



Mock-Up Guide
November 2018





Welcome

On behalf of Haworth and BOS, thank you for this opportunity to showcase the products and capabilities that make our team the right fit for moving CDW forward.

More than ever before, work is happening anywhere and everywhere.

Globally, Haworth improves workplaces with award-winning furniture, interior architecture and technology solutions to help customers achieve business goals and transform culture, as well as support collaboration and innovation.





BLUESCAPE[™]

G/IN

Pablo

LUMINAIRE[®]

•BUZZI
SPACE

ERGOTRON[®]

About Haworth

Every space transformation should be tailored to your business needs, helping people do their best work while optimizing real estate.

Haworth is more than an office furniture manufacturer. We've got you covered from floor to ceiling, wall to wall, indoors and out, and from physical structures to the digital realm. Our mix of products offers you endless options for transforming your space now—and as needs evolve in the future. Together, we can craft quality spaces where you work and live.

Haworth commercial interiors, including Haworth Health Environments and Haworth Collection, provide flexibility to businesses and spaces as needs change. Haworth lifestyle brands, including Poltrona Frau, Cappellini, Cassina, JANUS et Cie, and Luminaire, provide rich interiors that make a statement. Bluescape, the technology focused brand, provides collaborative software that enables teams to co-create regardless of geographic and time constraints.

Haworth celebrated its 70th year in 2018, as our family-led company continues a generation-spanning evolution—from a local wood furnishings crafter to a leading innovative business that touches the lives of people around the world with its interiors and technology products. Haworth takes pride in being a family company—the kind of family where members, designers, dealers, and customers feel highly valued.

Over the years, as our company has grown, we have prioritized investing in research, design, and acquisitions that expand our portfolio and network to meet changing market dynamics. This approach allows Haworth to provide our customers with the workplace knowledge, innovation, design, and expertise required to help people perform their best and enable their success, and it's an example of how our first 70 years of innovation will continue to guide Haworth toward the future.

HAWORTH®

Haworth® Health Environments

HAWORTH® Collection

cappellini



Cassina

JANUS et Cie®

About BOS

BOS is an employee owned and operated full service furniture dealership. Since 1948, BOS has been providing workplace solutions for companies of all sizes in Chicagoland and beyond. Our extensive knowledge and experience allows us to add value to our clients in the way they function at work.

As the only Haworth dealership in Chicago with in-house capabilities to see a project from initial planning, through delivery and installation, as well as accepting a client's existing furniture in trade, we provide superior service to our clients by managing each step of the furniture process. We are proud to be one of the few dealers in the country to have earned the prestigious Haworth Best in Class Award multiple times.

With our long-standing presence in the furniture industry, BOS has built solid relationships with our manufacturers. As a premiere Haworth dealership, we have established purchasing power in our industry, which permits us to provide competitive pricing to our clients. This, combined with our capability to provide refurbished furniture, sets us apart and allows us to customize solutions to each of our clients' requirements.

Our History

Founded in 1948, BOS began as the first Haworth dealer in the world. As a family owned and operated corporation at its inception, BOS is now owned by its employees through an employee stock ownership plan.

Through the years, BOS has outgrown several facilities and currently maintains four locations throughout the Midwest. These include our corporate headquarters in Roselle, Illinois as well as our new West Loop showroom in downtown Chicago. BOS currently operates 260,000-square-foot of working showroom, including our warehouses with refurbished inventory.

Despite all the growth and changes, three core competencies remain:

1. BOS continues to serve clients more efficiently with in-house capabilities.
2. BOS has a firm belief that its employees make the company outstanding.
3. BOS has a grander overall goal than providing office furniture; BOS strives to provide lifestyle enrichment to its clients and to the community.





Global Expertise

Haworth members live and work in the countries where you want to grow. We conduct business in over 30 languages. Our team of experts has a unique understanding of workplace issues based on regional cultural differences.

Solutions

When you choose to partner with Haworth, you receive a global selection of products, put together by people within your local market. You can choose to create spaces alike around the world, or more tailored to local cultures.

