

April 2, 2021

School District



*Request for Proposal
MTSD – All Schools Bid Package 1*

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Dear Mr. [REDACTED]

Like you, we know the incredible impact a learning environment can have on student engagement and educational outcomes. That's why our team is so passionate about creating spaces that promote 21st century instructional practices and support teachers' passion to change lives. The right facilities will equip [REDACTED] educators to do more of what they do best: help students maximize their potential and develop the skills they need to succeed now and into the future.

YOUR PARTNER IN CREATING STUDENT-CENTERED LEARNING ENVIRONMENTS

With more than **115 years of experience creating effective learning environments**, an award-winning interior design team, relationships with leading educational furniture suppliers, and proprietary furnishings only available through Demco, we are uniquely positioned to support and enhance your vision. We will work as a seamless extension of your team to create cohesive yet dynamic spaces for inquiry and hands-on learning.

FISCAL RESPONSIBILITY

We understand that being good stewards of the community's tax dollars is paramount. As your partner, we'll collaborate with you to develop a deep understanding of the district's teaching methods and educational goals, and determine how the physical environment can provide a strong foundation to achieve them. Our designers can also evaluate existing furnishings and provide a custom selection of new furnishings to support the learning objectives, all while supplying **the right balance between functionality, durability, and price.**

BRINGING YOUR PROJECT FULL-CIRCLE

To help revitalize these learning environments, our **seasoned project team will adapt to your needs and stay engaged from start to finish.** That can include assessing the project's needs, developing customized designs, providing expert product recommendations, coordinating delivery and installation details, or offering follow-up support that guarantees the spaces are effective for years to come. As a part of our mission to ensure this project is a success, we can also arrange post-install training with Dr. Robert Dillon. This ensures that educators are prepared to fully leverage the new spaces by creating synergy between the environment and their instructional practices.

We are excited to have the opportunity to discuss your needs, and we invite you to review the following detailed information about our services. We look forward to discussing how Demco can support the Hunzinger Construction team and further [REDACTED] mission by creating inspiring 21st century spaces.

Best regards,

Kyle Severson
Senior Sales Manager



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About Demco

COMPANY OVERVIEW

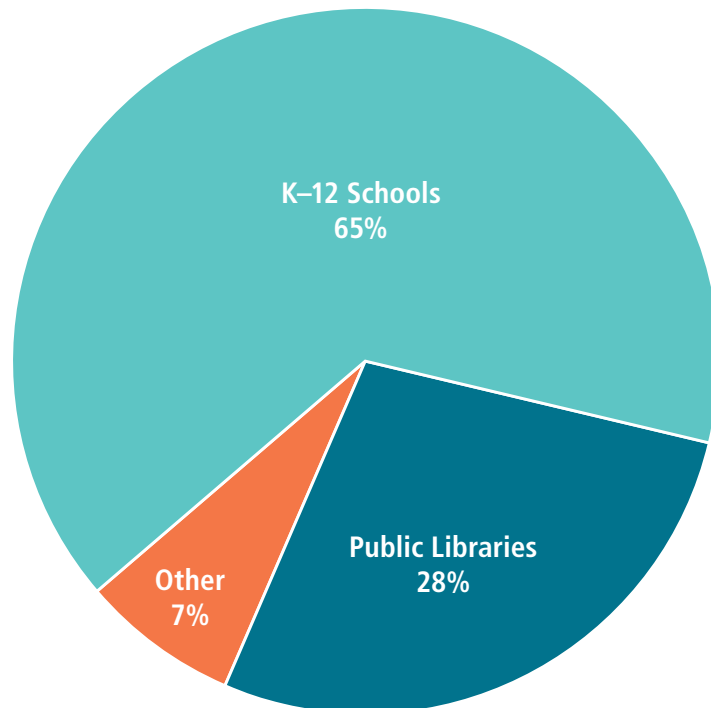
Demco has been serving education communities from our headquarters in Madison, Wisconsin, for more than 115 years.

Like you, we believe every child should have access to an education that prepares her for a lifetime of curiosity and growth. Inspired by the critical work you do every day, we're passionate about helping educators engage and empower the students and families they serve.

The key to our success and longevity has been our ability to anticipate and respond to schools' changing needs and to transform our products and services to meet them. Along with supplies, equipment, and learning materials, we offer a complete range of interior services and an extensive collection of furniture designed specifically for 21st century learning environments.

Driven by user-centered design, we work collaboratively with educators, administrators, designers, and architects to create comfortable, inclusive spaces where creation, inquiry, and learning are supported.

2020 YTD Projects



FURNITURE & DESIGN EXPERTISE FOR ALL SCHOOL SPACES

21st Century Classrooms



Libraries/Learning Commons



STEM Classrooms/Makerspaces



Cafeterias

"Demco Interiors was instrumental in providing information on how to equip the space to meet our needs. They guided us through every decision from product selection to finishes. I found no other company that even came close to providing the level of service and support that Demco provided."

Paul Koenig,
LRC Coordinator,
Eisenhower High School,
Blue Island, IL

Interior Services

OUR MISSION IS YOUR SUCCESS

Our years of service to schools have uniquely positioned us to understand your school district's goals and challenges. We will listen deeply, observe intently, and collaborate to find effective and innovative solutions for your new spaces.

Demco offers a complete range of interior design and project management services. You'll find an overview of how we will approach your project on **pages 10–17**. Visit **demcointeriors.com/services** for detailed descriptions of each stage of the process and additional space planning resources.

You can rely on Demco for:

- Award-winning interior design expertise
- Recommendations for products designed specifically for effective learning environments
- The strength and capabilities of an experienced, full-scale provider, with a commitment to personalized support
- Coordination with vendors and local installers to ensure that your spaces are completed on time and on budget





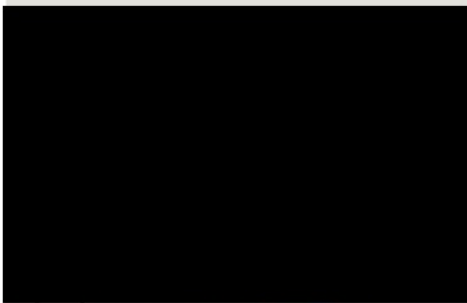
"The Demco team has been fantastic to work with. Their enthusiasm for the project and dedication to effective collaboration made it easy for us to help stakeholders better understand the impact the furnishings will bring."

**Robert West, AIA, LEED AP BD+C,
Senior Project Designer,
BRW Architects**

WORKING WITH ARCHITECTS & DESIGNERS

We take a collaborative approach when partnered with architects, designers, and construction professionals. Our team will work closely with key district stakeholders and any project consultants as a seamless extension of your team.

Our interior services experts will use the provided information and direction to enhance your vision and execute the projects to the highest level of satisfaction.



PROFESSIONAL EDUCATIONAL RESOURCES & SERVICES

Ensuring that educators know how to use their new learning spaces is key to maximizing the effectiveness and impact of your project. As a testament to our commitment to professional development, we have a long history of sharing insights, advice, and educational materials to help all of our customers succeed, whether or not they have partnered with us on a large project.

- Our free, regional professional development days bring administrators and educators from different school districts together to learn about classroom and makerspace design, planning, best practices, and more.
- When New York City Public Schools started a makerspace pilot program, they asked Demco to create a custom solution. Besides providing maker products and lessons, we hosted a professional development day to teach the district's librarians how to use the tools and introduce them to the lessons.
- There is a trove of free professional development resources and opportunities on our Ideas & Inspiration website (ideas.demco.com). With over 35 webinars and countless blog posts to peruse, thousands of educators have benefited from expert advice and insights spanning a variety of topics, including flexible seating, active learning environments, maker education, technology integration, and literacy.
- Demco MakerHub (makerhub.demco.com) is a robust website where educators can easily search and download hundreds of STEM and makerspace lessons. These lessons cover every subject, support every grade and ability level, and save educators hours of planning time.
- Demco also partners with expert educators to create cross-curricular materials that assist educators in incorporating project-based learning into their curriculum. These materials are designed to encourage student-driven learning and provide the foundation students need to build 21st century skills.
- Educators turn to our free guides and e-books for more in-depth information and expert recommendations for a variety of topics applicable to classrooms, makerspaces, and libraries.

We have developed relationships with a network of educational professionals, including the experts below, who can provide consultation and deep learning opportunities for your staff.



Dr. Robert Dillon

*Director of Innovative Learning,
School District of University City*



Nicholas Provenzano

*Technology Coordinator and
Makerspace Director,
University Liggett School*



Dr. Jacie Maslyk

*Assistant Superintendent,
Hopewell Area School District*

Your Project Team

MAIN CONTACT

Shawna Ley

888.542.6975

shawnal@demco.com

Your Demco project team is made up of experts with in-depth industry knowledge and decades of experience creating inspiring learning spaces.

Our focus throughout every project is the success of your school community. Every team member is committed to communicating and collaborating with all project partners to find innovative solutions that create comfortable, inclusive spaces that support creation, inquiry, and learning.



Shawna Ley

Learning Environment Consultant

For the past 22 years, Shawna has been using a customer-centric approach to help clients create effective learning environments. Her expertise covers a wide variety of spaces, including classrooms, libraries, and makerspaces, and she draws on her vast knowledge of educational solutions to help clients turn their visions into reality.

Shawna will be your main contact throughout your project. An avid listener, she will take the time to understand what your goals are within each space in order to help you accomplish them to the highest degree. She is an expert at working with clients to identify issues and opportunities and will work with Demco's design team to find the best furniture and design solutions to meet your learning objectives.



Kurt Zastrow

Business Development Manager

With more than 20 years of customer-focused experience, Kurt is currently a consultant for K-12 school districts across the country, concentrating his efforts in Wisconsin and Iowa. He uses his passion and expertise to help educators create engaging and effective learning environments. He believes that the learning sweet spot is where 21st century learning environments, opportunities for hands-on learning, curriculum, and professional development come together.

A dynamic presenter for national education groups and school districts across the country, he will be a tireless advocate for your school and ensure that your educational goals are listened to, understood, and met to the highest degree.



Kyle Severson

Senior Sales Manager

Kyle is a senior sales leader with more than 14 years of experience helping schools and libraries address challenges with technology and learning spaces. His passion for education comes from his parents — his father is a retired high school teacher and his mom worked in social work helping families of children with disabilities. Kyle volunteers on the board of trustees with his library system

and is enthusiastic about helping local schools and communities thrive. He holds a bachelor's degree in business administration from the University of Wisconsin-Stevens Point and is a certified training facilitator for FranklinCovey: Helping Clients Succeed.

As sales manager, Kyle will ensure the project team thoughtfully chooses solutions that address your issues and challenges. He'll also take an active role in helping you reach and exceed the goals of your new spaces.



Stephen Gower

Design Supervisor

Stephen leads Demco's design services team. He is an experienced furniture, product, and interior designer with a background in designing educational products and impactful educational interiors. Stephen has 20 years of design experience, including five years of international experience at Demco Interiors UK in England.

Stephen holds a Bachelor of Arts, with honors, in furniture design from Brunel University in High Wycombe, England. His awards include the 2017 EDspaces Classroom Design Winner, awarded for "unique spaces designed by leading architects and designers in the field and outfitted with the latest innovations that make learning spaces come to life."

"I don't think this would have been possible or as amazing as it is without the support of Demco. They had everything we needed and their expertise in design helped take an idea and turn it into a reality."

Nicholas Provenzano,
Makerspace Director,
University Liggett School,
Grosse Pointe Woods, MI

"Demco took our ideas and laid out all the options. ... The team was very responsive to our ideas and changes."

Dave Risch,
Principal,
Hartland South Elementary,
Hartland, WI



Amber Benesch

Interior Designer

Amber is well-versed in educational products and interior design. She has a particular interest in designing youth spaces and loves incorporating new and innovative products to create engaging environments. She also finds it rewarding to design more efficient school and library interiors that help improve engagement by encouraging and inviting interaction. Amber holds a Bachelor of Fine Arts in interior design from the University of Wisconsin–Stout, as well as a minor in sustainable design and development.



Cheryl Leik

Project Services Manager

Cheryl is an expert leader of project and customer service teams with over 25 years of experience in the educational and hospitality markets. She oversees three specialty teams that deliver project management services, design services, and specialty supplier support services. Cheryl has an inherent passion for project management, as she constantly seeks to plan, organize, and create efficiencies in everything she touches.

As project services manager, Cheryl will oversee the execution of your project plan and the delivery of your furniture, while also delivering the service and support Demco is known for. Cheryl holds a Bachelor of Arts in interior design from the University of Wisconsin–Stevens Point as well as several certifications in leadership.



Steve Wiesen

Project Coordinator

Steve has more than 15 years of experience working on library and school projects. In his project management roles, he has helped educational facilities find solutions for space issues by examining both the supplier's and the customer's perspectives. He is committed to helping schools thrive and has been highly involved with his children's PTO organization, where he served as president for two years. Steve holds a bachelor's degree in business administration from Cardinal Stritch University, Wisconsin.

As lead project coordinator, Steve will handle all of the logistics of your project and ensure that they are handled efficiently and accurately. He'll review the overall scope of your project, coordinate project orders with suppliers, manage transportation and logistics with installers, and conduct post-delivery and installation follow-up. Steve's goal is to exceed your expectations for timeliness, precision, and overall project satisfaction.



Bruce Hutchinson

Installation Coordinator

Bruce has been managing customer needs for the past 25 years, with a focus on education for the past 14. As your lead installation coordinator, Bruce will oversee the details of your project to ensure that the final delivery and installation of your learning environment runs smoothly. With quality and workmanship in mind at all times, he'll work diligently to resolve any delivery or install issues quickly and efficiently so that you can focus on celebrating your new space.

