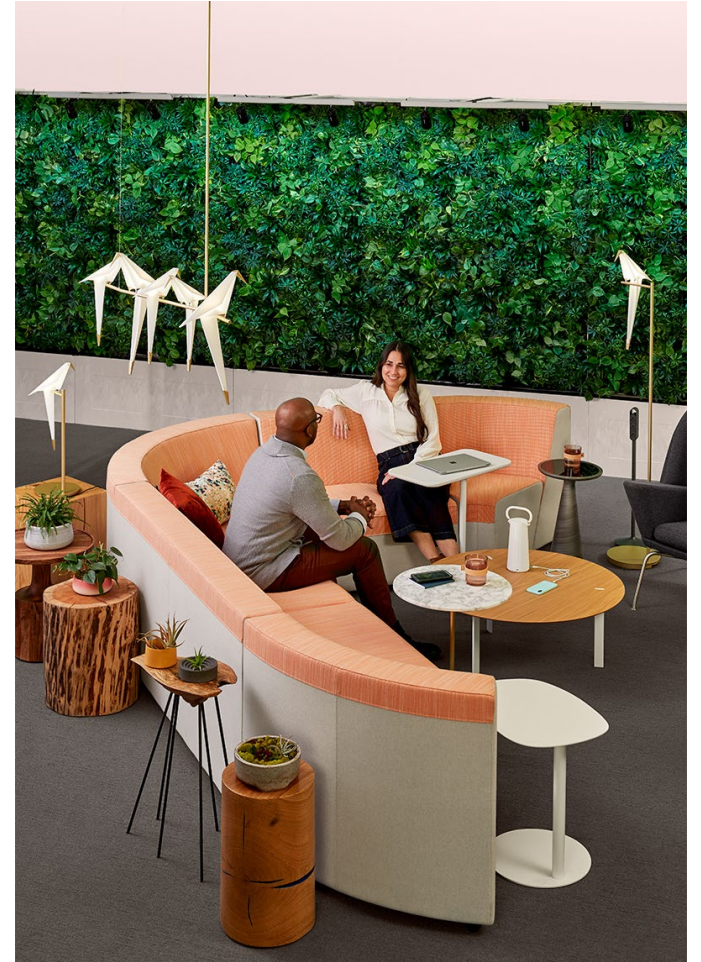
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three h

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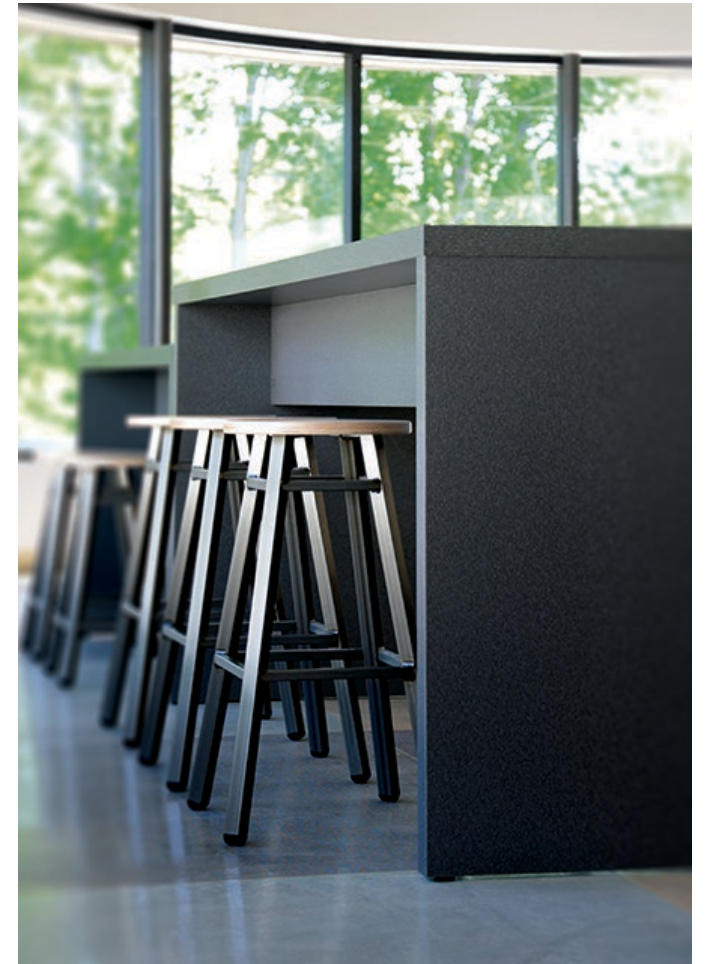


