

# exterus

FURNITURE THAT WORKS



INTRODUCTION

Exterus Business Furniture opened in the fall of 2006. By the spring of 2007 we had hired a Project Manager and two experienced furniture Account Executives uniquely passionate about creating amazing environments.

We have continued to grow in the years since and thoroughly enjoy helping our clients create a unique and inviting workspace.

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EXTERUS

**“Furniture is in our DNA! We live and work in the communities we service and strive to offer top notch experiences to all of our customers”**

Exterus Business Furniture offers innovative furniture to empower and support your employees. With over 100 manufacturers available to choose from, we have the style, color and fabric choices you are looking for. Backed with years of experience, passion for all things furniture, free design consultation, and a true commitment to our customers.

## OUR TEAM

WHO WE ARE

MEET THE EXTERUS BUSINESS FURNITURE TEAM, FROM DESIGN TO  
INSTALLATION WE HAVE YOU COVERED!



**SUZANNE BRADLEY**

OWNER

Suzanne lives in Kennebunk, ME with her husband Michael, their two children Sarah and Sean and their yellow lab Mandi. In her spare time, she is the York High School Girls Volleyball coach and is involved in growing the sport in the community.



**TIM WILLIAMS**

OWNER

A born and raised Vermonter. Building and managing multiple businesses within the state, Tim is a U.V.M. graduate that resides in Shelburne with his wife, Lisa, and their two children.



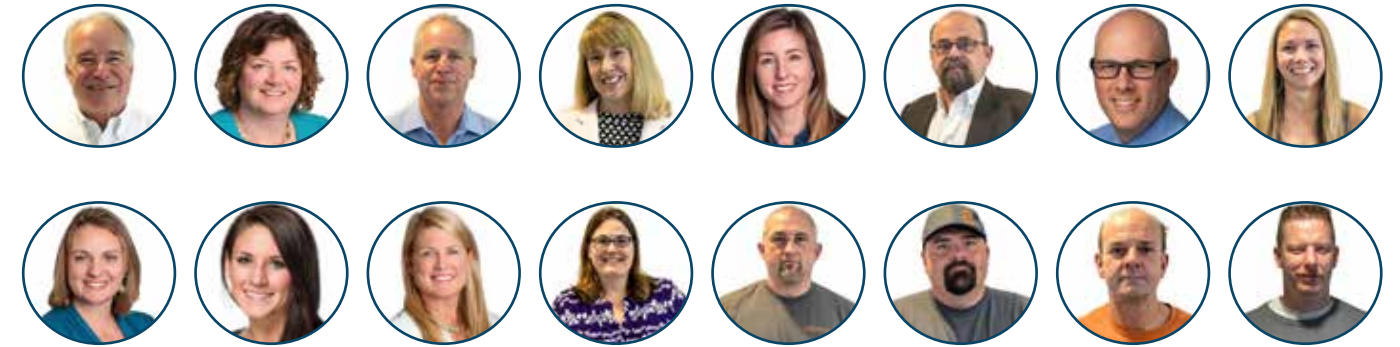
**CHRIS ECHO**

OWNER

A native Vermonter with over 18 years of experience in the office product / office furnishings industry. A Graduate of Champlain College, Chris resides in Colchester with his wife, Heidi and their 3 children.

## EXTERUS TEAM

With a combined 100 years of experience the Exterus design and project management team has every aspect of your project covered. Starting with the first conversation and professionally guiding you through the design and selection process our team creates a smooth, client centric ,experience.



## PROFESSIONAL INSTALLATION TEAM



Once your order is placed you can rest assured knowing the Exterus Installation Team will take care of the entire shipping and installment process. Our team covers all aspect of packing / unpacking, workspace configuration, custom construction and assembly, and leveling and fastening. The Exterus Installation Team also caters to all manufacturers warranties promptly and efficiently handling any adjustments necessary.

## HOW WE DO IT..

# CLIENT INTEGRATED DESIGN PROCESS

**AT EXTERUS BUSINESS FURNITURE** we work smart, and hard, to deliver the best product at the best price, always. With extensive manufacturing partners to choose from, we have the style, color and fabric choices that you are looking for. And we back that up with years of experience, design consultation services, a true commitment to our customers and a passion for all things furniture.