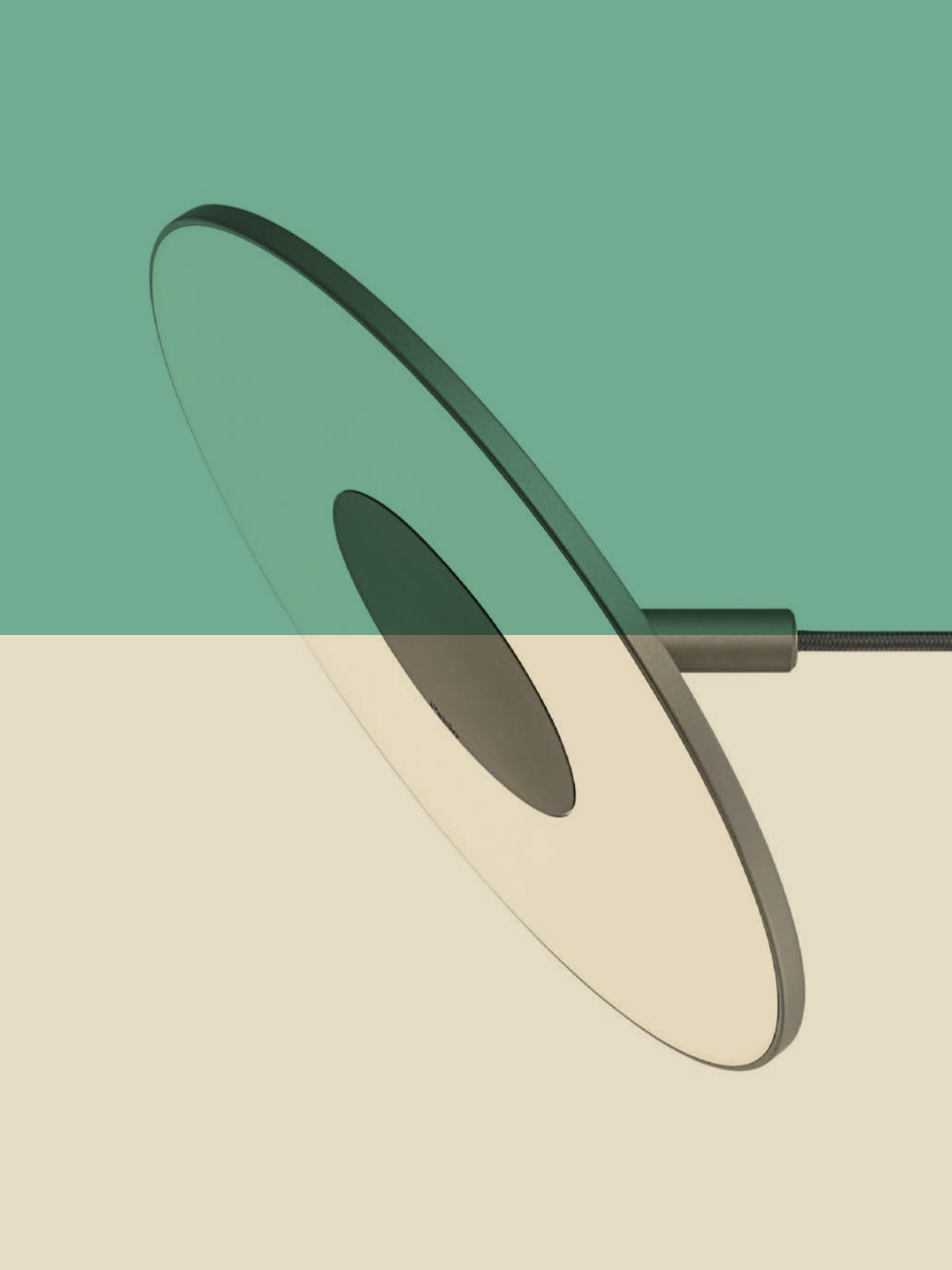
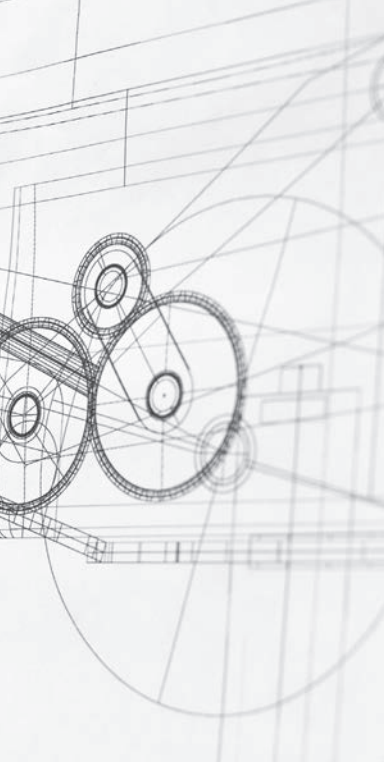
Manufacturing

We offer our customers the best of both worlds—global competency and local expertise. Our products are sourced and manufactured in the markets where they're delivered, positively impacting the communities where we live and work. This strategy supports our global commitment to environmental sustainability.