 turnstone®

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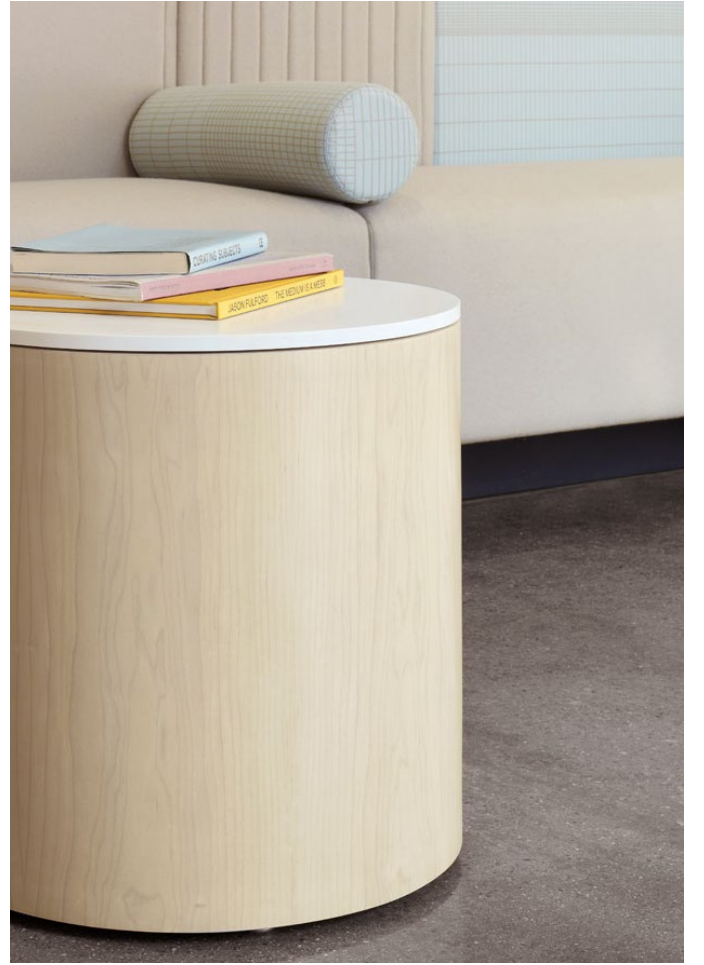




# VERSTEEL

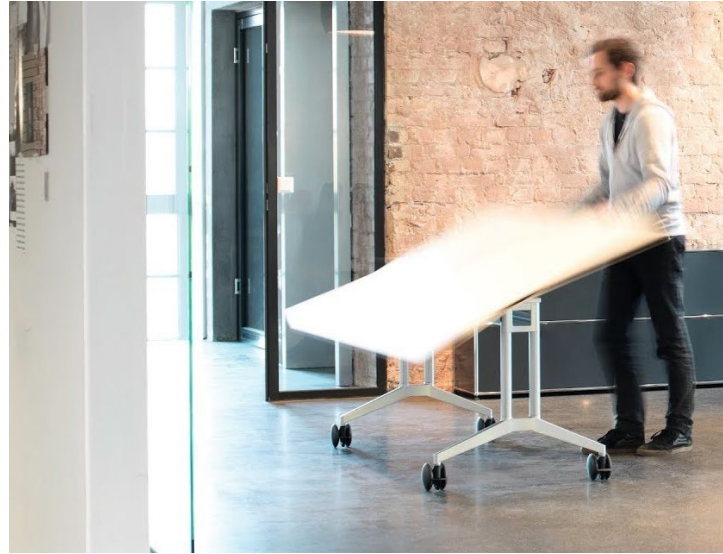
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# Wilkhahn

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