## 01

### Ready to start the conversation? Let's grab a coffee

Every project, large or small, starts with a conversation. Let us know about your goals, aspirations, and philosophies. We believe getting to know our clients allows us to instill a personal touch that gives unique character to your space.

Our team of experienced account executives will work with you to perfect any space on any budget. Is your project still in development? We would love to hear about what you have coming down the pipe and are happy to offer advice and to help develop your project time line.

## 02

### Let's talk design. Our in-house design team is here to help!

The next step in the Exterus' process is to work with you to curate your ideal environment. Working with our in-house interior designer we offer guidance on finishes, furnishings, and lighting.

Already have a design in mind? We are happy to accommodate for any design and offer guidance towards the furnishings that will best support your design philosophy. We will work hand-in-hand with your architect or interior designer to ensure complete consistency throughout your space.

## 03

### Product selection and 3D visualization of your space

Once we have honed in your design preference we will propose furnishings we feel meet your company's philosophy, ergonomic needs, and enhance performance and productivity. With hundreds of manufacturing partners Exterus is able to accommodate for any design style, spacial restrictions, and work ethic.

Are you a visual thinker? So are we. We are proud to offer high quality renderings of your space, with the proposed furnishings, to provide a complete picture of your finished project.



# OUR PRODUCTS

## SEATING

Task seating, as the name implies, complements the performance of the tasks encountered in the day-to-day work, especially for those whose jobs demand time spent at a desk or in front of a computer. While many companies choose multi-purpose seating, which can work in a variety of situations, this lack of specialization comes at the sacrifice of both posture and comfort. In addition, workers can remain focused on their endeavors without enduring the effects of poor posture.



Good task chairs should offer full support to those who use it. It should also endure both periods of intense focus as well as more social interactions found in modern offices. Ergonomic task seating is recommended as a means to improve employee health and well-being, as well as a way to boost employee productivity. Quality task chairs will last longer than lesser pieces, thus returning the initial investment through longevity and increased comfort.



# PANEL SYSTEMS

Panel Systems make it easy to customize the office, allowing you to specify the desired level of features for each workspace, while achieving a crisp, clean look at an affordable price. Connect panels, work surfaces and mounted storage off-module for optimal use of space and inventory. Panel Systems are also often stackable allowing the user to increase or lower height on-site without disruption to the work area.



A broad range of panel types makes it easy to customize individual workstations by placing features precisely where they're needed. Off-modularity permits panels, work surfaces and overheads to be positioned as required along the panel width, expanding planning options and maximizing space and inventory

# LAMINATE CASEGOODS

Laminate casegoods include versatile modular desks, credenzas and work walls punctuated by niches set into the vertical plane. Evoking modern architectural facades, the design allows personal items or work tools to be stored in the niches, as well as desks and storage. Wall units can be fitted with indirect LED lighting to provide ambient illumination.



Laminate casegoods include work walls, single- and double-pedestal desks and executive desk extensions, bridges and transaction counters



# BENCHING DESKING SYSTEMS

Benching systems are essentially layouts that use long, shared work surfaces to connect workstations. To the uninformed, it's simply a metal frame and table based structure- thus giving it a lighter feel. The absence of panels and minimal separation means more open communication between staff and teams.



Benching Desking Sytems make standing desk systems better, help organizations condense their real estate footprint and improve employee health and focus. By accommodating both sitting and standing work postures these systems bring a new level of individual choice to shared work environments.

The absence of panels and minimal separation means more open communication between staff and teams. It is the open-plan layout in it's truest sense. Separating work zones involves the use of screen and simple storage items like pedestals. It's a great way to ensure larger number of people to work within a smaller space.



# WOOD CASEGOODS

Wood casegoods offer an exceptional product at an affordable price. With high quality construction and a broad range of applications from executive offices to conference tables. Wood casegoods meet varying furniture requirements and budgets with ease.



Aesthetic details include an array of glass doors, break front desks, tower hutches and a selection of pull, edge and finish options. Wood casegoods are designed to work in concert with a wide variety of wood products, finishes, and fabrics from our manufacturing partners.



# CONFERENCE

Conference space is often considered the cornerstone of business development. It's versatility allows for both in-house meetings, client meetings, and virtual meetings. Your conference space offers one of your client's first impressions of your business, making it imperative to showcase both your professionalism and creative philosophy.