Our Process

TYPICAL PROJECT TIMELINE



NEEDS ASSESSMENT

- Vision and priorities
- Space requirements
- Budget and purchasing planning
- Site survey and furniture inventory

1

2 DESIGN DEVELOPMENT & PRODUCT CONSULTATION

- 2D, 3D, and virtual reality renderings
- Product selection
- Color, fabric, and finish selection
- Product pricing
- Freight, delivery, and installation costs

2-8
WEEKS



PROJECT MANAGEMENT & INSTALLATION

- Product orders placed with vendors
- Order review and acknowledgment
- Shipment confirmations and order tracking
- Freight and site logistics
- Installment preparation and oversight

3

4 FOLLOW-UP SUPPORT

- Final walk-through
- School opening
- Warranty issues
- Post-opening needs

1-4
WEEKS

COMMON TIMELINE DEPENDENCIES

Every project is different, but here are some factors that could impact your overall project timeline.

Project size: It's not a surprise, but larger projects generally take longer. Large-volume orders take longer to manufacture, and orders with a wider variety of products are generally more complex and need more coordination time.

Building timelines: Furniture tends to be installed during the later stages of a building plan, so understanding your schedule and communicating changes is critical to having products available at the right time. New buildings generally need to be completed before furniture is installed, while renovations depend more upon what is being replaced. Any construction, painting, and carpeting need to be complete before delivery.

Standard, custom, and stock products: In school projects, most of the products tend to be made to order, so production time needs to be built into the schedule. Many of the products are standard, so you are customizing the colors and finishes, but the engineering and product design have already been done. If you need a custom product to fit a unique space or functional need, production will take a little longer, depending on the uniqueness and complexity of the design.

If you have a very limited time frame, some products are stocked at the manufacturer. Generally, these tend to include things like tables, chairs, and cabinets in basic colors. The trade-off is a limited selection of products and colors to choose from.

Complexity of product selection: When the products selected come from a variety of suppliers, more time is needed to coordinate the orders and shipments. Manufacturer lead times may vary in length, so some products may be available more quickly than others. Generally, limiting the number of suppliers helps a project to flow more smoothly.

Timely design and quote approval: Waiting for quote and design approval cuts into manufacturing, delivery, and installation time. Timely turnarounds will help to shorten timelines.

Color, fabric, and finish selections: An order cannot be placed with a manufacturer until all final color, fabric, and finish selections have been made. To keep the project moving, these selections should be finalized by the time purchase orders are placed.

Seasonality: Many school projects have completion dates during the summer and early fall. Manufacturing lead times tend to be longer during these peak months, so ordering early or avoiding these months can be helpful.

Funding and purchase requirements: Some customers have complex approval processes and extra time is needed to get final approvals and complete the purchase process. If all of the funds needed are not available at the time a project is anticipated to start, this can also impact the timeline.

Phasing timelines: Sometimes it is not possible to complete a project all at once due to funding or building timelines. Schedules can be developed to phase the project so that a cohesive design can be planned up front and implemented as appropriate.



NEEDS ASSESSMENT

During this stage, we'll put our heads together to outline your current state and define your needs and goals. This will help us understand your objectives and offer solutions to help you best meet them.

ASSESSMENT

- **Vision and priorities:** We'll start by talking through your challenges, your priorities, and your vision.
- **Space requirements:** Your users, the activities and services you provide, and the physical space available all contribute to the needs and goals of your project.
- **Project timeline:** If construction or remodeling work is part of your project scope, we'll consider the added complexity of the building schedule and coordinate with your project timeline so you meet your critical dates.
- **Budget planning:** Understanding your budget early in the process helps us recommend solutions that will best meet the needs of your space while having the deepest impact. **For more information about budgeting, see page 44.**
- **Purchasing planning:** We will work with you to understand your decision process, help you with addressing goals and concerns of other stakeholders, and help clear any roadblocks that come up.

SITE SURVEY

- **Building plans:** Architectural drawings of your space are ideal for us to begin the design process. Our design team can use a PDF or JPEG of your building plan or a CAD or Revit file if they are available.
- **Site survey and furniture inventory:** In a renovation or expansion, we understand some existing furniture may still be in good condition and able to be reused. We will help you conduct a full inventory of all furniture you are looking to reuse by documenting type, model, quantity, dimensions, and finish. We will then look to plan that furniture into your project at the outset of the design process to achieve a cohesive, integrated aesthetic.
- **Plan analysis:** Reviewing all the spatial information collected, along with your needs and goals, enables our interior services experts to uncover what some of your greatest opportunities may be. Our experts will then share some possible solutions to your challenges and will collaborate with you to set a vision for your new space.



DESIGN DEVELOPMENT

Once the groundwork is laid, it's time to develop a plan. From layout and design to product specification to quotation, our collaborative process will ensure a personalized result for your space.

PRE-DESIGN PLANNING

- **Sightlines:** Our interior designers will find the best solution for maximizing the capacity and function of your space, while achieving effective sightlines throughout.
- **Traffic flow:** Designing for good traffic flow is a constant consideration during the design process. Our design team considers ADA requirements; key walkways, such as entrances and fire exits; and other essential architectural elements to ensure the best user experience in each area of your learning spaces.

ENSURING QUALITY

- **2D, 3D, and virtual reality renderings:** Visualizing how your space will look can be a challenge, but our experienced design team is skilled at creating interior spaces that are engaging and inspiring. With your budget and vision in mind, we will pool our expertise to bring it to life.

Utilizing 2D floor plans, 3D renderings, and immersive virtual reality technology, our design proposals allow you to clearly visualize how your new interior will look.

Our interior services experts will walk you through all the features of the proposed solution. Your ideas and feedback will also be incorporated into additional design development phases, so the final solution is one that is exciting, compelling, and accommodating to all your needs.



PRODUCT CONSULTATION

At this stage, we'll guide you through the process of selecting the best product solutions to meet your school community's needs.

SELECTION

- **Product selection:** You may have an idea of the type of furniture that you would like, or you may want suggestions for products that will best meet your needs. Either way, our team will listen carefully and provide inspirational solutions that align with your stylistic, budgetary, and functional needs. We will also advise on complementary product collections to provide a cohesive aesthetic and functionality throughout your school.
- **Samples:** Before you commit to a large purchase, we can secure samples that are representative of the items you have selected for your team to touch and feel. This way, your teachers and students can try out selections in your existing spaces to test their durability and functionality.
- **Color, fabric, and finish selection:** We can help you choose colors and finishes that will add interest and excitement to your space. Our experts can also provide advice on fabrics and finishes that will stand the test of time and function best for the activities taking place in each area.

QUOTATION

- **Product pricing:** Generally, product pricing will be based upon a finalized design or product list. Product alternatives can be suggested to help keep a design within a set budget. Revised quotations will be provided as the project moves through the revision stages.
- **Freight costs:** Every project will incur freight costs to get products to the desired location. Every effort is made to consolidate vendors and negotiate freight rates to ensure your products arrive safely and economically.
- **Delivery costs:** Depending upon the complexity of the project and the nature of the site, deliveries may either be consolidated at a warehouse or delivered directly to the final location. These arrangements may require additional services, and charges will be discussed and quoted if necessary.
- **Installation costs:** We have a nationwide network of professional installers who have a thorough understanding of our products. The costs of these services will also be included on your quotation if they are needed.



PROJECT MANAGEMENT

We'll coordinate with each of your partners to handle every aspect of your project, from finalizing order details to final shipment coordination.

ORDERING

- **Final plan and pricing:** Once all details have been finalized, you will receive a final plan and price quote for approval.
- **Customer purchase order:** A purchase order, including final color selections, is usually required in order for us to place orders with vendors. The purchase order is our indication to proceed with the execution of your project.
- **Payment terms:** Your Demco representative will help guide you through the credit terms for your organization.

PROCUREMENT

- **Order and plan review:** Once your purchase order is received, our team will do a thorough review of your final quote and design to ensure that your purchase order matches.
- **Product orders placed with vendors:** Once all information is finalized, the purchase orders will be submitted to all appropriate vendors.
- **Order review and acknowledgment:** Once your project order is received and reviewed by the vendor, they will acknowledge receipt and confirm any questions they have prior to initiating production or shipment.

COORDINATION

- **Shipment confirmations:** We will communicate shipment expectations to the vendor when orders are placed. Once shipment dates are received for all products on a project, your project manager will communicate the approximate date range set for installation.
- **Order tracking:** Orders are monitored on a regular basis to ensure that they are on schedule. Your project manager will communicate all changes to you, including any delays or product back orders.
- **Storage capabilities (warehousing):** Our team will manage coordination of shipments from multiple vendors and utilize available **warehouses in Denver, CO**, when needed, ensuring your products arrive as scheduled. When shipments are sent to the installers' warehouse, we will notify them of each delivery so that they can label and store your products per our contract. In some cases, efficiency requires product to be held by the manufacturer, bypassing the warehouse to ship directly to your site on installation day.



INSTALLATION

We will coordinate with vendors and local installers to make sure that both your space and your staff are ready to open on schedule.

INSTALLATION

- **Logistics and storage:** Your project manager will be in contact as delivery dates near to make sure that your site is ready for installation. They will take care of advising the installation team of any special requirements. If there is a delay and your site is not ready by the planned installation date, your project manager can help arrange for interim storage space at one of the available warehouses in Denver, CO. These warehouses are fully insured, secure, and climate-controlled, and they have multiple loading docks to accommodate full-sized semitrucks. Some fees may be incurred, depending on the length of extra storage time needed.
- **Installment preparation:** Your project manager will confirm installation dates as final shipment information is received. Any special clearance or other details will be handled with the installation team prior to installation day.
- **Install crew:** Your project manager will determine the appropriate crew size for each day depending on the scope and type of work required. For example, unloading the trucks may require a larger crew while assembling and placing product can be done by a smaller one.
- **Installation day oversight:** On scheduled installation days, the project manager will be in contact with you and the install crew to ensure everything is proceeding as planned. Should you desire any changes to the placement of product or other services at this time, you should contact your project manager.

During installation, the team will document the progression of the work and the completed project by collecting digital images of the project site and products. These images will be communicated back to the project manager. When installation is complete, the lead installer coordinator will conduct a walk-through of the spaces with you, using our room-specific punch list to document any outstanding needs.

- **Timeline:** How long an installation takes from start to finish depends on the scope of the project and the state of the space. On a recent project, it took 10 days to install school furniture for 66 rooms, with all rooms being clean, empty, and available (with no other trades in the space for the full 10 days).



FOLLOW-UP SUPPORT

We'll stay connected to make sure your new space meets all your goals and is a place your students can grow and learn. There may be final details that can make your spaces even better, and we are happy to help with any additional needs.

FOLLOW-UP SUPPORT

- **Punch list follow-up:** In addition to day-to-day oversight during installation, the lead installer will perform a final walk-through with you to review the work and create a punch list with any follow-up tasks. A copy of the punch list document will be shared with you and with your project coordinator, ensuring a common understanding of what items need to be addressed. The items are then entered into our business system, where your project coordinator will see each as a task in their work queue. These issues are reviewed and reported on weekly until resolved.
- **Warranty issues:** We will leverage our strong, long-standing relationships with supplier partners to ensure that any warranty concerns are addressed and resolved to your satisfaction. As your advocate, our service team will protect your investment by working directly with the manufacturer on your behalf to find fair and reasonable solutions to any issues that arise outside of warranty. **For additional warranty information, see page 42.**
- **Post-opening needs:** With any new space, there are often additional needs you'll discover once you are actively using the space. We will make it our mission to ensure your project is a success and offer ongoing follow-up support to guarantee your spaces are supported for years to come. Our team responds to customer inquiries within 48 business hours.
- **Future purchases:** We will provide a single hub where you can revisit the final selections you made for your space and easily order more of the same pieces. Should you need assistance ordering additional furniture, supplies, or equipment, you will have direct access to our sales team, who can provide suggestions for solutions beyond the scope of your initial project.

Project Experience

"These spaces have totally renovated not only the space itself, but the learning that happens inside. ... It's been transformative. Kids walk in and you can see how motivated they are."

**ED KEMNITZER,
EXECUTIVE ASSISTANT FOR
TECHNOLOGY INTEGRATION,
MASSAPEQUA SCHOOL DISTRICT,
MASSAPEQUA, NY**

We share your goal of creating spaces that aren't just new, but also effective for your teachers and students.

We've had the opportunity to design learning environments across the country, from early learning spaces through higher education, and we understand that each community's needs are unique. With the philosophy that the most effective classroom is a student-centered classroom, we'll use a variety of factors, including personal teaching styles, student needs, and current and future educational practices, to ensure your learning environments promote authentic engagement and profound learning.

On the next few pages, we've included a sampling of our favorite K-12 interiors projects. Visit demcointeriors.com to see more of our portfolio.



The Highly Effective Classroom

Research is proving what educators have known for years:
The physical space plays an important role in student success.

Improvements to classroom layout
result in a 45% increase in academic achievement.**

Optimizing the physical characteristics
of classrooms improves academic performance by 16%.*

Flexibility and student ownership
result in a 45% increase in academic achievement.**

Features of a High-Impact Learning Environment



Sources: *University of Salford Manchester; **USC Rossier School of Education

SCHOOL DISTRICT OF HORICON



CLIENT

School District of Horicon

ADDRESS

841 Gray St.
Horicon, WI

COMPLETED

August 2020

REFERENCE CONTACT

Rich Appel
Superintendent

In late December 2018, the School District of Horicon and its hired architectural firm — Bray Architects — began their process for selecting a furniture partner to outfit Horicon's new elementary school. The district invited our team to present Demco's qualifications. The day after the presentation, the district and architect selected Demco because they trusted our team to focus on truly understanding the needs of the students, teachers, and administrators who'd be impacted by the new spaces before recommending a single furniture product.

