



## Case Study: DotHill Systems, Carlsbad, CA



### Customer:



Type of Business: Data Storage

Location: Carlsbad, CA

Product: AIS Panel Systems, conference room table and seating, lunch room tables and chairs, and private office system and seating.

### Type of Application: Contract Office Furniture

#### Customer Benefits:

Indoff provided DotHill Systems with all of their furniture requirements at a price 30% lower than the competition. The entire project was completed within 60 days allowing for DotHill to move into their new facility as scheduled.

Utilizing AIS as our vendor, we were able to provide a panel system design that maximized floor space and made significant future growth expansion possible.

#### Project Overview:

DotHill Systems approached Indoff with a severe problem. They needed to complete the move into their new building within 60 days and they needed to purchase all of their furniture for 30% less than the lowest proposal they had received to date from four other competitors.

Indoff began with an empty space and after verification and initial sketches, provided several solutions to maximize space. Indoff worked as a team with AIS to meet DotHill's budget number using AIS Take 5 options and Quickship Programs.

We provided our client the maximum number of workstations they needed for the available space and provided all of their conference room, lunch room, and private office furniture.

The result- on time, under budget, and high quality.

Photo Details:



▶ Customer: DotHill Systems



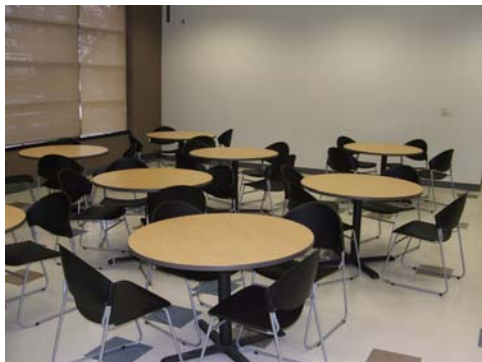
▶ Location: Carlsbad, CA



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