Today's conference spaces are continuously evolving and being shaped by both executive and informal office environments.





# LOUNGE

Lounge and soft seating is comprehensive series of furniture products that transform the office, challenging convention and changing the way people experience work. It is comprised of seating, tables, screens, easels and accessories, as well as semi-private enclosures which can act either as an intimate collaborative setting or as a place of retreat when privacy is desired.



Soft zones address the needs for focus, collaborative and workshop areas within the office environment.





# ARCHITECTURAL ELEMENTS



**GLASS PANELS** Get the perfect balance between open collaborative spaces and closed areas where team members can create and innovate due to the freedom to customize flow and layout with high-end interior glass doors and office partitions for offices and business centers.



Our transformative work spaces are crafted from the highest quality glass and aluminum and are fully recyclable, perfect for green construction. Glass walls and partitions allow for natural light and easy customization to optimize functionality.





# LIGHTING

Exterus' custom lighting solutions use advanced LED technology, rich materials and a vast variety of finish offerings, thriving in any environment and elevating the user experience. We bring a modern and vogue lighting experience to personal and shared spaces. Premium materials and finishes enable our clients to fully customize for each space, application, and user.



“Proper task lighting is very important and often overlooked aspect of any room or work environment. Task lighting is localized lighting that provides the correct amount of light exactly where it’s needed to suit the task at hand. It’s a beam of light that is directed on the surface and therefore would highlight the area you are working on. Examples of specific task lighting applications include reading, writing, working, using a computer, and craft work.”

# MODULAR CABINETS

Modular Cabinets is a collection of storage cabinetry designed for business and institutional applications. Comprised of wall, base and storage units, Modular Cabinets provides a built-in custom look anywhere traditional millwork cabinetry is required.



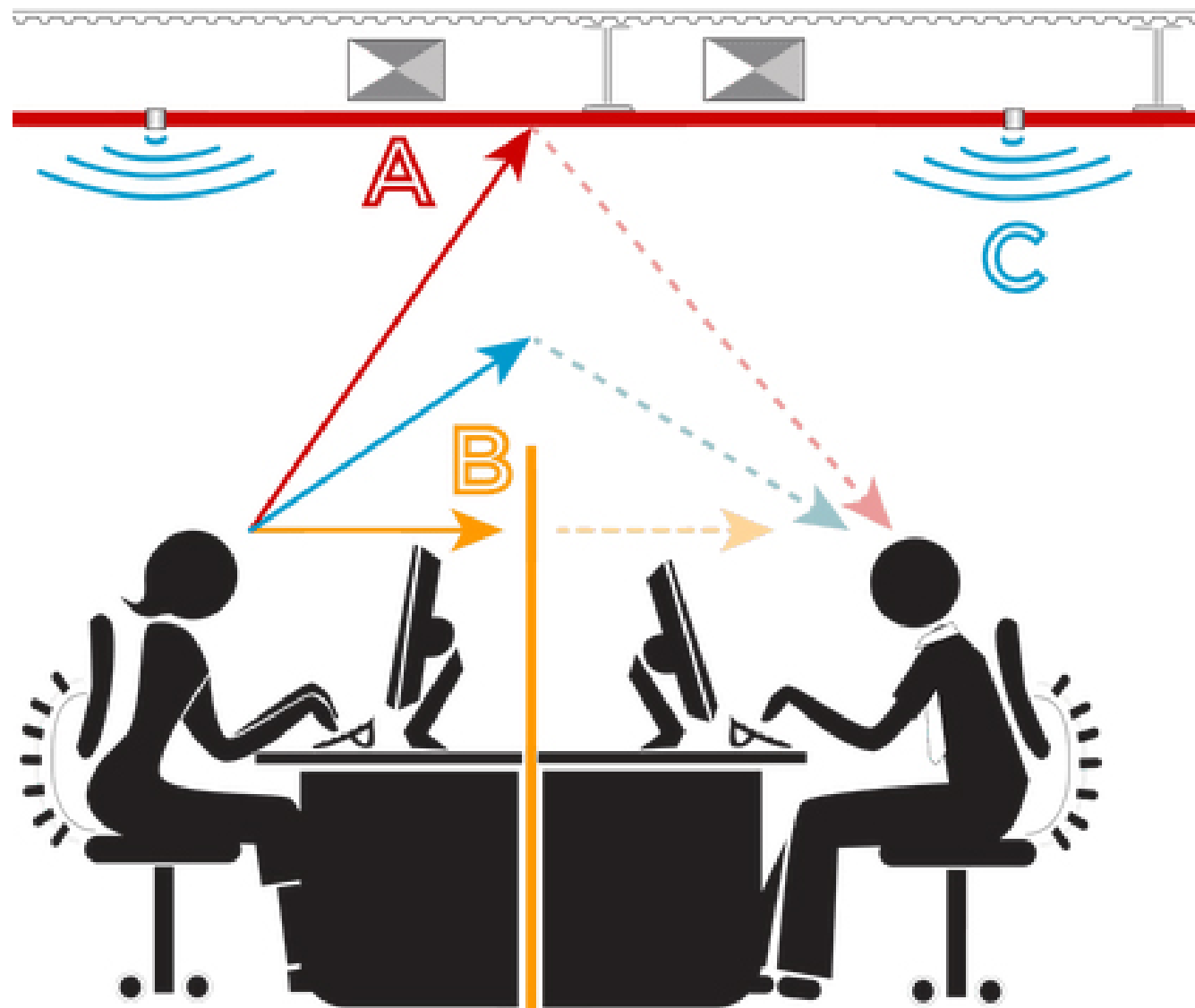
Unique installation systems use wall-mounting rail and metal-to-metal cabinet connections, allowing freedom of change and ensuring structural integrity. Wall cabinets are tested to hold 580 pounds on a 72-inch-wide wall rail. Countertops and backsplashes are available with a special water-resistant construction for sink application.