Building a strong relationship with the architects and designers from Bray was key to the success of this project. Our interior solutions and design team collaborated closely with Bray to understand their design plans and learn how they envisioned different spaces functioning within the school. As part of the design process, Bray had conducted a needs assessment with stakeholders from the school, including teachers and students. Based on the needs assessment, Bray's designers created a list of the furniture products they recommended throughout the school.

Our challenge was to achieve the architect's and district's collective vision for their new space, while staying within the project budget. The Demco team's expertise, coupled with the breadth of our product portfolio, enabled us to understand key features of the furniture specified by the architect while proposing more price-competitive alternatives that satisfied the school's needs.

For example, our recommended alternative to the furniture originally specified for the administrative offices resulted in more than 60% savings without sacrificing quality or functionality.

To ensure students and teachers were involved in the process, we shipped a number of sample items to the school for testing, including chairs, tables, desks, and soft seating options. Our interior solutions team visited the school two weeks later to collect feedback on the samples and incorporate that feedback into our final furniture selection recommendation.

At the district's request, our team also conducted a complete inventory and assessment of the existing elementary school furniture to help determine which items could be repurposed or sold.

While our primary contacts throughout the duration of the project were members of the Bray Architects team, we ensured that Horicon Superintendent Rich Appel was included on all our correspondence with Bray. After collaborating with both Rich and Bray to finalize the furniture selection and place the order, our team stayed in close contact with Rich to ensure he was comfortable with the installation plan and to make sure their spaces were prepared for the new furnishings.

Based on their positive experience with our team, the district chose to partner with Demco for additional middle and high school classroom and library spaces, more than doubling the size of this project.

New furniture was planned and selected for School District of Horicon by Bray Architects after user group meetings and sample testing took place. Bray also coordinated furniture vendor interviews for the district to help establish a relationship for not only the purchase of new furniture, but the inventory and movement of existing furniture to be repurposed from the old building to the new.



BARNEVELD SCHOOL DISTRICT



"Bottom line is Demco has been awesome to work with, and I see our partnership lasting well beyond our project."

**BRETT STOUSLAND,
FORMER DISTRICT
ADMINISTRATOR**

CLIENT

Barneveld School District

ADDRESS

304 S. Jones St.
Barneveld, WI

COMPLETED

September 2019

REFERENCE CONTACT

**Brett Stousland
Former District
Administrator**

After passing a referendum to overhaul their secondary school and build a new elementary wing, leaders in the Barneveld School District knew they needed a furniture partner who could work seamlessly with their architecture firm to meet the goals of their district. They selected Demco to help them ensure their new spaces, including their classrooms, commons, library, art and band rooms, and cafeteria, were equipped now and into the future to support student achievement.

Classrooms in the elementary wing were designed for student-centered instruction with seating and work surfaces that can be quickly rearranged for individual and group work. Consistent work surfaces, storage, and teacher workstations throughout allow furnishings to easily be moved among all classrooms where needed.

To provide additional room for collaboration, common areas in the wide hallways between the elementary classrooms feature whiteboards and can accommodate small to large groups.

In the upper commons, a variety of furnishings, including soft seating and café-height tables, give students a place to collaborate and socialize during free periods, in between classes, and after school. The lower commons includes cafeteria-style seating, along with easy-to-clean diner booths.

The inviting new library focuses on flexibility and adaptability, with new LibraCraft® mobile shelving and mobile tables that can be rearranged to accommodate any size group. Additional soft seating, mobile stools, and individual work surfaces throughout allow students to find comfortable areas to work.





A community striving towards excellence in education.

September 13, 2019

Re: Letter of Reference for Demco

To Whom It May Concern:

I am the District Administrator for Barneveld School District, and I am writing to provide a brief description of our experience working with Demco during our ongoing renovation project.

We had a problem with our first vendor and then brought on Demco knowing that we scrunched our timelines. They were truthful with what they could deliver by certain dates and what they couldn't, which allowed us to plan around it. When they promised us dates of delivery they were able to keep the promise. The honesty up-front was good to know.

I appreciated the company working with our color scheme to provide us a variety of layouts and complementary colors (otherwise it can be overwhelming with all the possible colors). When I didn't like something, there was no offense taken, and I felt they were never pushing any one product or design. For example, they created a mixture of seating for one of our "resource areas" and I loved the design, but we didn't have the budget to purchase it just yet. They didn't flinch and said we can keep the design on file if we want to place furniture in that area down the road.

They are very responsive, and the fact that someone picks up when I call or emails back within the day has been great. Communication is frequent but not annoying. I would get notices when items were going to be shipping, and more importantly, I was invited to their office to look at color samples. Representatives were willing to come on-site several times to go through product layouts, as well as on the day of delivery to make sure everything was in order.

I will be honest, I had a little sticker shock when looking at the cost of delivery and install, however, after our install I can tell you it was worth every penny spent. The group they had on delivery day was excellent. They assembled every piece, placed items in the proper rooms, and when they were done there wasn't a piece of cardboard, plastic, or styrofoam left.

Everything that arrived has been good quality. The group was very conscientious in examining the furniture coming off the delivery truck. We did have a desktop that was dinged up on delivery; however, the installers noticed it and quickly reordered the top, and within two weeks it was replaced.

My main contact, Lynne, has been great. She continues to work with me to add additional pieces that we realize we now need and provides the same attention to detail on a \$500 order that we had on our \$100,000 order.

The bottom line is that Demco has been awesome to work with, and I see our partnership lasting well beyond our project. If you have additional questions, please don't hesitate to reach out.

Regards,

Brett Stousland, District Administrator

FOREST EDGE SCHOOL



"Our favorite part about working with Demco was the positive people who understood our vision."

KERRI MODJESKI
PRINCIPAL

CLIENT

Forest Edge School

ADDRESS

4848 Brassica Rd.
Fitchburg, WI

COMPLETED

September 2020

REFERENCE CONTACT

Kerri Modjeski
Principal

In Wisconsin's Oregon School District, teachers and parents worked together to envision an aspirational facility for their community's students. According to Principal Kerri Modjeski, the group "wanted to create a unique space for discovery, learning, and innovation ... that represents key changes in learning environments." For them, this meant prioritizing bright and open spaces, connection to nature through light and outdoor views, and a variety of mobile furniture and flexible seating.

Forest Edge chose Bray Architects to design and build the innovative school, and selected Demco to outfit the sustainable space with the right furnishings. Demco's furniture-focused Revit families allowed for seamless collaboration between our teams when perfecting the spaces.

In the cafeteria, nature-inspired Beach Stone Lounge Seating helps to bridge the gap between the open-air courtyard and the indoors with organic, inviting colors and shapes. Large tables ensure plenty of room for the growing student population, while folding, rolling, and stowing capabilities fulfil the practical needs of the whole community, making it easy to clear the space in a snap for large-group activities or special events.

In the library, a thoughtful mix of shelving encourages students to explore the full collection, soft seating offers superior comfort, and one of Demco's proprietary ColorScape® Playpod Houses adds variety and fun.

These carefully selected pieces blend seamlessly with exciting architectural elements to support an environment where all students can feel comfortable, discover their strengths, and succeed.



WAUWATOSA SCHOOL DISTRICT



CLIENT

Wauwatosa School District

ADDRESS

12121 W. North Ave.
Wauwatosa, WI

COMPLETED

September 2020

REFERENCE CONTACT

Cindy Kazmierski
Purchasing Supervisor

The Wauwatosa School District was facing many challenges with their aging facilities, which were inefficient, costly to repair, and had become unreliable. Their elementary schools suffered from accessibility limitations and lacked the benefits of modern makerspaces, the comfort of flexible furniture, and the technological capabilities available at the district's high schools.

As part of the decision-making process, Demco outfitted a pilot classroom at the district's Jefferson Elementary School. Our interior services team walked through the existing classroom alongside the teacher, Angela Walsh, to understand how she and her students used the existing space. Elements of the existing layout and furniture that were effective, such as round tables that encouraged collaboration between students, were incorporated alongside modern solutions like mobile furniture, a choice of active seating, and streamlined storage.



[illegible]

Driven by the most up-to-date knowledge of environmental influence on learning outcomes, our team designed a cohesive new library and makerspace that supports genuine engagement and success for all students. To maximize the open and accessible layout built by Plunkett Raysich Architects, and keep the district under budget, Demco's team chose vibrant new furnishings that combined seamlessly with existing shelving, media tables, and seating.

Next door to the inviting library, a 21st century makerspace called the Discovery Lab is outfitted with a variety of workspaces and flexible seating designed to help students explore STEAM activities, conquer design challenges, and engage in other hands-on lessons. Demco's Gear Guard™ tables keep small parts, rolling pieces, and moving bots off the floor and a TeacherGeek® Maker Cart contains more than 17,000 components for an unparalleled STEM experience.

**ANGELA WALSH,
CLASSROOM TEACHER**

Room Typology Portfolio

Snapshots of good, better, and best solutions for each space type

We share your goal of creating environments that are not only new, but also engaging and effective for your teachers and students. We also know that the needs of your community are unique, and that understanding your goals and priorities is a critical part of creating spaces that are truly functional for Mequon-Thiensville schools.

Demco's interior design team is excited to work with you to refine our proposed solutions to reflect your vision and suit your budget. Ahead of that process, we have created a Room Typology Portfolio to showcase a range of learning environments that we have designed both locally and across the country. The selected projects correlate to the types of spaces that you have requested, and should give you a good idea of what we can do.

For each Room Typology, we have included multiple learning environments that represent a good, better, and best range of solutions. By sharing these environments, we aim to provide inspiration, a platform for ideation and concept generation, and a vehicle to create early budgetary guidelines.

After the Room Typology Portfolio, you will find a pricing summary that includes a **budget range per room type** and an **overall budget range per school**.

CAFETERIA – BEST



Capacity: 252 Students
Product Total: \$144,588

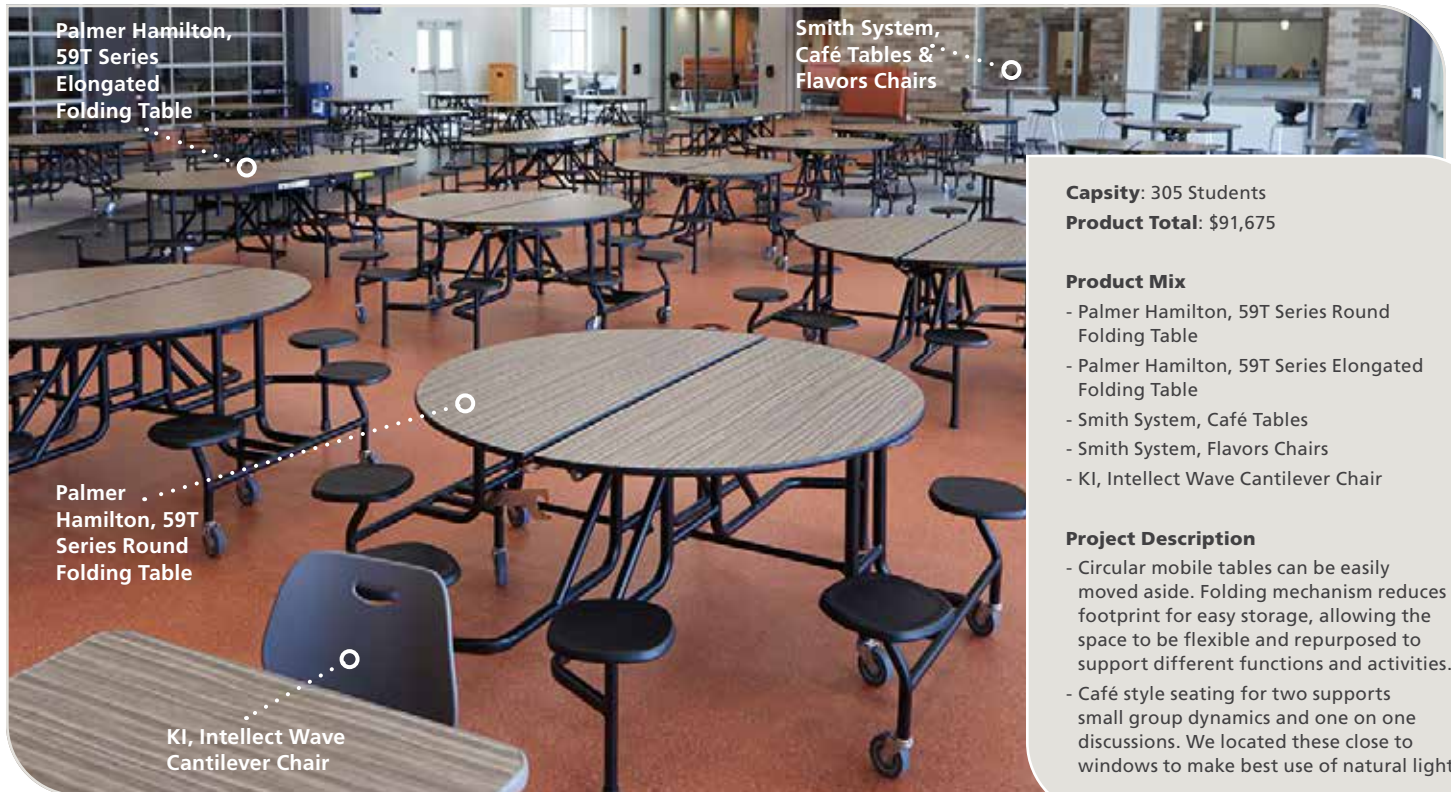
Product Mix

- AmTab, Mobile Stool Table Round
- AmTab, Mobile Stool Table Elliptical
- AmTab, Café Stool Soft Seating
- AmTab, Mobile E-Z Tilt Café Table
- AmTab, Mobile Conversation Table
- AmTab, Mobile Folding Booth Package
- Smith System, Groove Stool

