

Issue
24
Q4
2020

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

Tayco Halifax **P.1**

Snowsound VEOCON **P.4**

DeskMakers & Scale 1:1 **P.5**

Back to Work Solutions **P.6**

Buzz & Leather on Demand **P.8**

PMA Positive Perspective **P.9**

Introducing

tayco®

HALIFAX

Casegoods & Tables

Halifax represents a culmination of Tayco's steadfast commitment to always raising the bar through progressive design and providing the ultimate product experience.

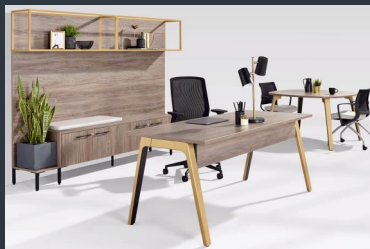
Designed for functionality, this new private office collection is highly customizable to the user with dynamic configurations for tables, legs, storage and cabinets, as well as the opportunity to add personality with metal components available in 20 different colors.

The demand for adaptable office

furniture continues to grow. Private offices are becoming more dynamic, shared in use, lighter in detail and with lower storage requirements. Incorporating adaptable furniture encourages productivity and flexibility, allowing offices to tailor spaces to individual preferences and business needs.

Halifax reimagines casegoods. Every element has been well considered to ensure optimal functionality and comfort, allowing us to evolve from the constraints of traditional casegoods to create a lighter feel part of the office.

Photo Gallery Tayco Halifax



Private Office & Meeting Options



Private Offices Configurations



Double-Stations Open Offices



Video-Conference Walls



Occasional Tables



U-Shaped Open Format

TAYCO HALIFAX

and unique design you truly want to be part of the office.

Never before have there been so many options in a single family of products.

Built for the every day, evolving office, this desking and tables line is warm, inviting and balanced, with touches of industrial flair throughout.



Casegoods REIMAGINED

Designed with high functionality, Tayco's Halifax Collection provides flexible solutions for any multi-purpose workspace.

The concept of modular casegoods has been around for a while now—but Halifax resets the category with a “kit of parts” that brings modernization to the category! Seldom before have so many solutions been possible with a single family of furniture.

From Open Plan layouts to Private offices to Conference & Meeting Room solutions—you can even choose from Occasional tables in a variety of shapes, colors, styles and sizes! The metal parts are available in more than 20 colors! Finish options are mindboggling!

Reshaping Office DESIGN

“The Halifax Collection was a very engaging project to work on. Workplace design is in a state of flux with many interpretations of what a ‘private office’ even is and how they are used.

Our challenge was to design a product that can respond to the evolving and uncertain requirements of clients and designers while remaining relevant to more conventional applications, all the while with a product that can be made efficiently by Tayco at a competitive cost point.

Halifax is a system that reinterprets casegoods: It is flexible, with a clear identity and wide scope of application.”

HALIFAX

www.TAYCO.com

Photo Gallery



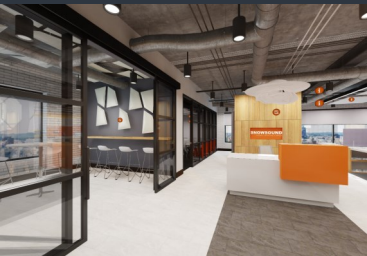
Photo Gallery
Snowsound
VeoCon



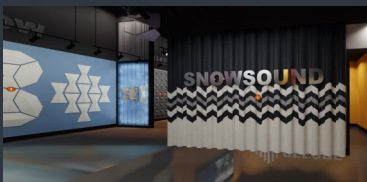
Virtual Breakroom



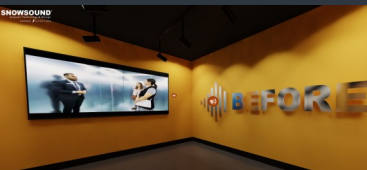
Virtual Collaboration Area



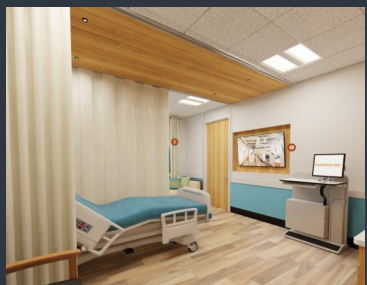
Virtual Reception & Touchdown



Fabric & Bow Display



Virtual Before & After Area



Virtual Patient Room Featuring
Fabric Solutions

SNOWSOUND

VEOCON™

Imagine New Possibilities



Before COVID, by far the common conversation we were having regarding workplace improvements had to do with acoustics! Snowsound has mastered the ability to prescribe solutions with actual ISO/ASTM standards compliance in mind instead of simply suggesting remedies.

