

Issue
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QUARTERLY
JOURNAL OF
STUFF THAT
WORKS &
CAN MAKE
YOU MONEY!

BRAVO Bulletin

Helping Sell More Stuff!

The Bulletin was created to help share product and system news that we believe could help find new customers, develop new business, and introduce new products or significant developments with all of our manufacturing partners. We will also attempt to demystify some of the more complex issues of our industry and put it in plain English!

Usable Info

We will be writing this for and sending this to only the Dealer Sales Reps and Leaders we work with. This will allow us to offer more candid information on products, pricing, and competitive placement—and let you decide what and with whom you want to share this with.

We'll be interested in your feedback—good and not so good—so please don't hesitate to share—and knowing most of you—I know that won't be an issue!



**BREAKING
NEWS**

this issue

Back-To-Work P.1

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Post-COVID

Back-to-Work Strategies



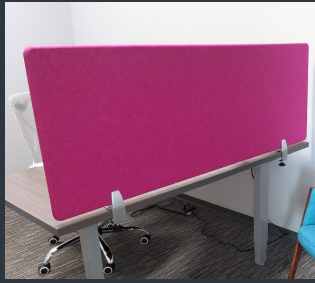
The focus of our industry has quickly turned from delivering products of all sorts to the Healthcare providers and SOHO workers to preparing our work environments to bring people back to offices and facilities. There have been guidance directives given by several sources, from the Trump Administration and Global Real Estate firms to Regional A&D firms. All have some common principles in them.

- Create non-porous, cleanable barriers between workers. These can be permanent or mobile.
- Create distance between workers.
- Re-orientate workstations to avoid face-to-face layouts.

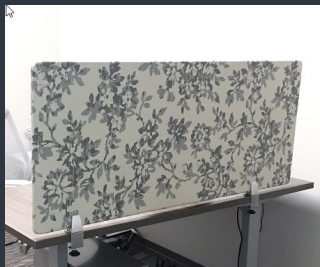
- Decrease density of work environments
- Eliminate gathering spaces (for now).
- Offer “shift” access to spread on-site worker populations out.
- Make cleaning supplies readily available.

These Guidelines offer a challenge and opportunity. In the pages to follow are some specific solutions available from our factory partners that you can offer now! Some are standard products—some specifically designed in response to the need—all represent tangible responses—ready now!

MERGEWORKS



Enclave Fabric Screen



COM Fabric Fold Enclave



COM Fabric Fold Enclave



Terrace Panels



SwitchIT bracket with EchoScape

No other factory is more ready to respond with products solutions to the Back-To-Work initiative than MergeWorks! Their product mix offers a variety of desk-top screens, mobile room partitions and dry erase boards. All of these are at the forefront of recommended solutions to make work environments ready to accept workers back to the office.

Sneeze Guards



Whether the application is retail counter spaces or Open Plan office environments, MergeWorks has solutions ready to **SHIP NOW!**



Sneeze Guards are available in clear, frosted, and color acrylic with a huge variety of clamps and brackets. There is a standard range of sizes—and they pride themselves in offering special or custom sizes. Lead-times range from 3-DAYS to 4 weeks.

Panel Toppers



No product has zoomed into demand faster than Panel Toppers or Extenders. This is another standard offering by MergeWorks and has been in their line-up for years. These attach to the topcap or frame by use of self-tapping screws and brackets are both flat and curved to match the profile of the topcaps. They have just released a Magnetic mount and an Adhesive Mount that uses double-sided tape such as 3M Command Strips or more resilient Scotch brand adhesives—both are non-marring and easily moved or reconfigured. Standard heights are 12", 16", 18" and 24". 30" is also available. Lengths are available to match virtually all standard panel widths—and again, custom sizes are available. Materials available are clear frosted, and clear acrylic as well as their PET acoustic tiles called EchoScape.



A special note regarding MergeWorks brackets—they have a variable width adjustment which allows them to accept all the materials they offer. This means that anytime in the future client can switch out the acrylic panels for acoustic panels by a simple turn of a single set screw. This protects their investment for future use.