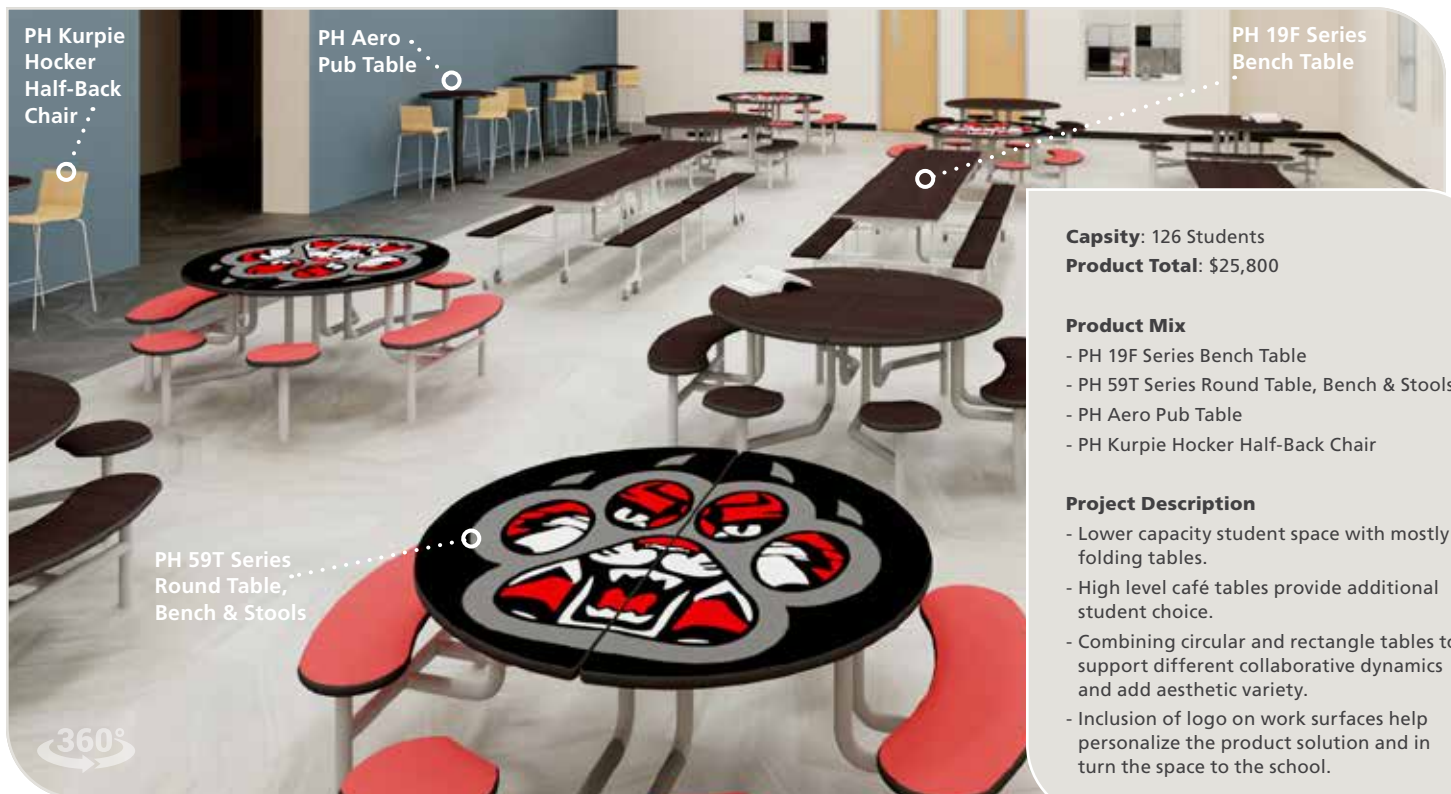
Project Description

- Variety of seating types and height options was an important goal to give students choice. Everything was mobile so space could be cleared out.
- A vibrant color palette was carried through to the seating solutions. Allowing for circular tables, booth seating and higher-level tables gives students choice on where and how they sit.
- We designed café seating into the center of the space which creates smaller group zones either side. Zoning larger spaces like this can help personalize areas.

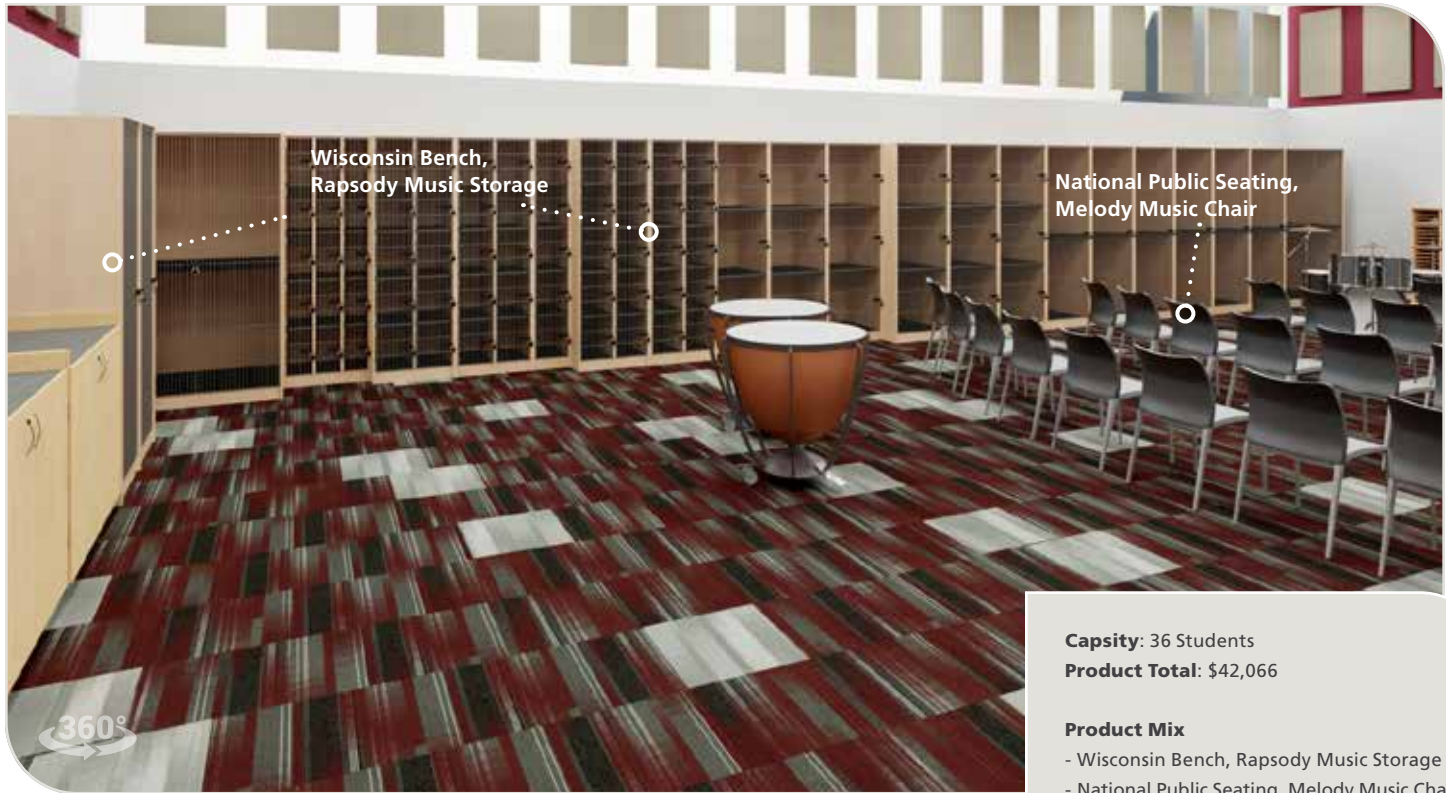
CAFETERIA – BETTER



CAFETERIA – GOOD



BAND ORCHESTRA ROOM – BEST



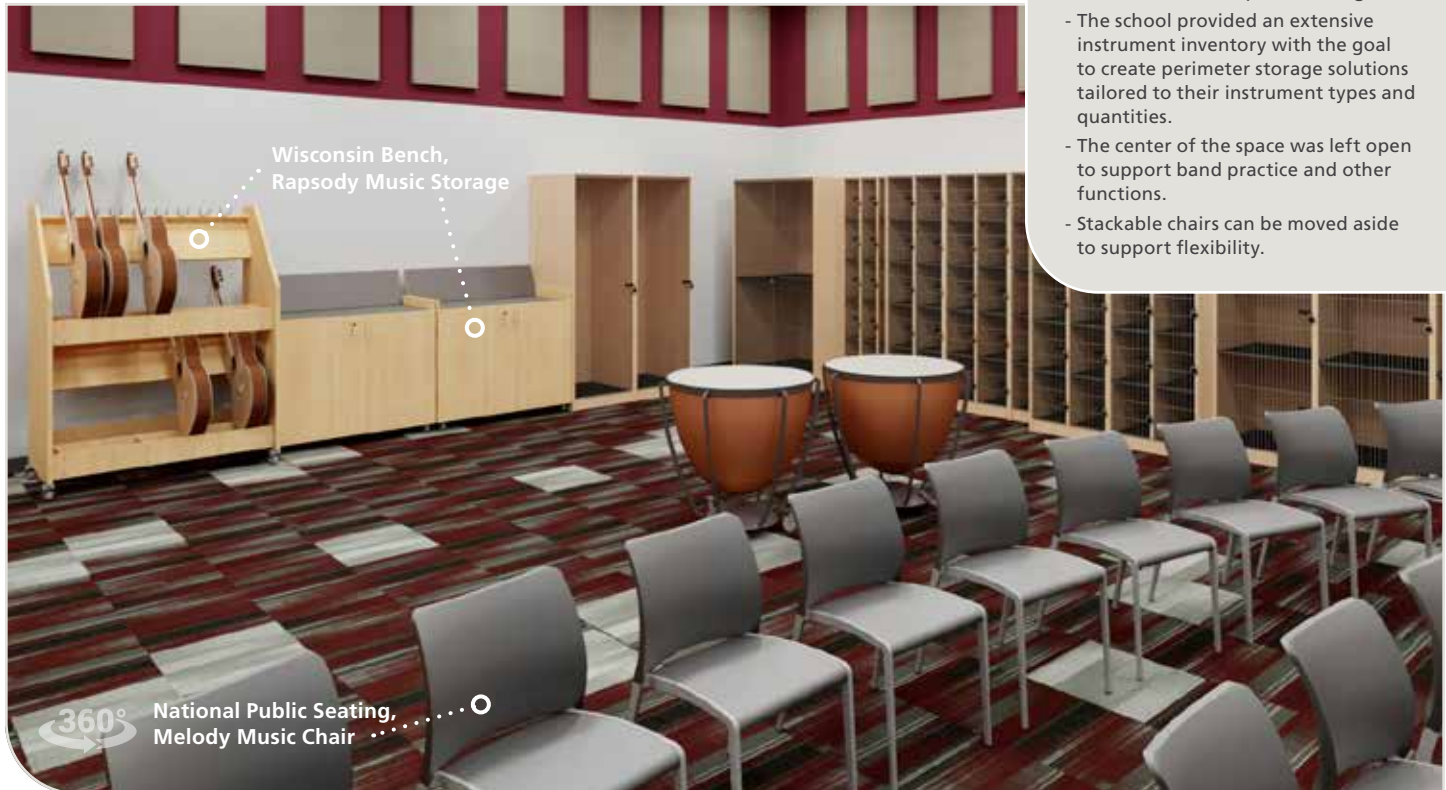
Capacity: 36 Students
Product Total: \$42,066

Product Mix

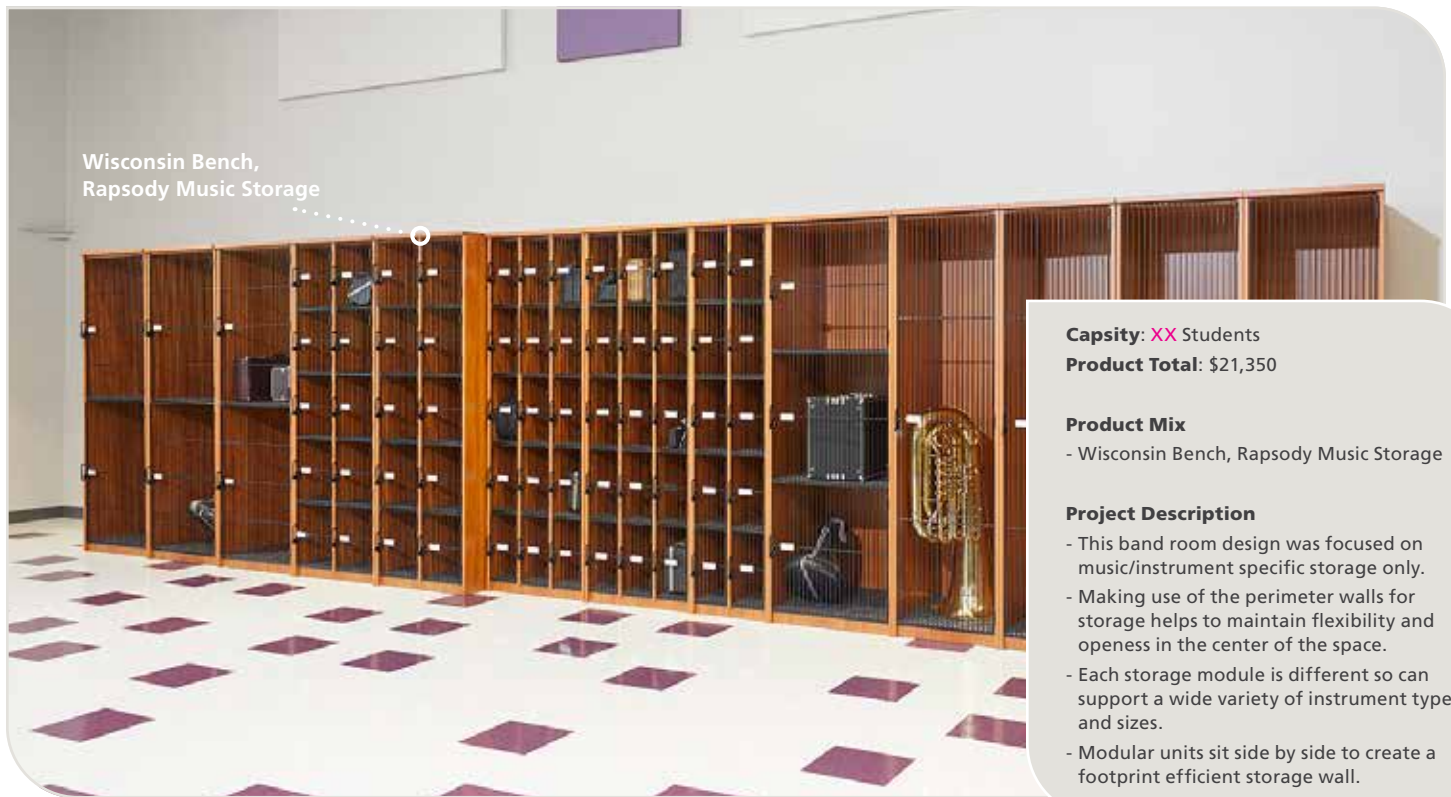
- Wisconsin Bench, Rapsody Music Storage
- National Public Seating, Melody Music Chair