# SOUND MASKING

Sound masking is specifically engineered to match the frequencies of human speech and to sound comfortable, even pleasant, to the human ear. When implemented properly, sound masking should just fade into the background “hum” of a workplace while simultaneously making speech more difficult to hear and understand.



## ABSORB

(i.e. Ceiling Tiles)

## BLOCK

(i.e. Cubicle Partitions)

## COVER

(i.e. Sound Masking)



“Adding sound to a space actually makes the space seem quieter. It sounds counter-intuitive but it’s true. This is because the added sound reduces the intelligibility of human speech. When you can’t understand what someone is saying, their words are less distracting - in fact, you probably don’t even notice them.”

# EDUCATION PRODUCTS

What constitutes a learning environment is changing - the “spaces” where students learn are becoming more community-driven. The right educational furniture can support the versatility needed to create these “spaces.” Our product offerings give you options that support the different ways of teaching and learning.



Teachers can start a class with a lecture, break them all into small groups to collaborate, then have students form a large circle for a large group discussion. The educational landscape is fluid and your furniture should be able to keep up.



# INTEGRATED INTERIORS



**CARPET & HARD SURFACE** Each floor we design is an experience. Made to spark interest. Vision. Desire. Present a new perspective in design with contrasting collections that define space in a whole new way.