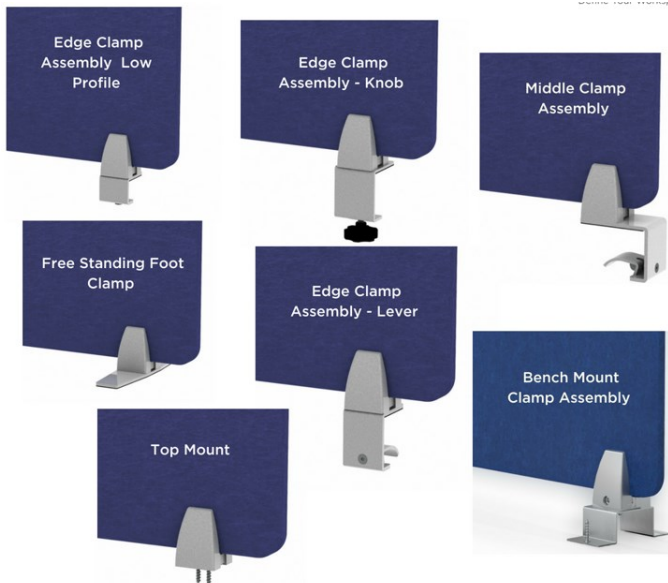
MERGEWORKS

Desk Top Screens

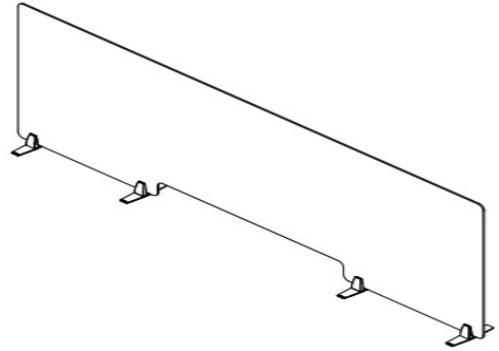
The Number One product group offered by MergeWorks is their Desk Top Screen family. This represents about half their volume and is reflected by the large variety of styles, sizes, materials, and mounting options. No one does a better job of producing quality screens at competitive pricing than MergeWorks!



They offer Framed and Frameless styles. Materials range from fabric, Dry Erase, Glass, Acoustic EchoScape to frosted, color, and clear Acrylic.



The strengths of their offering are the diverse assortment of attachment brackets, materials, and standard sizes that are available. They also do custom sizes at no additional up-charge!



Room Partitions

MergeWorks offers a huge variety of mobile Room Partitions. There is almost no size or material that is not available from these guys. From lockable casters to weighted glide feet. From several Dry Erase surfaces to acrylics to glass.



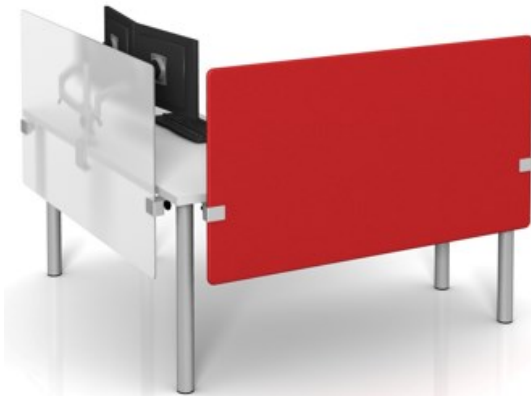
These are the perfect solutions for the distancing and barrier requirements we are seeing being recommended by the various organizations giving Back-To-Work



Check out all our lines at: www.bravopartners.net

MERGEWORKS

Photo Gallery of Back-To-Work Solutions



- Fabric
- Clear & Frosted Acrylic
- TruBrite Dry Erase
- Laminate

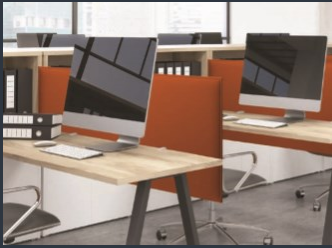


Check us out at: www.MERGEWORKS.com

SNOWSOUND

SNOWSOUND PHOTO ALBUM

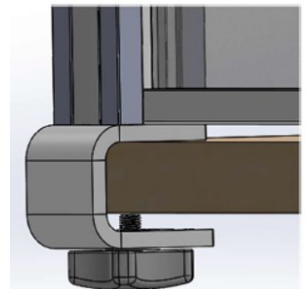
Snowsound has an exceptional array of Screens and Space Dividers that bring acoustic control, color, and amazing aesthetics to any space. Snowsound acoustic dividers provide the peace of mind that comes with: • Physical Separation • Protection from Germs • Visual Privacy • Easy Cleanability • Superior, Patented Acoustic Performance Snowsound dividers and partitions come in a range of heights and applications — from desk mounted to mobile — to provide the physical separation and shield from germs necessary to help employees feel safe returning to work. Freed from concern for their health, your work teams can focus on results. Here are some amazing options from Snowsound!



www.SNOWSOUNDUSA.com

SHEILD PHOTO ALBUM

Tayco has launched **SHEILD**—a family of products designed to help keep returning employees safe and healthy in their work environment. These range from clever modifications of some of their existing products to some brand new ones designed exclusively in response to current market needs. All are available to be quoted now and delivery runs from less than 10-days to six-weeks depending on customization and volume. Check these out!