Service

No matter where you're located, we're poised to serve you. Our global infrastructure and expertise provide a full array of workspace services to keep your business going. Our dealer partners, along with our global supply chain, work as one team to create and deliver a space that suits your needs.





Innovation by Design

Innovation is about discovering breakthrough ideas. At Haworth, it goes hand-in-hand with product development and design as we create new solutions for our customers.

Design Partnerships

We have a design viewpoint that helps you create a space to support your business drivers as they evolve. Drawing from resources and knowledge around the world, the Haworth Design Studio collaborates with research and development partners to identify, develop, and launch new and breakthrough innovations. These collaborations with global design partners, such as Patricia Urquiola, Giulio Cappellini, and ITO Design, bring the best ideas to our customers.

Integrated Palette™

One innovation that offers you endless design options—now and into the future—is our Integrated Palette. Based on seven design logics the Haworth Design Studio developed specifically for integration capabilities, it gives you design freedom through the integration of product lines and an adaptable kit of parts, so your space can adapt quickly.

Forward Thinking

Whether defining new technology, advancing the seated experience, or envisioning new ways of working, innovation and design form the foundation for our exploration of the ideal future workspace. Knowledge gained from our research and our network of experts builds science + design into our products, addressing how we help clients today and two generations from now.

AFFORDANCES

THE WORKER / WORKPLACE RELATIONSHIP

AFFORDANCE . (noun)

The characteristics of an object or space that encourages a particular behavior or put more simply, the opportunity for action.

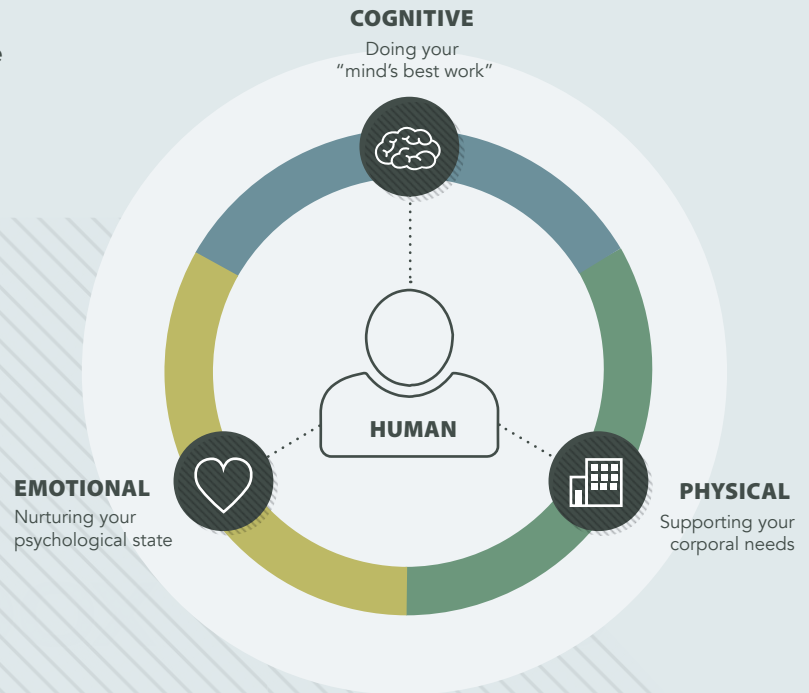
Why Affordances Matter

A workspace is much more than a container for people. And it's much more than a tool used to perform a task.

A well-designed workspace participates in performing the task, enabling optimal human performance -

cognitively, emotionally, and physically.

Our studies have identified 10 core affordances vital to human performance in any workspace. When applied appropriately, they help create the conditions that allow people to do their best work, support well being and improve the workplace experience.





