



Workplace As A Strategic Tool.

A modern day approach to
building successful workplaces
in corporate real estate.

Presented by:


ethosource
OFFICE FURNITURE

www.ethosource.com

Confidentiality. Reliability.

- We can be a trusted ally & resource before the deal closes
- **We** will treat your customer like *you* treat your customer





On-time. Complete.






- Expertise that helps you **meet your move-in timeline**
- A more effective process that allows for **100% complete projects** and punchlist addressing
- **Increased options** and design freedom without extending project end date

Turnkey Solutions.





- Complete workplace solutions via our full offering of best-in-class services.
- We'll play the role you need: Direct service provider, or service support for Contractor/PM Firm



Core Services

-  Design Services
-  Project Management
-  Move Management
-  Installation
-  Liquidation

We also handle...

-  FF & E
-  Windows
-  Flooring
-  Lighting

Turning vision
into visuals.

We can help you
present this space...



Turning vision
into visuals.

... like this.



Realistic Renderings

Access a tangible view of a space's potential.



Intelligent Visuals

Renderings that factor in workplace function, budget & aesthetics.



Integrated Budgets

Quick access to guideline budget figures in a visual setting.



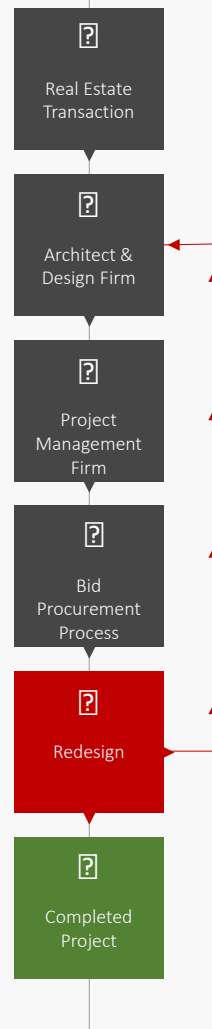
Blended Solutions. Customer Loyalty.

- In-house manufacturing capabilities provide greater **flexibility, creativity** and **innovation**
- Non-aligned model creates a naturally **customer-centric** environment for solving challenges
- Access to hundreds of vendors ensures **total product solution** coverage

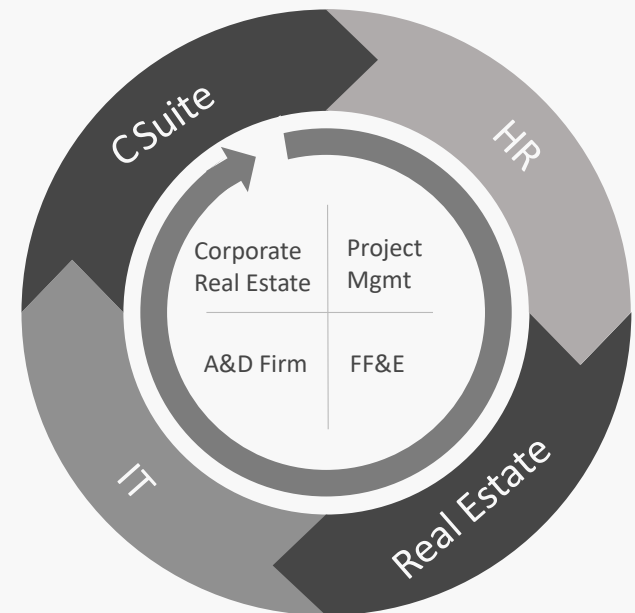
A Better Process.



OLD MODEL (LINEAR)



NEW MODEL (CONCENTRIC)



Early, expanded team engagement :

- Allows for more creative problem solving
- Reduces need/risk of redesign
- Increases the speed of every step of the process

