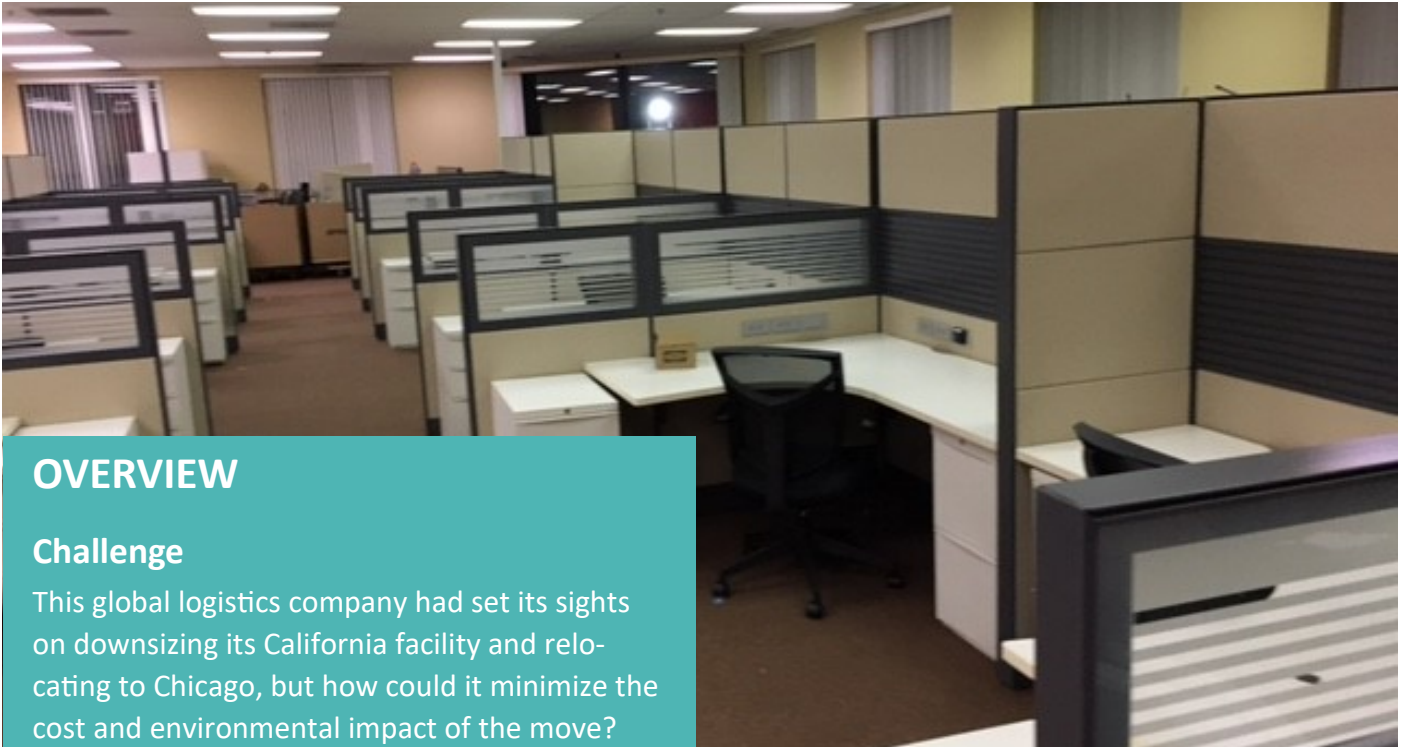




## Global Logistics Company

Repurposing and reusing to save 80% on the cost of new cubicles



### OVERVIEW

#### Challenge

This global logistics company had set its sights on downsizing its California facility and relocating to Chicago, but how could it minimize the cost and environmental impact of the move?

#### Solution

ASI showed the company that it could repurpose its existing cubicles from the California office and bring them to Chicago for a fraction of the price of purchasing brand new furniture.

#### Benefits

- **Saved \$120,000** by repurposing existing cubicles – an 80% cost reduction over buying new
- **Prevented 75%** of furniture from seeing landfills by reusing and donating
- **Massively cut** carbon footprint
- **Gained 2 LEED points** for construction and demolition waste management

### Furnishing a new location

When this global logistics company made the decision to downsize its California facility and relocate to Chicago – almost all the way on the other side of the country – it knew that it would not be an easy task, or a cheap one.