Project Description

- Band room includes music chairs and music/instrument specific storage.
- The school provided an extensive instrument inventory with the goal to create perimeter storage solutions tailored to their instrument types and quantities.
- The center of the space was left open to support band practice and other functions.
- Stackable chairs can be moved aside to support flexibility.



BAND ORCHESTRA ROOM – BETTER



Capacity: XX Students

Product Total: \$21,350

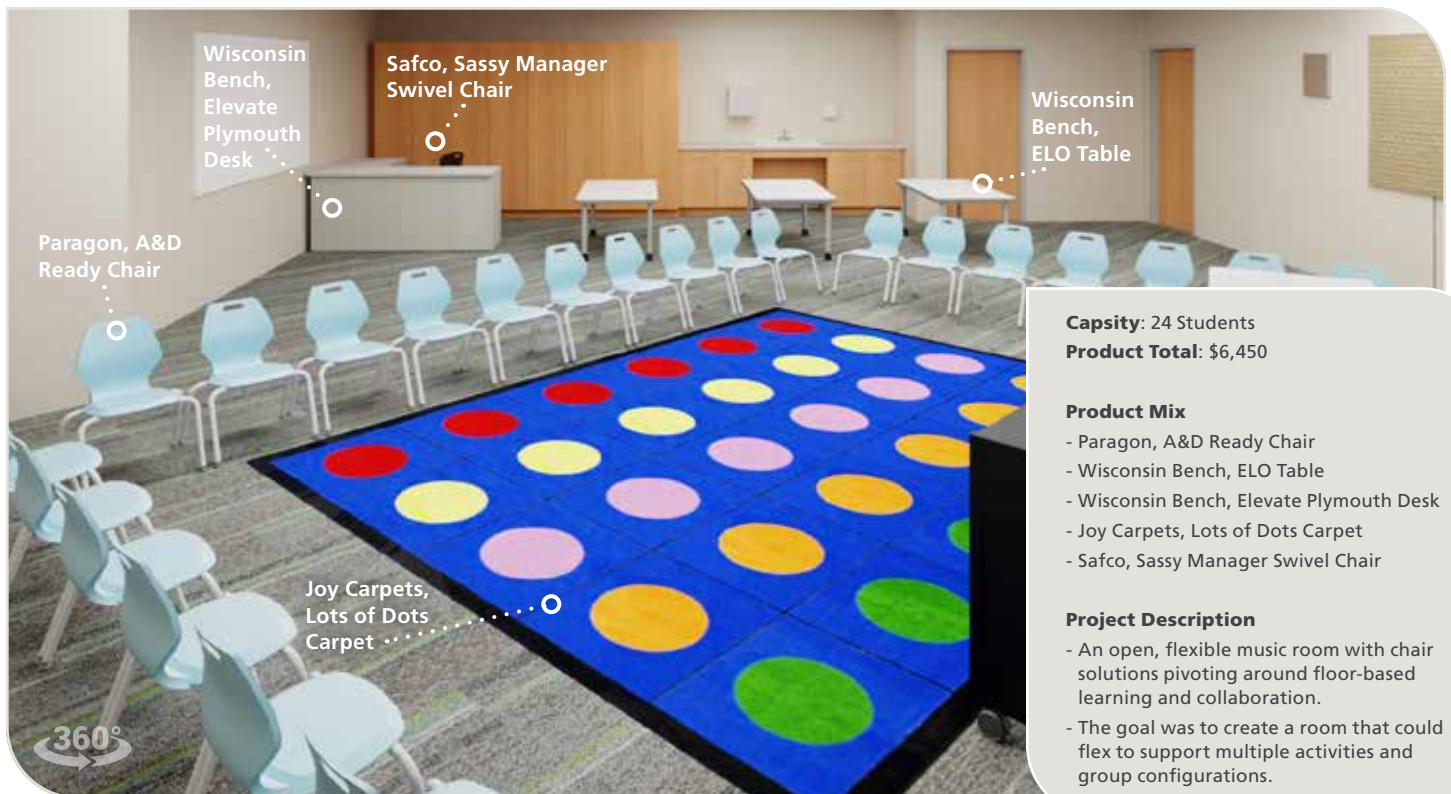
Product Mix

- Wisconsin Bench, Rapsody Music Storage

Project Description

- This band room design was focused on music/instrument specific storage only.
- Making use of the perimeter walls for storage helps to maintain flexibility and openness in the center of the space.
- Each storage module is different so can support a wide variety of instrument types and sizes.
- Modular units sit side by side to create a footprint efficient storage wall.

BAND ORCHESTRA ROOM – GOOD



Capacity: 24 Students

Product Total: \$6,450

Product Mix

- Paragon, A&D Ready Chair
- Wisconsin Bench, ELO Table
- Wisconsin Bench, Elevate Plymouth Desk
- Joy Carpets, Lots of Dots Carpet
- Safco, Sassy Manager Swivel Chair

Project Description

- An open, flexible music room with chair solutions pivoting around floor-based learning and collaboration.
- The goal was to create a room that could flex to support multiple activities and group configurations.

CLASSROOM – BEST



Capacity: 24 Student Seats, 11 Lounge Seats

Product Total: \$x,xxx

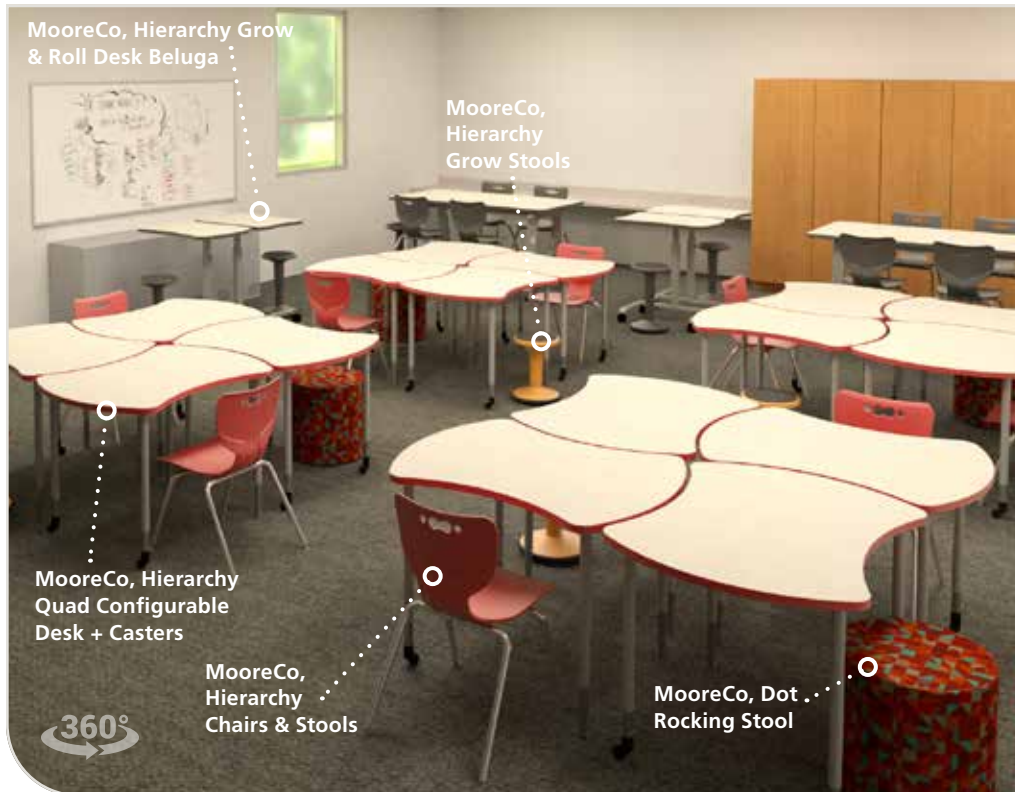
Product Mix

- MooreCo, Small Shapes Desk + Totes + Casters
- MooreCo, Hierarchy Chair + Grow Stool
- MooreCo, Media Space Table + Monitor Mount + Power
- MooreCo, Hierarchy Flipz Stools
- MooreCo, Activity Table Round
- MooreCo, Instructor Teacher Desk
- Eurotech, Apollo Task Chair
- Demco, Tranquil Tree Rug
- HPFI, Flex Tiered Seating
- Tenjam, DuraFLEX Curved Pentagon Stools
- Demco, Gear Guard Makerspace STEM Table

Project Description

- Floor based learning zone provides touch down points at start of day.
- Maker table supports STEM activities.
- The perimeter of the classroom supports mobile storage solutions and small micro zones for digital collaboration and informal working.
- Height adjustable and static stools have rocking base to promote movement.

CLASSROOM – BETTER



Capacity: 28 Students
Product Total: \$15,018

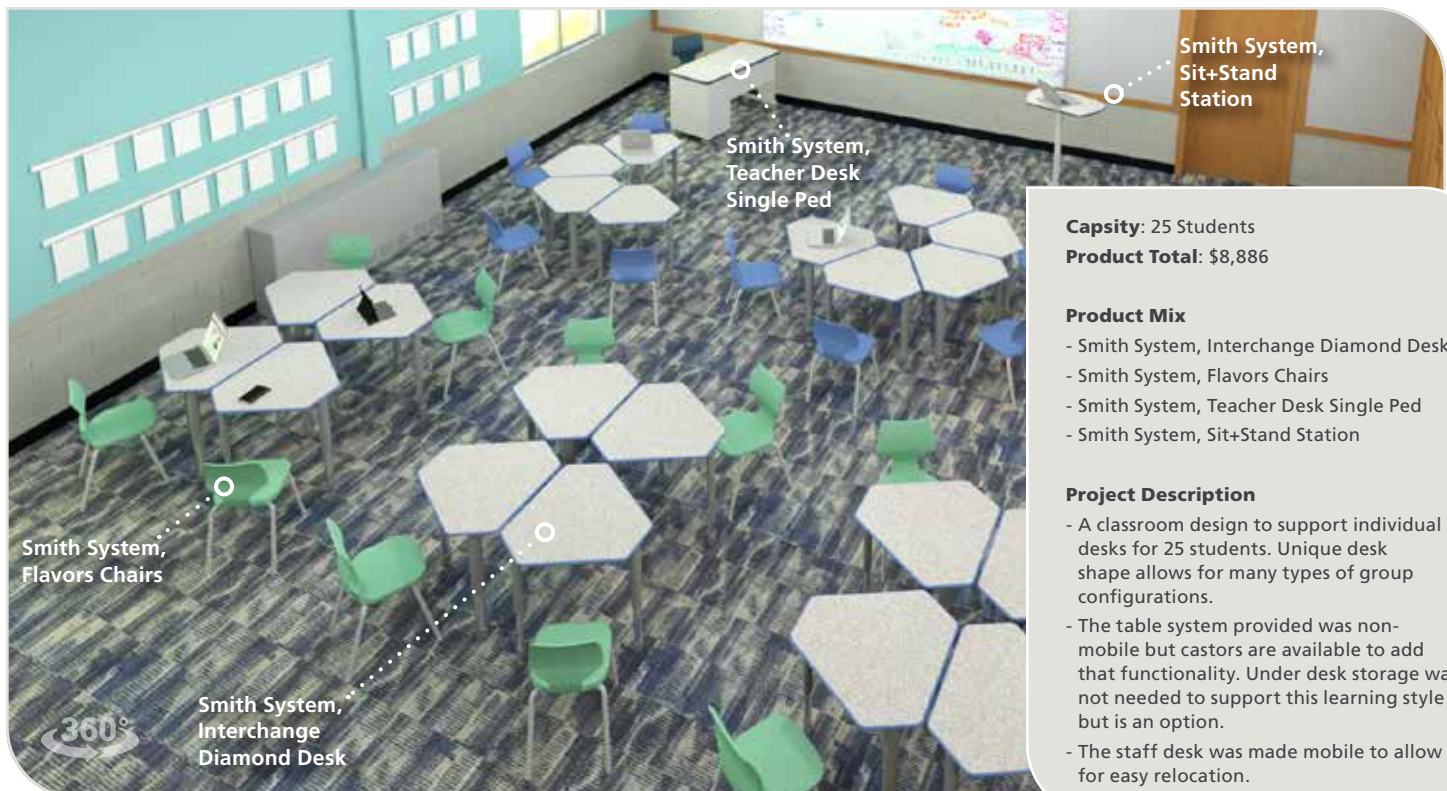
Product Mix

- MooreCo, Hierarchy Quad Configurable Desk + Casters
- MooreCo, Compass Makerspace Table, Café Height
- MooreCo, Hierarchy Grow & Roll Desk Beluga
- MooreCo, Hierarchy Chairs & Stools
- MooreCo, Hierarchy Grow Stools
- MooreCo, Dot Rocking Stool
- MooreCo, Mobile Teacher Workstation II
- MooreCo, Hierarchy Stool 5-Star Base

Project Description

- Flexible classroom design with a combination of chairs, height adjustable stools and ottoman seating to provide student variety and choice.
- Individual table surfaces are designed to combine together to support group collaboration.
- Height adjustable stools have rocking base to promote movement.
- Sit to Stand table solutions allow students to adjust their personal ergonomics during class.