You can tour **VeoCon** from your Desktop, Tablet, or even your Smartphone.

In each space there are icons that not only provide information about what is in the scene, but also multiple product and solution options for each space. Navigation aids are easy to recognize and the ability to see the space from any angle is amazing. You can even click thru to each space with a simple mouse click.

Snowsound remains the preeminent provider of acoustic solutions. Panels, fabrics, pendants, sconces, curtains, roller shades—see all these solutions in **VeoCon**

Do you want a truly unique experience? Travel to the Snowsound website (www.snowsoundusa.com) and click thru to **VeoCon**!

Using your mouse you can tour thru several settings, a reception area, a couple of healthcare areas, including a patient room, several business areas including a breakroom, conference area, open-plan office and waiting area. You'll also tour thru several display areas, and what's really cool, a virtual comparison area where you can actually listen to the change adding acoustic materials (fabric in this case) to a space—what you'll hear is amazing and real! This space actually exists in their Los Angeles showroom.



www.SNOWSOUNDUSA.COMM

Photo Gallery Scale 1:1



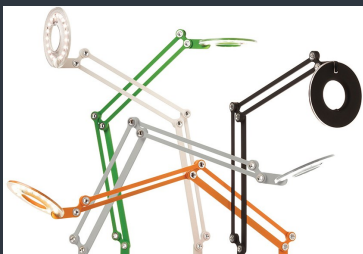
Marc Marker Boards



TeleMeet Connect Platforms



Eyhow Sports Table



Scale 1:1 Link Light



Scale 1:1 POP Shelving



Bolla Clocks

DESKMAKERS

Be Amazed

scale 1:1

One of the greatest challenges I recall from my days on the Dealer side of the business is finding reliable sources for specialty or custom pieces of furniture to ascent all the other furniture associated with the project we were doing. The ability to blend in specialty pieces with our look and finish pallet was huge!

Look no further than DeskMakers! These guys know how to build furniture! Their standard product groupings are brilliant—check out **Hover**, **Ascend & Convergence** casegoods, **Catalina** storage, **Overture** storage, and **Refit** Back-to-work families.

Their **Customs** capabilities is simply amazing! Check out some of these examples!



DeskMakers and Scale 1:1 merged last year and the new partnership adds unbelievable contemporary design resources. Their products are cutting edge and attention grabbing!



WWW.DESKMAKERS.COM

Social Distancing Solutions



MergeWorks

www.mergeworks.com



Sneeze Guards in Clear Acrylic



Mobile Social Distancing Panels



Glass—upmounts



Panel Toppers in Acrylics

Tayco

www.tayco.com

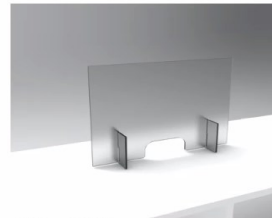
**THE SHIELD
COLLECTION**



Splits Shield



Transaction Shield



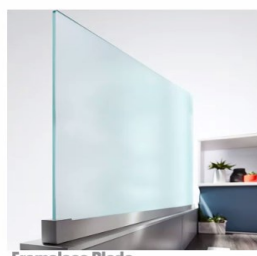
Visitor Shield



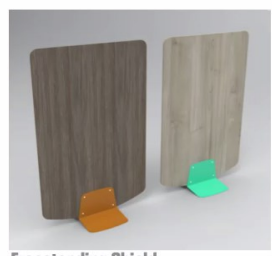
Up Shield



Panel Shield that mounts to all the major systems!



Frameless Blade



Freestanding Shield



Panel Shield

Social Distancing Solutions



Snowsound

www.snowsoundusa.com



Mobile Fabric Partitions



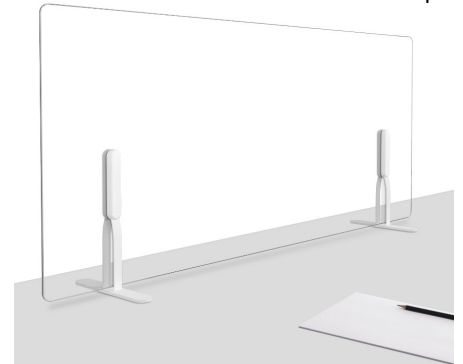
Convertible acrylic and acoustic screens & brackets