BUZZ PHOTO ALBUM



An overlooked aspect of Back-To-Work is seating. Special emphasis has been placed on cleanability and the ability to disinfect chairs. This is nearly impossible with most chairs—think of all the nooks and crannies and seams! Buzz's JEM Polyurethane chair—specially designed for environments that need around the clock antimicrobial seating options.

Jem Polyurethane Chair

Health-care, lab-use side chair is easy to clean and disinfect.

Self-skinned polyurethane chair is very durable and can be easily wiped down for cleaning and disinfecting. Various applications including medical, industrial, and labs.

- Resists moisture – water, oil, and most chemicals
- Stain and puncture-resistant
- Ships fully assembled
- All hard-surface – no upholstery
- With arms or armless
- 1" oval steel frame tubing for added strength
- Compound double-curved back
- Waterfall seat front
- Wall-saver legs
- Black nylon glides
- Optional ganging brackets

Thorough Disinfecting

Polyurethane-encapsulated seat and back can be thoroughly cleaned and disinfected. There are no seams for germs and bacteria to hide in.



LIST PRICE

Armless: \$475

With Arms: \$525



Seamless back
and seat



Seamless back



Seamless seat

Check out JEM at www.BUZZSEATING.com

DEALER PLAYBOOK

Ok—so what are things we can do now as a Dealership or Sales Rep? Below is a list of some the Best Practices we're seeing others doing around the country. Try some of these—put your own spin on any of these to fit your style and marketplace! The hardest step is the first one!

- Reach out to the local CBRE offices and let them know they can help execute the recommendations listed in their Post-COVID brochure. You have hard solutions for their recommendations.
- Reach out to the other commercial real estate brokers to offer expertise.
- Create and mail old-fashion Direct Mail pieces featuring many of the products shown here.
- Create and distribute a printed “Solution Kits” of options to existing and positive end-users.
- Increase commissions short-term for their Reps to sell these types of products.
- Approach local media to offer expertise on this hot topic. Business publications, local News and Radio shows.
- eBlast frequent solution messages to all existing and prospective clients
- Order showroom products to actually show real solutions clients can touch and feel.
- Reach out to Chamber of Commerce and local
- Chapters of IIDA, IFMA, CoreNET and CREW.
- Update your own website and create a new section for post-COVID products and recommendations.



CBRE Guide to Modify Work Environments for Post-COVID

POSITIVE PERSPECTIVE

One of my favorite Ronald Reagan Quotes reflects his typical optimistic outlook on things. Its easy to loose perspective given all of the current events—and if we let ourselves believe there is no need for the products we sell—I mean, who needs office furniture working from home on their kitchen table? But there is great reason to believe there is a pony in this pile of manure life has thrown at us—if we just know where to look!

I have been overwhelmed by the tremendous demand for products that we sell—from Sneeze Guards to Desk Screens to mobile partitions, even seating! Our clients are looking for solutions from people they know and trust. If we lean forward on the issues surrounding us, we can be the expert resource clients are looking for. Get familiar with the Back-To-Work resource guides published by the Trump Administration, CBRE, JLL and others. A couple of large manufactures have published their own Guides on making office environments post-COVID ready. Knowledge is Power!

The Guides all reference virtually the same points that were outlined them on Page 1. Solutions that are ready now are vital for success! This is a SPEED KILLS scenario more than price. How quickly can you get product to your customers. Do those products provide not only immediate relief, but can they be reused in the future as needs change? Can they be cleaned and redeployed? Can they be shipped to remote office locations and assembled without specialty tools and skills? Are they commercial grade or more flimsy consumer-grade?

Customers will pay for your knowledge and expertise. Hopefully these pages help contribute to both!?! Now is the time to go looking for ponies!



Who Is Bravo Partners

Bravo Partners was created to help Furniture Dealers, Architects, and End-Users acquire functional-centric solutions for businesses that demand reliable, affordable, and easy to use furniture and work tools. Our manufacturing partners offer amazing solutions; **Snowsound**, **Tayco**, **Buzz Seating**, **MergeWorks**, **DeskMakers**, and **KFI Seating**.

We also represent the Pacific Northwest's most comprehensive Professional-Grade single source provider of AV, IT, Security, Telephony, Electrical & Low-voltage Contractor designed to integrate with the Commercial Furniture Dealer network; **Tempest Technologies**.

SNOWSOUND®
Acoustic Panels & Fibers


MERGEWORKS
Define Your Workspace

tayco®



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DeskMakers

 **Tempest
Technologies LLC**

KFI
seating