CLASSROOM – GOOD



Capacity: 25 Students
Product Total: \$8,886

Product Mix

- Smith System, Interchange Diamond Desk
- Smith System, Flavors Chairs
- Smith System, Teacher Desk Single Ped
- Smith System, Sit+Stand Station

Project Description

- A classroom design to support individual desks for 25 students. Unique desk shape allows for many types of group configurations.
- The table system provided was non-mobile but castors are available to add that functionality. Under desk storage was not needed to support this learning style but is an option.
- The staff desk was made mobile to allow for easy relocation.

SPECIAL EDUCATION ROOM – BEST



Capacity: 21 Students
Product Total: \$14,070

Product Mix

- Smith System, Flavors Stack Chair
- Kore, Grow With Me Stool
- Smith System, Interchange Desk & Tables + Casters
- Smith System, Silhouette Sit+Stand Desk
- Smith System, Soft Rocker
- Russwood, Zipit Saddle Soft Seat
- Russwood, Palette Envision Cubby Shelving
- Smith System, Teacher Desk
- Eurotech, Apollo Mid-Back Task Chair

Project Description

- This is a larger Special Ed classroom space that supports small group collaboration and one on one dynamics.
- Height adjustable stools and chairs provide student choice.
- Soft seating provides tactile surfaces and informal collaboration.

SPECIAL EDUCATION ROOM – BETTER



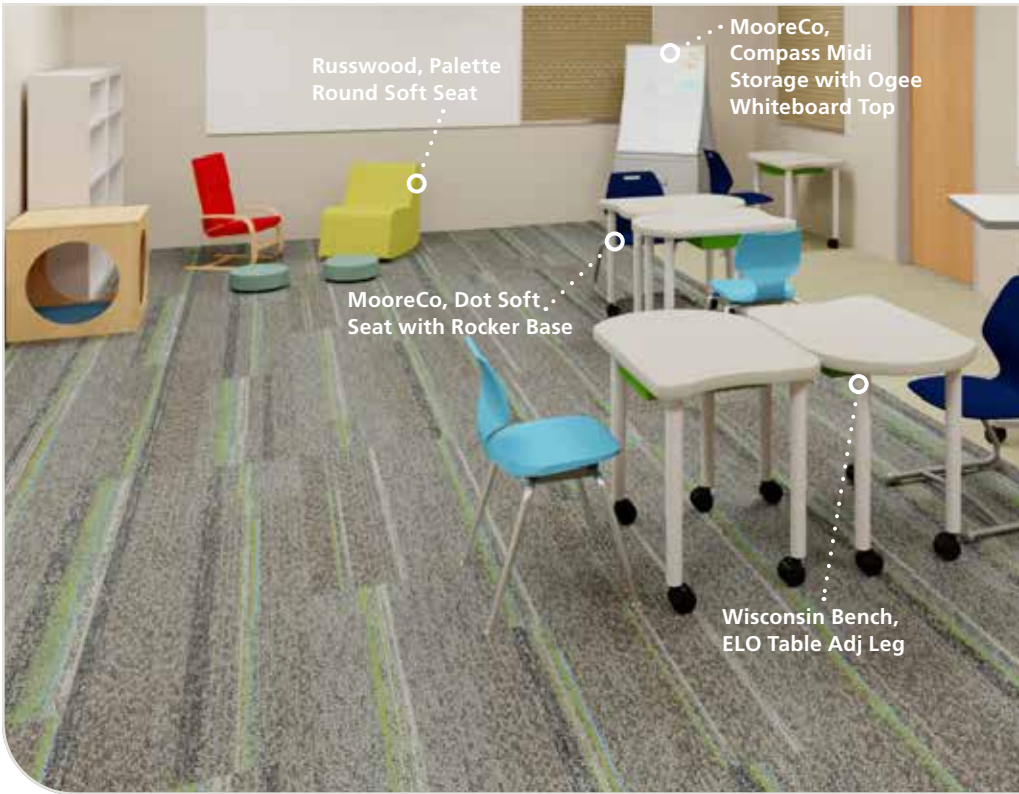
Capsity: 22 Students
Product Total: \$12,975

- Product Mix**
- Smith System, Silhouette Student Desk + Totes + Casters
 - Smith System, Elemental Tables + Casters
 - Smith System, Flavors & Noodle Chairs
 - Smith System, Cascade Storage
 - Smith System, Teacher Desk Single Ped & Theorem Chair
 - Russwood, Zipit Soft Seating (Wedge & Saddle)
 - Joy Carpets, Space Alphabet Carpet & GreenSpace Carpet
 - Wisconsin Bench, REplay File Storage

Project Description

- Space includes flexible desks with storage, two group tables, multiple seating heights, floor seating and lounge, staff desk and storage, and some classroom storage. (A space with many accessories)

SPECIAL EDUCATION ROOM – GOOD



Capsity: 8 Students
Product Total: \$4590

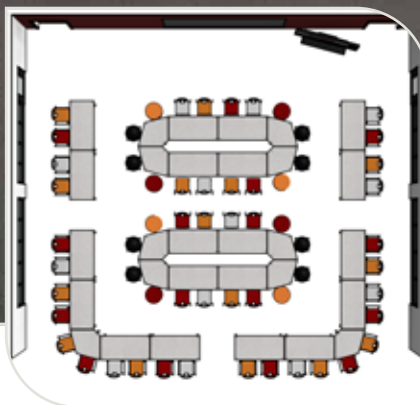
- Product Mix**
- Wisconsin Bench, ELO Table Adj Leg
 - Wisconsin Bench, Elevate Plymouth Student Desk
 - Paragon, A&D Read Chair
 - Smith System, Soft Rocker
 - Russwood, Palette Round Soft Seat
 - MooreCo, Dot Soft Seat with Rocker Base
 - MooreCo, Compass Midi Storage with Ogee Whiteboard Top

Project Description

- The design of this space is focused to support one on one tuition and small group collaboration.

- Variety of soft seating types and their tactile surfaces helps to meet student sensory needs.

LGI CLASSROOM – BEST



Capacity: 60 Student Seats

Product Total: \$41,240

Product Mix

- Muzo, Kite 750 Series Flip/ Nest Mobile Tables
- Muzo, Mix Chairs
- Safco, Runtz Stools
- HPFI, Cylinder Ottoman

Project Description

- A flexible learning space that can easily be adapted.
- Muzo tables have a modular design that allows for many different configurations.
- Fold & nest functionality allows table to be reduced to small footprint and stored
- Wood seat and back introduces aesthetic variety.

LGI CLASSROOM – BETTER



Capsity: 50 Student Seats

Product Total: \$19,252

Product Mix

- MooreCo, Hierarchy Cognitiv Table + Casters
- MooreCo, Compass Makerspace Table, Café Height
- MooreCo, Hierarchy Grow & Roll Desk Beluga
- MooreCo, Hierarchy Chairs & Stools
- MooreCo, Hierarchy Grow Stools
- MooreCo, Dot Rocking Stool
- MooreCo, Mobile Teacher Workstation II (x2)
- MooreCo, Hierarchy Stool 5-Star Base

Project Description

- Flexible large group classroom with variety of seating heights and types.
- The table solutions work independently to support 3 or combine together to support larger groups.
- Higher level A frame tables along the perimeter of the space provide student choice, functional

LGI CLASSROOM – GOOD



Capsity: 48 Student Seats

Product Total: \$12,925

Product Mix

- Smith System, UXL Flip/Nest Table w Height Adjustable Leg
- Smith System, Groove Stacking Chair

Project Description

- Flexible learning space.
- Tables easily flip up and nest.
- Chairs stack to open up the floor space to support different functions.

CONFERENCE ROOM – BEST



KI, Aristotle Storage
Credenzas & Shelving

KI, Connection Zone
Large Conference Table

Arcadia, Faction
Nesting Chairs
Upholstered
with Arms

Capacity: 8 Adults

Product Total: \$10,638

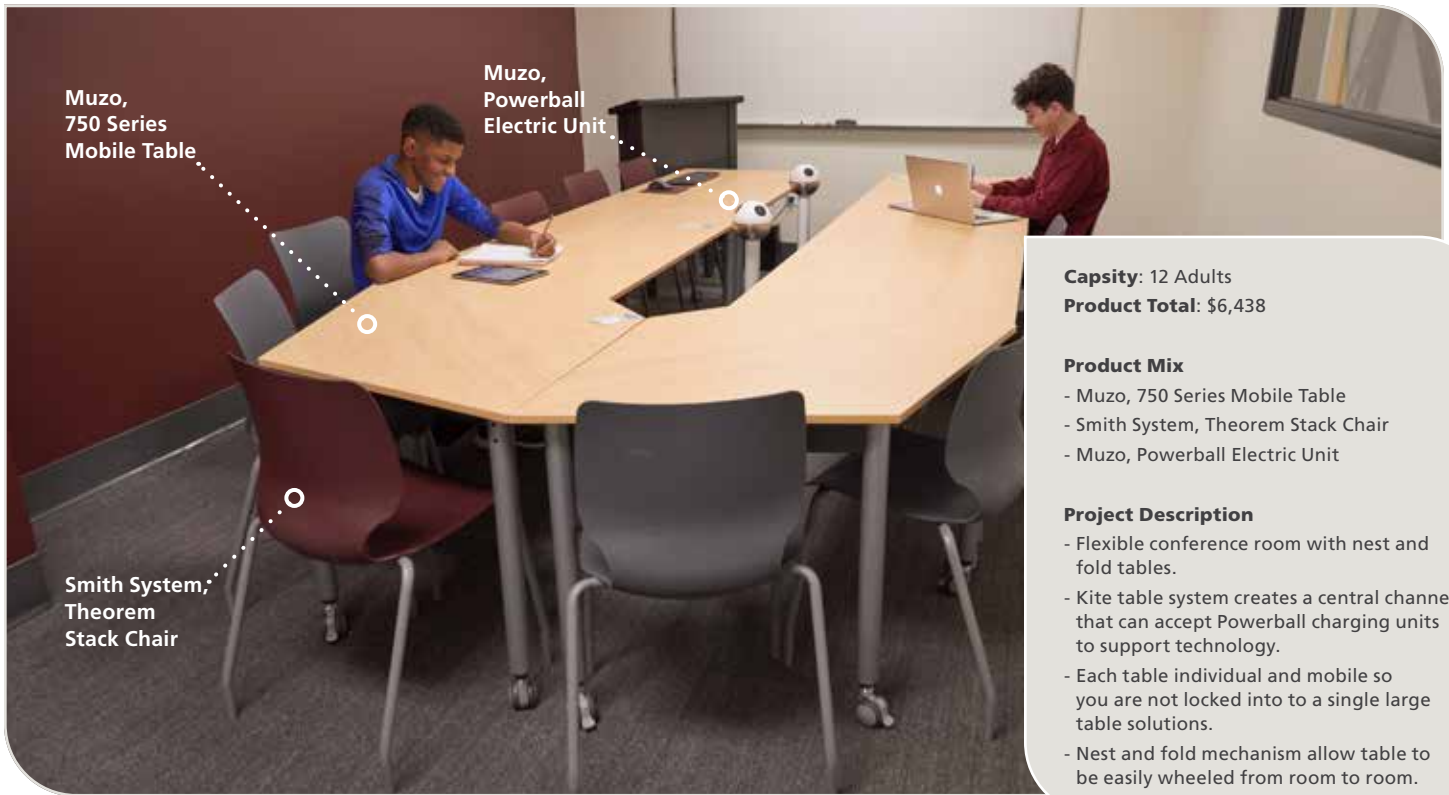
Product Mix

- KI, Connection Zone Large Conference Table
- Arcadia, Faction Nesting Chairs Upholstered with Arms
- KI, Aristotle Storage Credenzas & Shelving

Project Description

- Large central table and mobile chairs provide an elegant, comfortable and professional environment.
- A dedicated space to collaborate as a team.
- Perimeter storage provides resources to support an active meeting environment.
- Low level storage under monitor maximizes functionality.