Acoustic Fabric Drapes



Clip-on Acrylic Screen Extensions

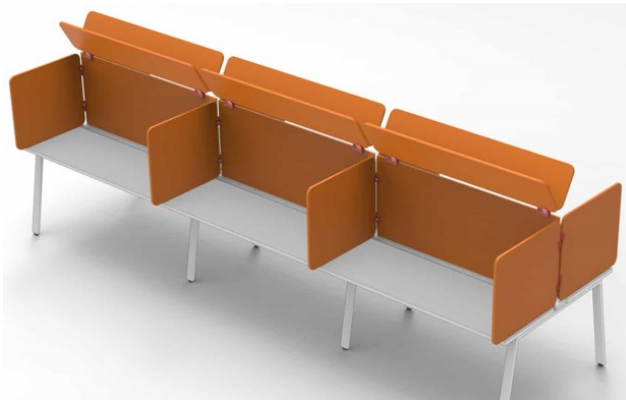


DeskMakers

www.deskmakers.com



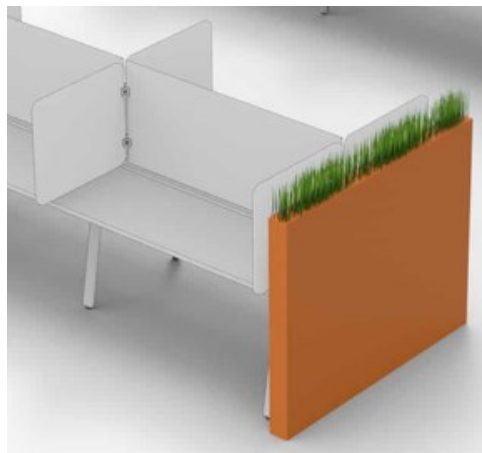
Mobile Partitions



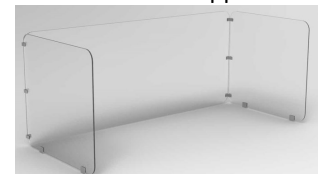
Benching Wings and eyebrow Shields



Panel Toppers



End-of-Run Dividers



Acrylic Screens & Wings



BUZZ SEATING

BUZZ PHOTO ALBUM

LEATHER ON DEMAND

As we get back to work the demand for conference & meeting seating, executive seating, and lobby & reception area seating has started to skyrocket! Check out Buzz's Leather On Demand product offering—amazing values—brilliant design—quick delivery!



RIKA FABRIC

MESH BACK / FABRIC SEAT

FEATURES

- Black mesh back
- Upholstered fabric seat
- Synchro tilt with 4 position lock
- Tilt tension adjustment
- Seat slider
- Free floats in unlocked position
- Adjustable lumbar support
- Multifunction arms
- Ships KD with assembly required
- **300 lb. capacity**



Check out LeatherOnDemand @ www.BUZZSEATING.com

POSITIVE PERSPECTIVE

Ever feel like this guy? Looking for opportunities and everything around you appears barren at first glance! 2020 has sure made a lot of us feel like this from time to time! But I am here to relay to you a favorite saying of my mom's "*Every problem is an opportunity!*" COVID has provided us with challenges aplenty—but it's also provided us with opportunities—we just have to know where to look, and what to do once recognized!

Barriers, screens, and social-distancing products have certainly been an opportunity! At first there were only a couple of solutions out there—now it seems like every manufacturer has options. The key is to be the resource for your clients for this quickly becoming commodity...and I'll remind us that what we sell can only be a commodity if we let it be treated as such. The expertise you bring to the opportunity can never be a commodity! The variety of product solutions in the marketplace is getting more varied all the time, especially as the off-shore products start to flood in and price-points drop. Unique applications, finishes, delivery, and future uses are all great differentiators that will help turn opportunities into consummated sales.

The other opportunity is to gain access to competitive accounts using your expertise in these products. Virtually every company in business today is in need of barrier products—become the expert in your market regarding applications, creative problem solutions, options, availability, and where this whole "thing" is going in the months to come. This is when you find people that will pay for your experience and expertise—you knew someone had to, right?!? The future is barren for only those who don't know where to look, or what to do with what is found once there. Get out of your seat, and on your feet—you'll be amazed by what you find!



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**, **Primacoustics** and **DeskMakers**.

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®



Web-site: www.bravopartners.NET
Address: 7803—233rd Ave NE, Redmond, WA 98053
Office Phone: 425/868-5780
Mobile: 425/890-9020
darrell@bravopartners.net

 **PRIMACOUSTIC®**

DeskMakers