COGNITIVE

Doing your "mind's best work"

| EMBEDDING | EXTERNALIZATION | ACCESS | INSULATION |
|---|--|---|---|
| | | | |
| Memory serves. | Ideas deserve a stage. | Be connected. | Tune out. Dial in. |
| <i>Place and retain appropriate mnemonic artifacts.</i> | <i>Create, record, and express thoughts within the physical environment.</i> | <i>Gather, organize, store, and retrieve information.</i> | <i>Manage both irrelevant and meaningful stimuli.</i> |
| PRINCIPLES | | | |
| Off-Loading Persistence Recall Reminding | Communication Interpretation Mode Switching Uncovery | Exchange Sourcing | Comfort Focus Meaning Stimulus Control |



EMOTIONAL

Nurturing your psychological state

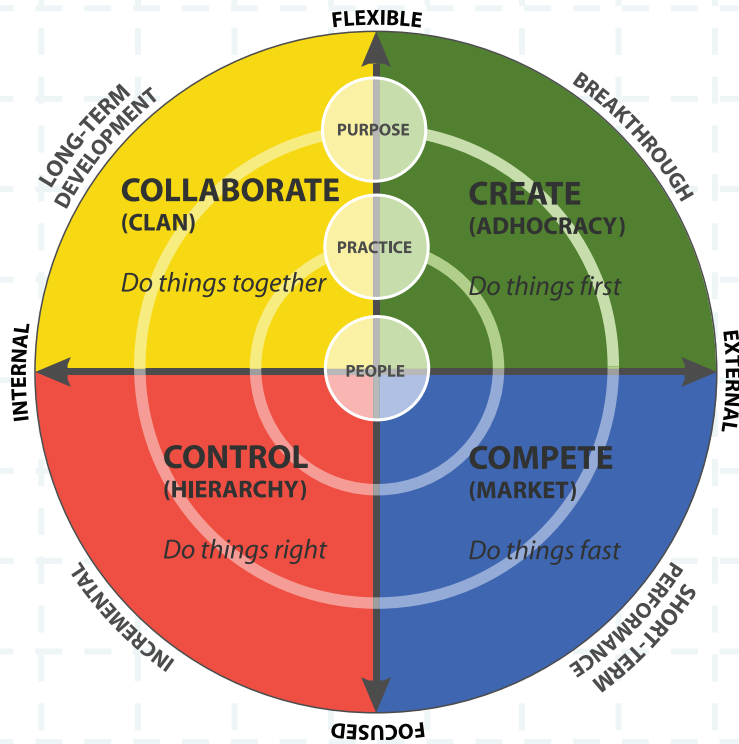
| AUTHENTICITY | WELL-BEING | AFFINITY |
|---|---|---|
| | | |
| Feels right. | Be content. | Be drawn together. |
| <i>Familiar, meaningful, and engaging surroundings.</i> | <i>A sense of personal control and safety.</i> | <i>A feeling of connectedness with coworkers and others.</i> |
| PRINCIPLES | | |
| Balance Grounding Interest Legibility | Autonomy Inspiration Recovery Security | Belonging Engagement Interaction Organizational Culture Trust |



PHYSICAL

Supporting your corporal needs

| ANTHROPOMETRICS | AMBIENT(S) | MOVEMENT |
|---|---|---|
| | | |
| Fit in anywhere. | Be well surrounded. | Get up and go. |
| <i>Furniture, fixtures, and spaces suitable to people's physical characteristics.</i> | <i>Healthy and supportive environmental conditions.</i> | <i>Opportunities to change posture, position, and location.</i> |
| PRINCIPLES | | |
| Functional Static | Acoustics Air Quality Lighting Thermal Comfort | Activity-based Interaction Physiology |



The Competing Values framework is one model that we use to help clients describe, understand and design for their specific organizational culture.

Workplace Strategy & Culture

At Haworth, we believe that an informed workplace design strategy can improve performance.



What allows your people to do their best work? And what obstacles stand in the way? These answers can be complex and difficult to recognize, often with roots extending from your overall organizational culture, your facility, and even employees. Understanding the drivers behind these obstacles is critical to the success of your organization as a whole.

Leveraging decades of workplace research, new insights will allow you to align your physical spaces with your business drivers, strategies, culture and workstyles. Not only will this allow for more informed decisions regarding your workspace today, but it will also position your organization to evolve in the future as needs shift.



Haworth products are known for their high design, superior quality, and world-class engineering and manufacturing. Our products look great, but perform even better together.





Walls

Movable walls offer the look, feel, and acoustical performance of conventional construction, yet are designed to anticipate your need to change.