CONFERENCE ROOM – BETTER



Capacity: 12 Adults
Product Total: \$6,438

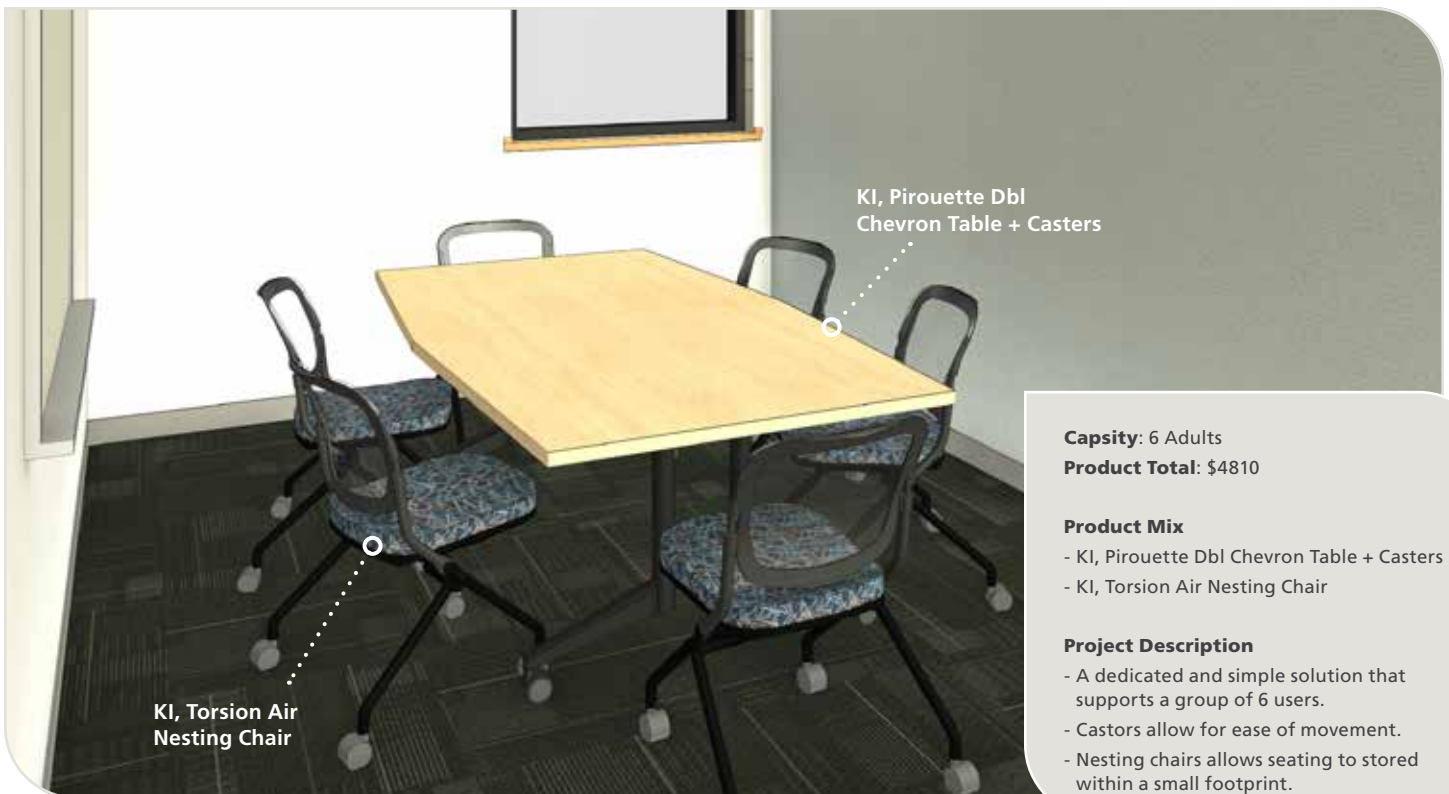
Product Mix

- Muzo, 750 Series Mobile Table
- Smith System, Theorem Stack Chair
- Muzo, Powerball Electric Unit

Project Description

- Flexible conference room with nest and fold tables.
- Kite table system creates a central channel that can accept Powerball charging units to support technology.
- Each table individual and mobile so you are not locked into a single large table solutions.
- Nest and fold mechanism allow table to be easily wheeled from room to room.

CONFERENCE ROOM – GOOD



Capacity: 6 Adults
Product Total: \$4810

Product Mix

- KI, Pirouette Dbl Chevron Table + Casters
- KI, Torsion Air Nesting Chair

Project Description

- A dedicated and simple solution that supports a group of 6 users.
- Castors allow for ease of movement.
- Nesting chairs allows seating to stored within a small footprint.

BREAK ROOM – BEST



Capacity: 18 Adults

Product Total: \$25,024

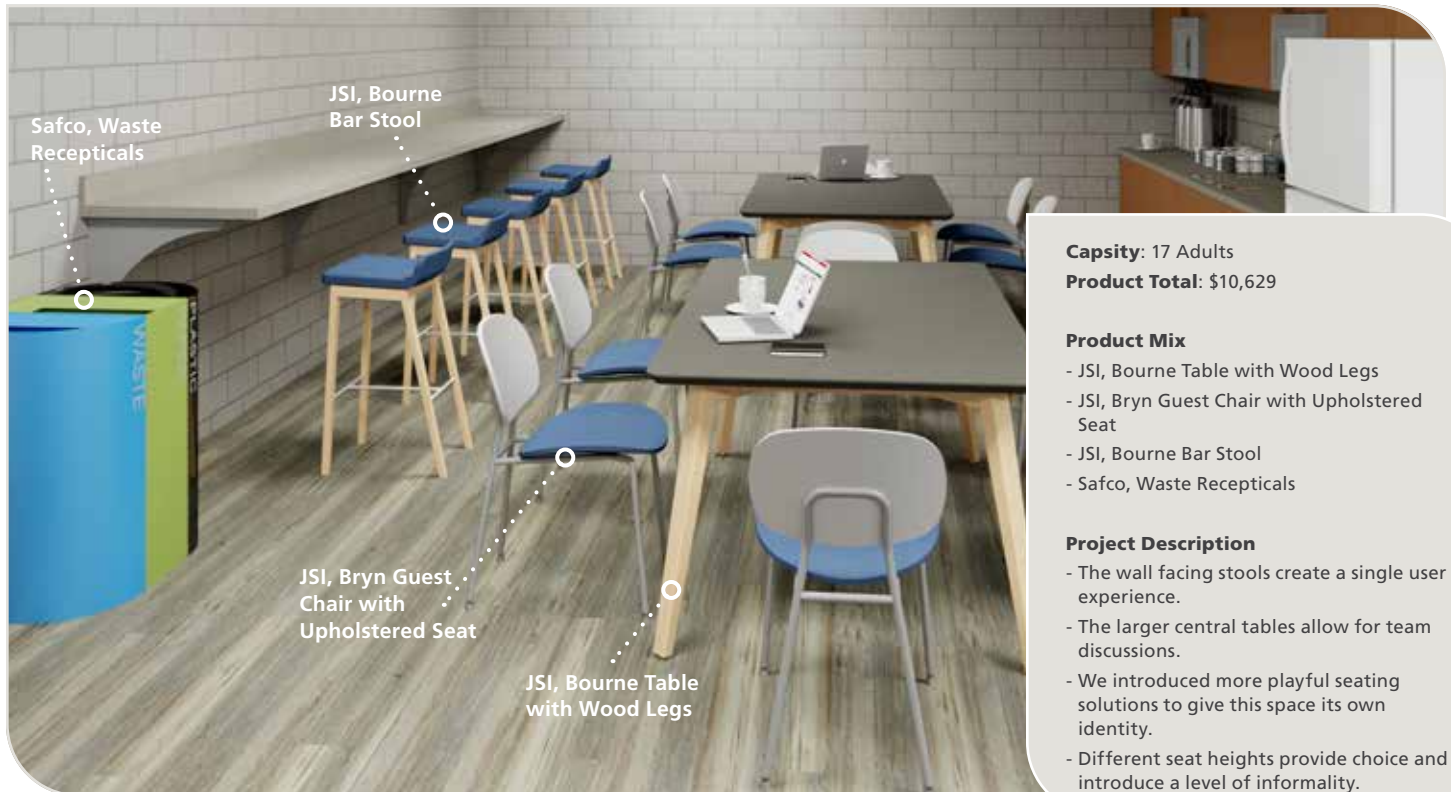
Product Mix

- Arcadia, Vero Café Tables
- Arcadia, Faction Chairs
- Encore, Chirp Stools
- Arcadia, Achella Lounge
- Arcadia, Savina Occasional Tables
- Falcon, Dart Pull-Up Tables

Project Description

- The goal of this space was to create a unique and contemporary environment for staff.
- A place that would be easy to relax in and a place the staff would enjoy spending time in – a place where they would feel valued and appreciated for the work they do.
- Product solutions are easy to move for event, provides variety and color with upholstery.

BREAK ROOM – BETTER



Capacity: 17 Adults

Product Total: \$10,629

Product Mix

- JSI, Bourne Table with Wood Legs
- JSI, Bryn Guest Chair with Upholstered Seat
- JSI, Bourne Bar Stool
- Safco, Waste Recepticals

Project Description

- The wall facing stools create a single user experience.
- The larger central tables allow for team discussions.
- We introduced more playful seating solutions to give this space its own identity.
- Different seat heights provide choice and introduce a level of informality.

BREAK ROOM – GOOD



Capacity: 12 Adults

Product Total: \$4,624

Product Mix

- Smith System, Interchange Table + Casters
- Smith System, Groove Stacking Chair
- JSI, Reef Panel Table
- JSI, Bourne Stool

Project Description

- In this High School staff break room the product aesthetic matches the student solutions throughout the school.
- Offering different heights and ways to sit adds an informal character.
- A space to find a few minutes to collaborate with friends and colleagues during a busy day or to find some alone time.