In particular, the cost of outfitting the Chicago offices with new cubicles looked to be prohibitively expensive. The company received proposals from several providers, and the best quote was USD 150,000 for 32 new cubicles.

If the two locations had been closer together – in the same city, or even the same state – it would have been a far simpler proposition, since the company could easily have moved its existing furniture across to the new site. But with the offices more than 1,800 miles apart, that seemed to be out of the question.

However, the organization did not become a top industry leader by wasting its resources or spending capital unnecessarily – if there was a more cost-effective option for furnishing the Chicago site, the company was determined to find it.



## As good as new

It was at this point that ASI came onto the scene with a game-changing proposal, completely transforming the way the logistics company thought about the problem.

ASI showed the business that it was, in fact, entirely possible to repurpose its existing cubicles from the California location and move them to Chicago – for a fraction of the cost of purchasing brand new furniture.

For the other real estate management providers that the logistics company had considered, such an undertaking would have been impossible. However, while these other providers only operated on a local scale, ASI offers the flexibility to work right across the nation, completely trivializing the challenge of shipping and reinstalling the cubicles.

The attractive price point, coupled with ASI's wealth of experience and expertise, made for a uniquely compelling offer; and the logistics company did not hesitate to bring ASI on board to manage the entire relocation project.

ASI took care of decommissioning the California facility which housed 200 employees – totaling 55,000 square feet. The project included restoration work and a complete server room removal. ASI took out all of the Cat 6 network cabling for 300 users, in addition to removing the entire building's card key and security systems.

***“ASI finished two days early and right on the budget, IMPRESSIVE.”***

—Spokesperson, Global Logistics Company



For the Chicago site, ASI handled the shipment, unloading and final installation of the cubicles from the California office – flying out the same installation managers and engineers to ensure the rebuild was 100 percent successful. ASI even went one step further and steam-cleaned all of the cubicle panels, making them look brand new.

In spite of the massive scale of the project, ASI completed the relocation without a hitch and ahead of schedule. A spokesperson for the global logistics company comments: “ASI finished two days early and right on the budget – IMPRESSIVE.”

## Greener, cheaper, smarter

With ASI's help, the business has been able to successfully relocate to Chicago far more cost-effectively than it initially thought possible, and with a significantly smaller carbon footprint.

Ultimately, it only cost the company USD 30,000 to repurpose its existing cubicles – an 80% saving over the original USD 150,000 quote for new cubicles. This approach was also far more sustainable, helping the logistics company demonstrate its commitment to environmentally friendly practices.

In total, ASI was able to recycle 12,000lbs of metal from the California facility, and kept 75 percent of the furniture from seeing landfills – either by repurposing or donating it – which helped the logistics company earn two Leadership in Energy and Environmental Design (LEED) points for construction and waste management.

*“Installation has been great with a great lead. It has been a pleasure working with these installers.”*

—Spokesperson, Global Logistics Company

Repurposing cubicles and other office furniture is becoming increasingly popular, and with good reason. It isn't just more cost-effective – with repurposed furniture usually at least 50 percent cheaper – it's also healthier, since newer furniture tends to have higher levels of Volatile Organic Compounds (VOCs) that can lead to significant health risks. What's more, as in this case, reusing furniture can contribute to LEED points that enable workplaces to qualify for tax breaks and other benefits.

For the global logistics company, the project has been a resounding success; transitioning smoothly, cost-effectively, and greenly to its new space in Chicago. The company's spokesperson concludes: “Installation has been great with a great lead. It has been a pleasure working with these installers.”



### About ASI

A project management full-service provider within the real estate and facilities management field, ASI has been developing its processes for 15 years, and it is constantly evolving to meet the needs of new and existing customers. With a global reach and a hands-on approach, no project is too big or too small. To learn more about how ASI can help you, please visit <http://www.asicoinc.com/> or contact [info@asicoinc.com](mailto:info@asicoinc.com).