Workspaces

Workspaces create areas for individuals and teams, in private and collaborative settings.

Lounge Furnishings

Together or alone, a variety of lounge elements create social group spaces and individual touchdowns as short-term destinations.

Seating

Choose from a variety of seating to support a range of postures—from lounge seating and task chairs to executive, conference, guest chairs, and stools.



Technology

Haworth technology tools give you the freedom to create, collaborate, and communicate in the digital world—securely and simply.

Accessories

From work tools to task lights and space-dividing screens, accessories offer you customization in your space to make work easier.

Desks & Tables

Designed to accommodate a variety of needs, desks and tables provide a wide range of surfaces for touchdown, collaborative, private office, and training spaces.

Storage

Haworth storage for individuals or groups helps you maximize space and stay organized at work.

CDW Workstation Mock-up



Products featured in the CDW workstation by Haworth are:

- Hop Height Adjustable Bench
- A Series Storage
- Active Components Personal Divider
- Jive Table
- Ergotron Monitor Arms



Hop[®]

Height-Adjustable Benching

Hop's extensive range of height-adjustable benching supports diverse workstyle needs and embraces well-being principles in space design. Simple and functional, it brings versatility into any floorplan. Hop height-adjustable benching provides ergonomic solutions that promote movement for people throughout the day. Hop keeps power and data organized, while screens and other accessories are available for personalization and productivity.









A Series[®]

Storage

Built with the user in mind, A Series offers a wide breadth of application and aesthetic options for the highest levels of design, functionality, and price scalability. It enhances workplace flexibility by easily adapting to different workstyles and aesthetic requirements. Engineered to be strong, durable, and secure, A Series is backed by a lifetime warranty.





Jive[®]

Collaborative & Side Tables

Whether it's a quick collaboration or casual lounge interaction, Jive collaborative and side tables support today's needs in environments where people work and socialize. Jive also fosters a healthy workplace through a wide range of shapes, sizes, and bases—offering comfort for a variety of postures. As needs change, Jive tables makes it easy to reconfigure rooms or floorplates.



Active Components[®]

Upper Storage

Open and light in scale, the Active Components product line is a set of inviting accessory and furniture elements that draws people in with a sense of improvisation and energy. Through integration with Haworth's product portfolio, Active Components helps improve efficiency in compact footprints with products that support user performance, posture changes, memory cues, collaboration, and focus work.



Personal Divider with Drawer

Placed on the worksurface to create personal boundaries, it allows easy power access while supporting personalization and memory cues.



Ergotron

Monitor Arms

Adjustable monitor arms by Ergotron® enable precise positioning of monitors, TVs, and tablets for greater productivity and ergonomic comfort. With a diverse, user-focused selection, the monitor arms enhance flexibility, encourage collaboration, and promote well-being. They support single or multiple displays, free up worksurface space, and help work flow efficiently.



Haworth Task Seating

We're doing more than evolving the way office seating looks—we're evolving the way people look at office seating. It all comes down to listening to our customers' workspace needs: We design holistic, sustainable seating solutions because we care about the people who use our products and the planet we live on. Our products are manufactured in the markets where they're delivered—by a workforce we've invested in.

Fern[®]



Zody[®]



Form

Through global design and development partnerships, our task chairs accommodate the range of body sizes around the world. Each task chair in our portfolio was designed with a purpose, in its own form, offering choices that lead to peak performance at the individual level and business success for organizations.

Focus

The places people sit impact the body—and equally important, their ability to focus. Our commitment to the science of sitting is grounded in our history of strong design, engineering, and manufacturing—and our ergonomic expertise—to support people at work.

Flow

Our task seating provides the comfort people need to get into their flow—the mental state that allows for full immersion in an activity where people are highly productive and creative.² When their cognitive performance is enhanced, people are more engaged, and organizations maximize their investment in human capital.



Thank You!

Haworth and BOS's partnering philosophy can be defined as the formation of a true team—an adaptive, cooperative approach to doing business. We carefully listen and always strive to understand our customer's issues and needs, then adapt to meet them. We believe interaction on all levels of both organizations is key to the success of each project.

With customers—in your world and in ours'—what matters most is the end result. We want you to know that we're committed to providing CDW with the knowledge, tools, and resources to create a world-class working environment.

Great experiences are formed by great partnerships. We don't just want to win your business; we want to help CDW continue to thrive.



BCS



HAWORTH®