ADMIN RECEPTION – BEST



JSI, Encore
Lounge Seating &
Occasional Tables

Capacity: 6 Students
Product Total: \$4,675

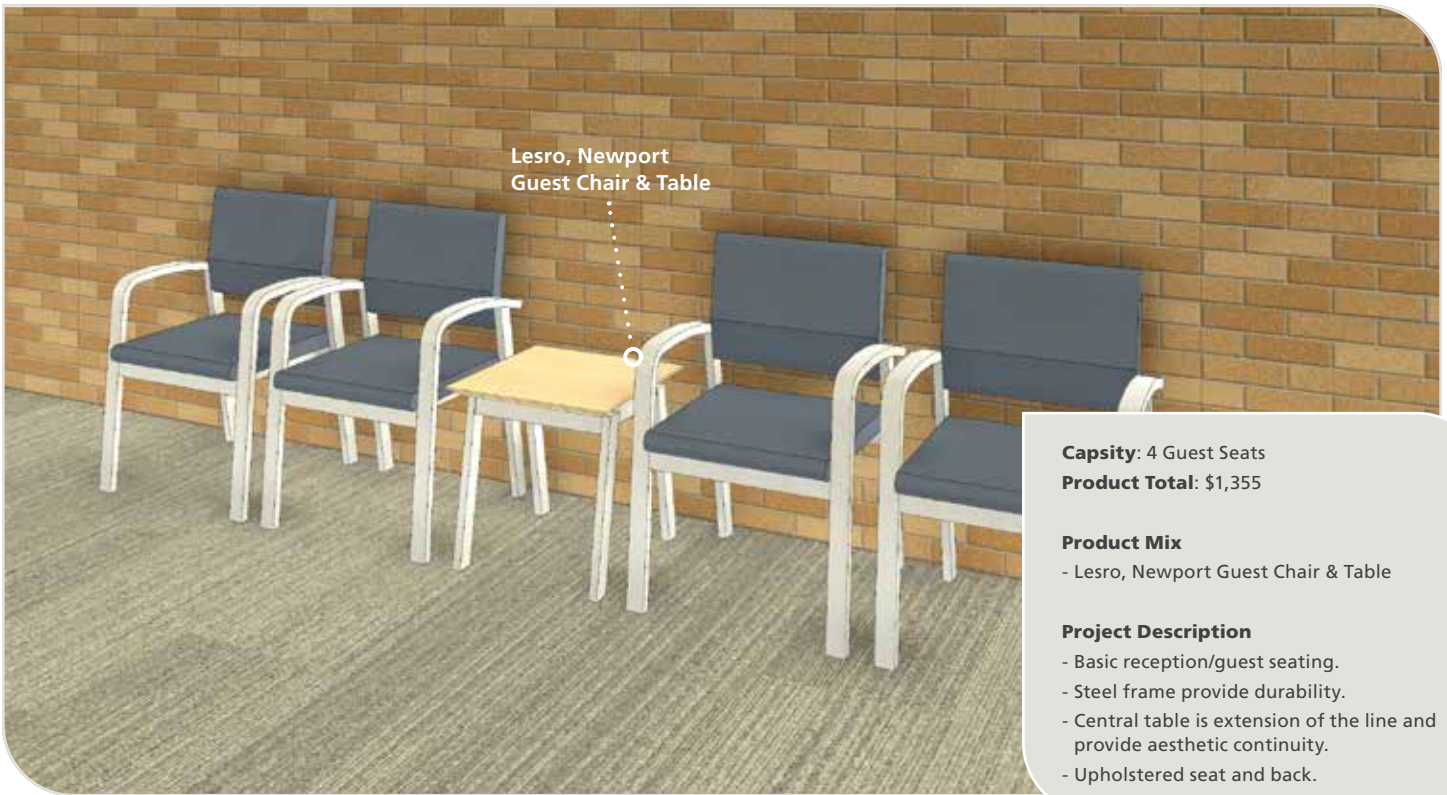
Product Mix

- JSI, Encore Lounge Seating & Occasional Tables

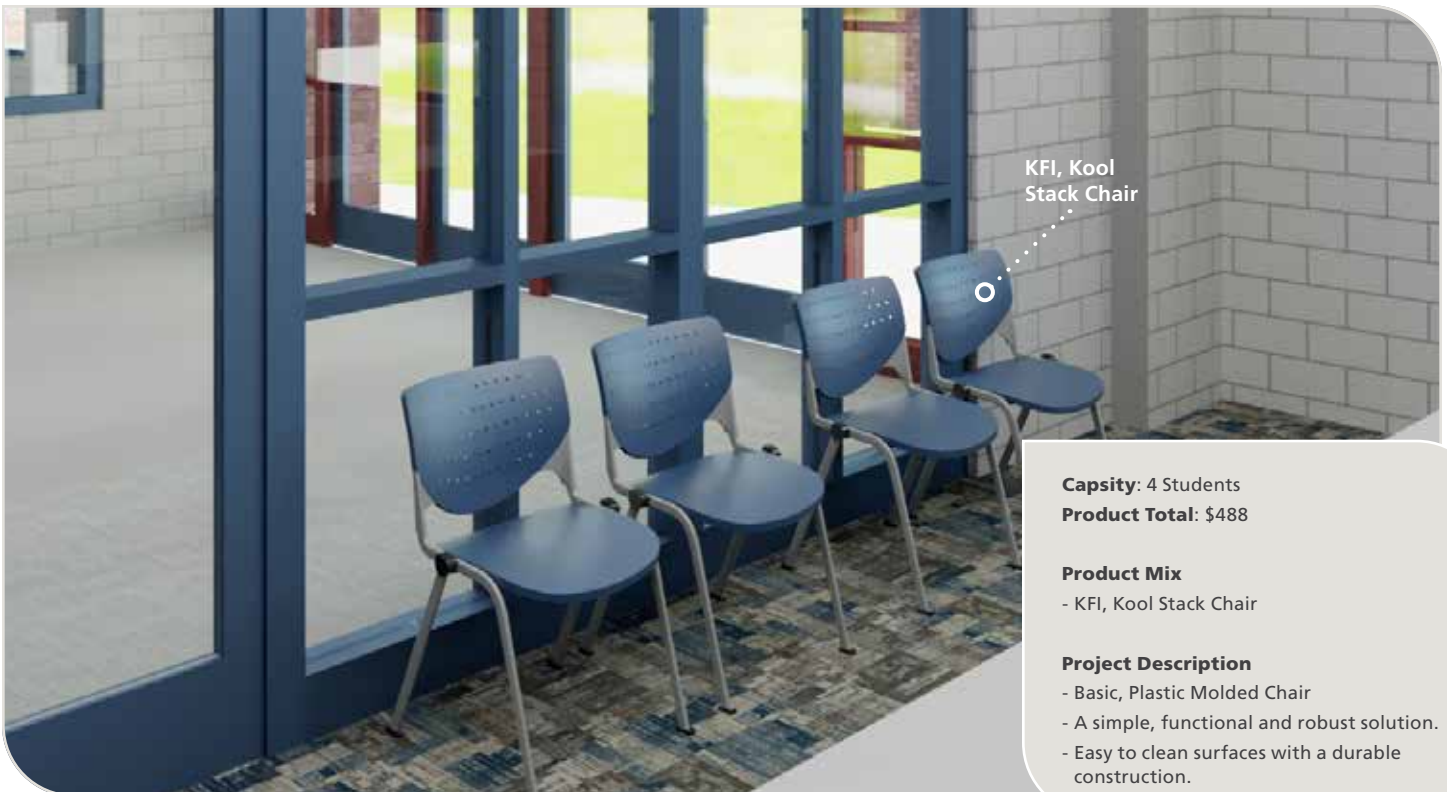
Project Description

- Comfortable lounge waiting area bringing in school color theme.
- Arms and lounge style gives adults ease of access.
- We designed the upholstery with a playful color set and back color combination.
- A vinyl or coated seat and back provides durability and is easy to clean.

ADMIN RECEPTION – BETTER



ADMIN RECEPTION – GOOD



OFFICE – BEST



Capacity: 1 Staff, 2 Guest

Product Total: \$8,200

Product Mix

- JSI, Vision Desk Series
- JSI, Hoopz Stack Chair
- Eurotech, Apollo Task Chair

Project Description

- For this office we introduced a natural maple wood aesthetic with ample amounts of work surface space.
- We located the desk near window to make best use of natural light.
- System integrated both overhead storage and low-level storage with upholstered top cushions.
- Dual monitor mount helps support and integrate technology.

OFFICE – BETTER



OFFICE – GOOD



WORK ROOM – BEST



Capacity: 2-6+ Staff

Product Total: \$x,xxx

Product Mix

- JSI, Reef Panel Tables Dbl Panel & Bookcase Storage
- JSI, Flux Single Ped Desk
- JSI, Mackey Stools
- Eurotech, Apollo Task Chair
- Demco, Demco Steel Shelving + End Panels

Project Description

- Large staff work room with dedicated staff desks
- Tall tables with storage combine to provide a for large work area
- Additional steel shelving storage along wall.

WORK ROOM – BETTER



WORK ROOM – GOOD



HEALTH AND WELLNESS ROOM – BEST



Capacity: 1-2 Staff, 2 Students

Product Total: \$10,750

Product Mix

- USA Capital, First Aid Bed
- KI, Medical Stool
- Fireking, Fireproof File Cabinets
- KI, Oath Task Chair

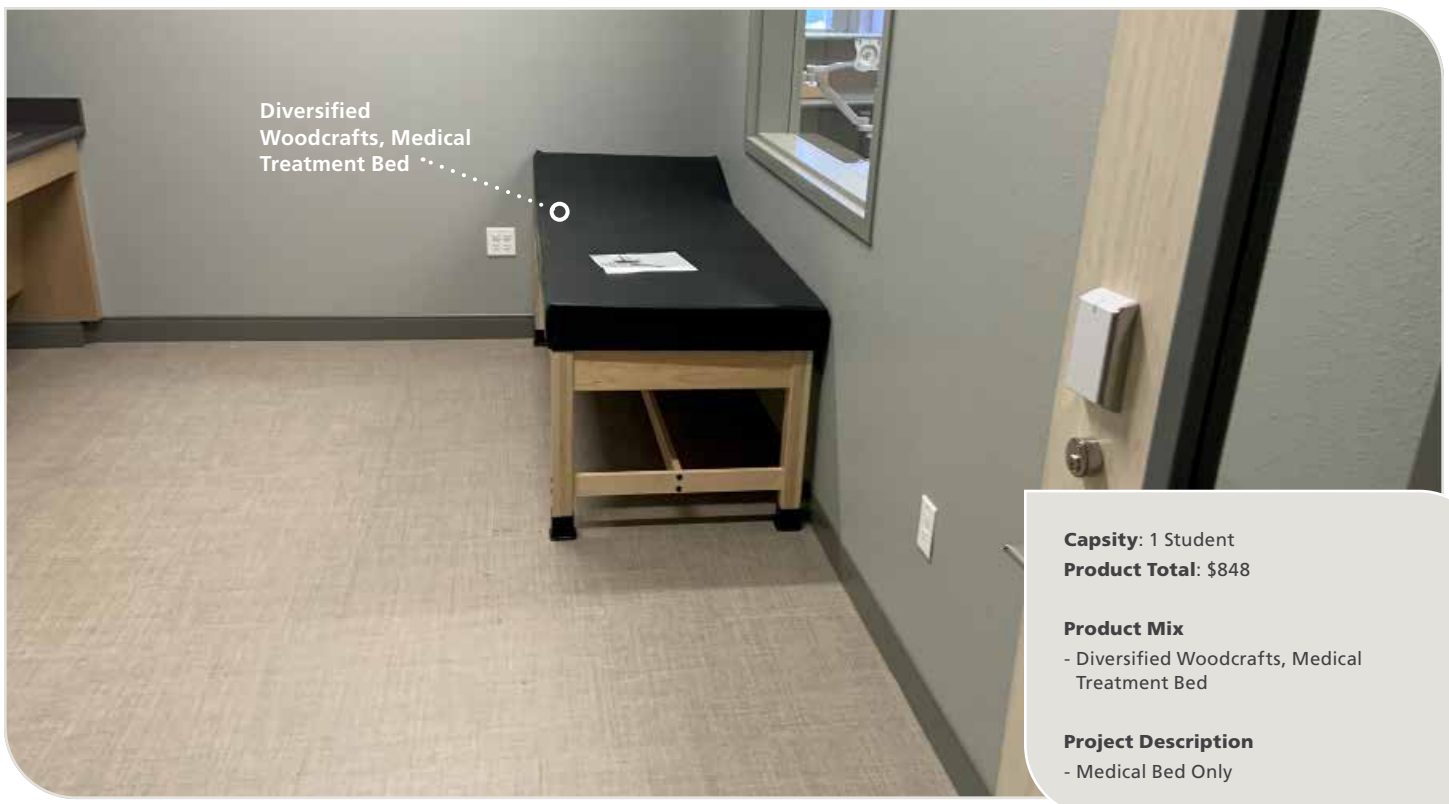
Project Description

- Large health/nurses room with two beds, medical stool, built-in staff desk, and Fireproof Filing cabinets

HEALTH AND WELLNESS ROOM – BETTER



HEALTH AND WELLNESS ROOM – GOOD



Furniture Selection & Suppliers

CONSULTATION & SELECTION PROCESS

Through Demco, you have access to over 1,000 high-quality furniture collections — all designed for durability and safety in educational environments. We'll guide you through the process of assessing your current furnishings and then selecting complementary furnishings that meet your students' and teachers' needs.

PRODUCT OFFERING & SOURCING

We will leverage our long-standing relationships with vendors to bring you over 30,000 furniture solutions at competitive prices.

We choose to partner with manufacturers and suppliers that understand the furniture needs of 21st century learning environments, including flexibility, durability, and the highest safety standards.

EXCLUSIVE PRODUCTS

Many of our furniture collections are proprietary lines, with over 1,000 pieces available only from Demco, including furnishings designed specifically for children's learning environments. With a thorough understanding of educational environments and an eye toward current and future trends, our product development team creates modular, flexible, collaborative, and on-trend products that are unique in the marketplace.

OUR SUPPLIERS

We source products from a broad spectrum of manufacturers. Many of our vendors design and build furniture specifically for schools, tailoring their solutions to suit the way students learn and collaborate today.

30,000+
FURNITURE SOLUTIONS

2,500+
NEW FURNITURE PRODUCTS
IN 2019

1,000+
FURNISHINGS ONLY
AVAILABLE FROM DEMCO



TOP K12 SUPPLIERS



ONLY AT DEMCO



DEMCO WORKS WITH OVER 70 ADDITIONAL K12 SUPPLIERS INCLUDING....



*Not a complete list.

Warranties

Based on your needs, we'll identify a core group of trusted manufacturing partners for your project. The final selection of partners and products occurs once we've had time to develop a deeper understanding of your goals and requirements.

Many of these suppliers offer some level of limited lifetime warranty, although specific warranties vary by supplier and sometimes by product line. As we work with you to define specific products for your project, we'll also share the warranty statements for your review.

Demco has earned a reputation for delivering high-quality service and taking exceptional care of our customers. If a concern arises, you will contact our team directly. We will leverage our strong, long-standing relationships with our supplier partners to ensure that the issue is addressed and resolved to your satisfaction. Until that time, the task will continue to appear in our daily queue, where it remains top-of-mind.

As your advocate, our service team will further protect your investment by working with manufacturers on your behalf to find fair and reasonable solutions to any issues that arise outside of warranty.



Budgeting

BUDGET TRACKING

- We provide accurate quotes throughout the process. What we quote is what you are invoiced.
- We work with our manufacturers to ensure you are getting the solutions that support your goals at a competitive price.
- We strive to keep the manufacturer list for your project narrow in order to maximize volume discounting.
- We evaluate your final product selections to determine which nationwide furniture contract will be most beneficial (see below).
- Any time your budget is impacted, we communicate the details to you in a timely fashion. This includes pricing increases that are a result of changes made by the supplier, a rise in tariffs, or other external events.
- Should a supplier-related price increase make selected solutions cost-prohibitive, we collaborate with your team to identify comparable alternatives.
- We guarantee pricing for 12 months after your products ship.
- We maintain detailed records throughout the course of the project.

CONTRACTS

Demco holds several nationwide furniture contracts, such as National Cooperative Purchasing Alliance (NCPA), E&I, Buy Board, KPN, and TIPS USA. Our team will work with your district to identify and determine which contract terms will be most beneficial based on the final product selection.



Sustainability

MAKING DIFFERENTLY MAKES A DIFFERENCE

Demco is committed to serving the global education community in sustainable, eco-friendly ways that aim to protect our shared future.

Like you, we care about reducing, recycling, and preventing waste, minimizing ecological contamination, and maximizing efficiencies to save energy. To achieve these important goals, we incorporate environmentally friendly business practices throughout our organization.

Our expansive furniture portfolio includes products from hundreds of suppliers that prioritize sustainable practices, and many of those products meet the criteria for Greenguard, LEED, and ANSI/BIFMA certification. When we cannot choose local vendors, we minimize the environmental impact of shipping through strategic shipment consolidation. In addition, we participate in programs like PrintReleaf to offset our paper consumption through reforestation.

Finally, our manufacturing plant in DeForest, Wisconsin, uses green practices from start to finish:

- **No excess packaging:** We create right-sized boxes on demand to minimize empty space and the number of parcels per shipment.
- **Recycled fill:** We use shredded scrap cardboard in place of airbags, protecting the product, reducing waste, and keeping costs low.
- **Energy saving:** We use LED lighting throughout the building and have implemented sensors on our conveyer belts so they run only when in use.
- **Solvent-free inks:** We lead the market in use of plant-based flexo inks. Our process-free plates can be cleaned with soap and water.
- **Recycled paper:** We purchase pallets of recycled paper and recycle our white paper waste when we're through.

THANK YOU

Thank you for considering Demco as a partner for your project. We're excited for this opportunity to share our extensive resources, knowledge, and expertise with your community and to work together to create dynamic learning spaces that inspire students for years to come.

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