Innovation



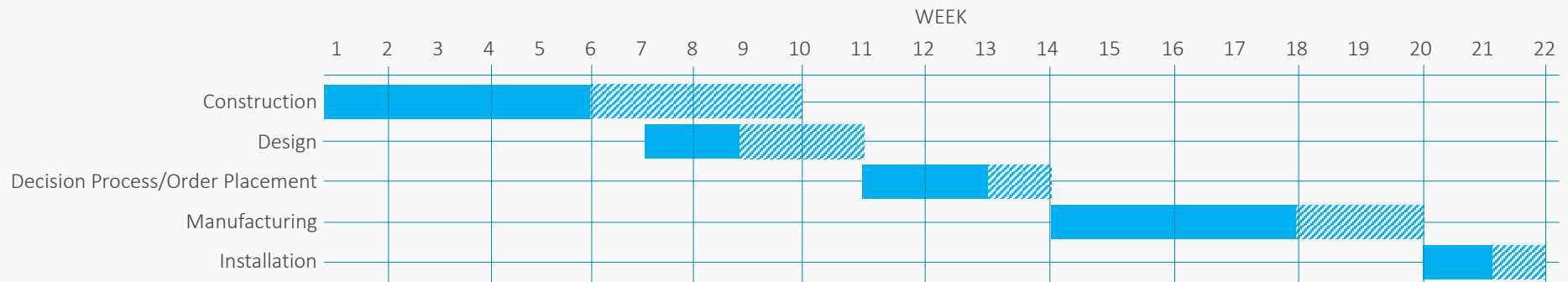
Time



Budget



Project Timeline

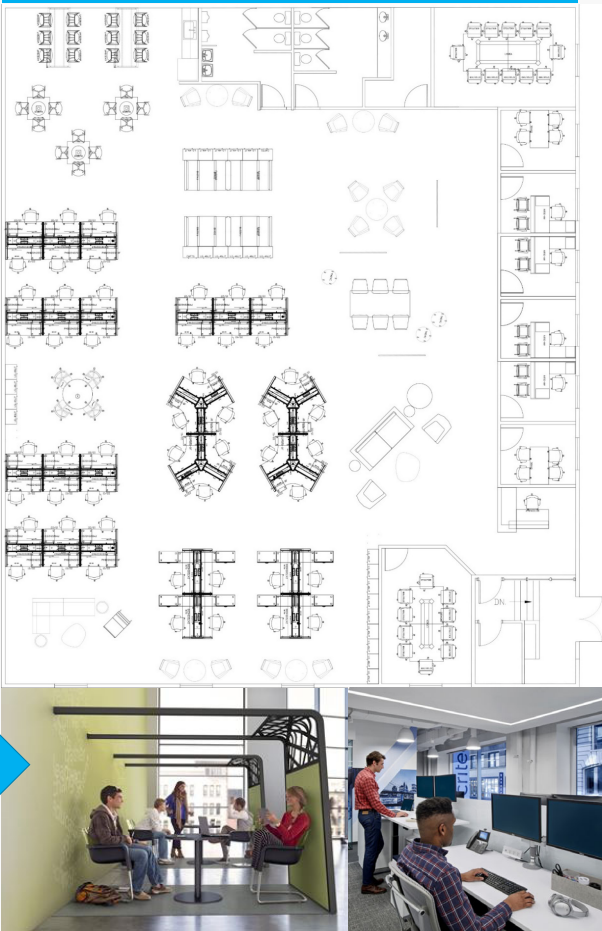


Case Study

Space A



Space B



Space A	Category	Space B
Old	Process	New
Hierarchy	Design Based on...	Strategic Need
Grade B	Space Quality	Grade A
12,042	Sq Footage	6,891
\$20	\$/Sq. Ft.	\$25
7 Years	Term	7 Years
54	Employees	57
223 Sq Ft	Sq Ft/Employee	121 Sq Ft

Space A	Costs	Space B
\$1,685,880	Real Estate Cost	\$1,205,925
\$ 162,000	Furniture Cost	\$ 165,000
\$1,847,880	Total Cost	\$1,370,925
	Savings	\$ 476,955

- Less Space
- Lower Total Cost
- More Productive
- More Innovative
- More Flexible

Strategic Budget Optimization.

- Our Process Enables You to Focus & Allocate Budget Based on Your Needs
- We assist you in building a scalable, “build-your-own” budget model that optimizes for budget, function and aesthetic, improving:
 - Branding
 - Culture
 - Function
 - Health & Safety
 - Work Process
 - Proximity

SAMPLE FURNITURE BUDGET

AREA	GOOD	BETTER	BEST
Lobby/Reception	\$XXX.XX	\$XXX.XX	\$XXX.XX
Café Areas	\$XXX.XX	\$XXX.XX	\$XXX.XX
Collaborative Areas	\$XXX.XX	\$XXX.XX	\$XXX.XX
Training Room	\$XXX.XX	\$XXX.XX	\$XXX.XX
Privacy Areas	\$XXX.XX	\$XXX.XX	\$XXX.XX
Conference/Meeting	\$XXX.XX	\$XXX.XX	\$XXX.XX
Support Spaces	\$XXX.XX	\$XXX.XX	\$XXX.XX
Private Offices	\$XXX.XX	\$XXX.XX	\$XXX.XX

Budget Allocation:



Health & Wellness.