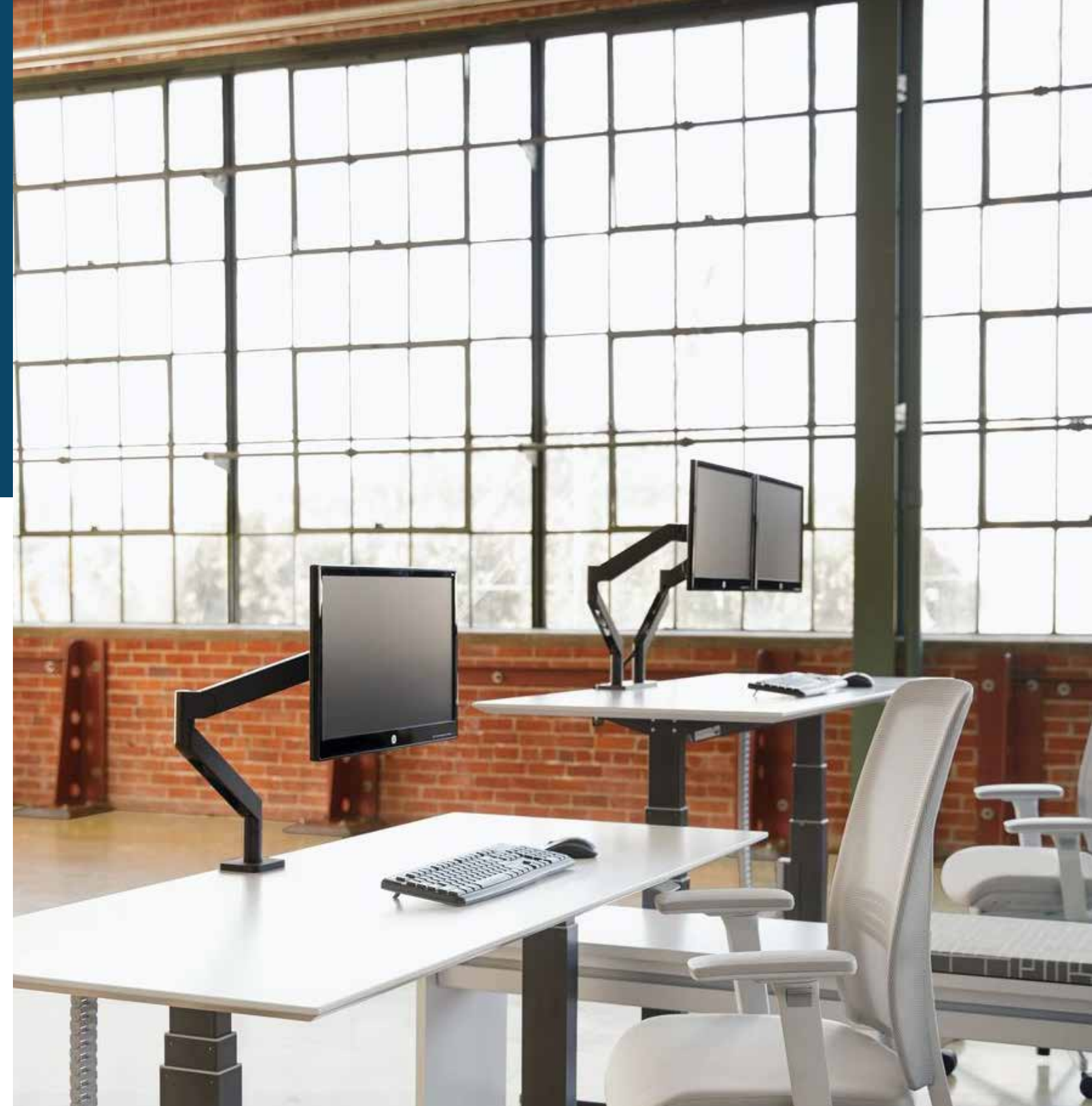
Our floors have pushed boundaries. Filled spaces with bold colors and exclusive designs. See where our floors have been and envision where you can take them.





# ERGONOMIC SOLUTIONS

Ergonomics is the study of how to improve efficiency and comfort in a work place. Correct ergonomic design helps to reduce discomfort at work, which increases job satisfaction, productivity and well-being – and reduces costs to the organization in the long run.



As we work longer hours and the landscape of the modern office continues to shift, our health and wellbeing while at work are more important than ever.

Finding work tools that adjust to the user, promote spontaneous movement and counter the negative effects of sedentary behavior is key for wellness at work. The active workspace is a thoughtful new concept that encourages balance, so workers – whether in traditional work set-ups or in home offices – can build more activity into their daily routine for long term health.



# WE ARE LOCAL

## We make you the heart of our organization

001

SUBMIT QUERY



Use our quick and easy form in order to brief us about your requirements.

002

IN-PERSON MEETING



Our support staff member will call you at your convenience to schedule a meeting.

003

CONFIRM AND RELAX



Confirm your booking and relax while our trained professionals cater for your needs.

## OUR COMMITMENT

Our entire Exterus family lives and works within the communities we serve. We approach each and every project with the care and understanding that our clients are considered friends, family, and neighbors.



Education



Healthcare



Office



Hospitality

Design is the difference we bring to the vital process of protecting our future environment. Sustainability is the framework that drives Exterus' commitment to Safe and Healthy materials, Renewable Energy, Water Stewardship, Material Reutilization and Social Fairness: the five elements that reflect our values and drive our actions.



Are you a visual thinker? So are we, our team is proud to offer high quality renderings to give you a complete picture and peace of mind when designing your new space.





## LET'S GET STARTED

CONTACT US

### Ready to start the conversation? Let's grab a coffee

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