



## Health Advocate Case Study



### Profile:

Health Advocate was founded in 2001 and rapidly grew to become the nation's leading healthcare advocacy and assistance company. The company, which is headquartered in Plymouth Meeting, PA, currently employs 425 employees.

### Situation:

Rapid growth has quickly taken Health Advocate from a start-up to a large, sophisticated company with diverse furniture needs. A furniture partner with access to high quality furniture at great pricing is critical.

### Solution:

1. EthoSource began partnering with Health Advocate when the company was still a young start-up. They provided them with pre-owned Herman Miller cubicles at significant savings compared to new product pricing. These high-quality cubicles were space-planned by EthoSource's design team to maximize the use of the space.
2. EthoSource continued to provide pre-owned Herman Miller cubicles on numerous occasions over the course of several years as Health Advocate continued to grow.
3. Recently, Health Advocate took on additional space allowing them to more than double their size. They wanted to incorporate their company identity into all aspects of their new space. EthoSource's design team assisted Health Advocate with all facets of the project. They secured and refurbished cubicles, selected new fabrics and finishes and helped identify carpet and wall colors to perfectly match Health Advocate's brand. In addition, EthoSource provided beautiful, executive wood casegoods at a considerable saving compared to new furniture.



### EthoSource, LLC

180 Grace Blvd.

Morgantown, PA 19543

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[www.EthoSource.com](http://www.EthoSource.com)

### Results:

Health Advocate for the past 10 years has been able to save tens of thousands of dollars by utilizing pre-owned furniture from EthoSource. Their space looks spectacular and they continue to turn to the value driven solutions from EthoSource anytime they have a furniture or related need.



## Bradley & Parker CaseStudy



### Profile:

Located in Long Island, NY and founded in 1939, Bradley & Parker is one of the largest privately held companies of its kind, placing in excess of \$85,000,000 in insurance premiums annually.



### Situation:

Bradley & Parker had an office in Syosset and one in Ronkonkoma. They decided to consolidate their two offices into one efficient space on Long Island in the Melville, NY, business hub. The move involved completely gutting the space and creating a sleek new facility.



### Solution:

Great looking used office furniture was needed for cubicles, private offices, conference/training rooms and cafeteria, and EthoSource found just the right furniture in their extensive stock. Wood grain laminate surfaces at each workstation gave all the pieces a high end look.

Bradley & Parkers' previous workstations and executive desk sets had two variations, which lacked the continuity they desired. EthoSource was able to provided matching office furniture choices to create the high-end look they desired.

EthoSource met Bradley & Parkers' aggressive schedule and move in date to ensure that the employees were in their new workspaces on time and satisfied.



### Results:

EthoSource was able to help Bradley & Parker save money on their office furniture while being "green". Employees were moved into their new spaces according to plan and they now have an office that serves all of their functional needs and also looks great.

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## Translogistics CaseStudy



### Profile:

Translogistics Inc. was founded in 1994 operating as a logistics solution provider. Translogistics works to develop comprehensive, cost-effective, transportation and supply chain solutions for companies of all sizes.



### Situation:

Translogistic's previous location was cramped for space and the layout did not optimize the company's workflow. So, when it came time to choose office furniture for their new, larger space, they wanted to make sure that the office design enhanced their work flow and productivity while at the same time presenting a welcoming appearance. Their goal was a great looking office that functioned according to their needs, at an affordable price.

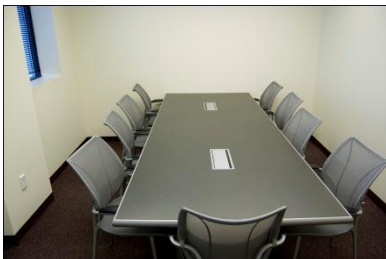


### Solution:

1. EthoSource provided refurbished cubicles, Ethospace offices, conference tables, seating, whiteboards and cafeteria tables and seating. The EthoSource design staff designed and configured a layout that met the visual and functional standards of Translogistics.

2. The refurbished cubicles were configured to serve each department's and employee's needs. One cubicle was installed with a raised surface to accommodate an employee that stands. Other cubicles have higher walls and acoustic tiles to minimize noise and provide privacy.

3. The private offices were outfitted with Ethospace suites that provided the functionality of a cubicle, but had the look and feel of a private office setting.



### Results:

Translogistics now has a working environment that provides the aesthetic feel they desired and functions accordingly, at a fraction of the cost of new. They have an office that they are proud of and eager to show off to their visitors and customers.

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# The Green Story - a case study

EthoSource  
360° office furniture solutions



## LEED Platinum Project



*EthoSource has partnered with new furniture dealers to present creative and cost effective solutions to help customers achieve their LEED objectives. Recently, EthoSource played a major role on a 900 workstation LEED Platinum project in Southeastern, Pennsylvania. The solution included a reutilization of portions of the customer's 350 existing workstations, credit given for the unused portion of the existing workstations, supplementation of additional pre-owned components from EthoSource, application of new fabric to existing inventory, and blending in of new product from the manufacturer. All of these steps were accomplished in a collaborative effort that met the customer's design standards, budgetary goals, and LEED objectives.*