- Ergonomic tools are not a perk, they're a safety issue
- Our ergonomic experts understand the true cost of a healthy workplace and it's impact on:
 - Employee attraction & retention
 - Decreased workman's comp claims
 - Productivity





EKAHN DEVELOPMENT

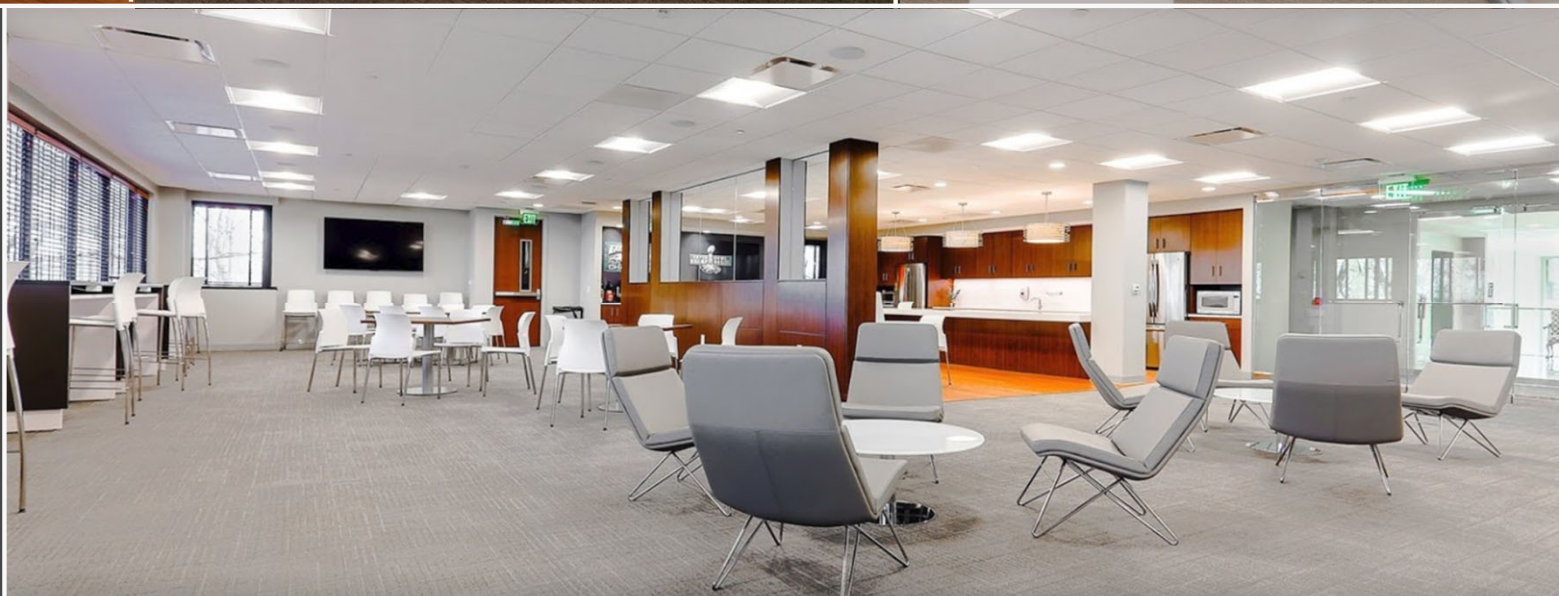
- Malvern, PA
- 10,000 sq ft
- Commercial office space





CREATIVE FINANCIAL GROUP

- King of Prussia, PA
- 55,000 sq ft
- Commercial office space





CARD CONNECT

- King of Prussia, PA
- 27,000 sq ft
- Commercial office space



BANCROFT CAPITAL

- Fort Washington, PA
- 3,520 sq ft
- Commercial office space



MANGIA

- Bala Cynwyd, PA
- 2,050 sq ft
- Retail Space

