Focus
Benching
Benching: 4’-0” wide

Individual workspace.

A

$10,000 - 12,000*

B

$12,000 - 14,500*

C

$9,000 - 11,000*

D

$9,200 - 11,200*

*Pricing includes tax, labor and install with a range to account for finish selection
Workstation
Workstation: 6’-0” x 6’-0”

Individual workspace.

WS 01

$17,400 - 21,200*

*Pricing includes tax, labor and install with a range to account for finish selection
Workstation: 6’-0” x 8’-0”

Individual workspace.

$19,800 - 24,200*

*Pricing includes tax, labor and install with a range to account for finish selection
Workstation: 8’-0” x 8’-0”
Individual workspace.

A: $24,750 - 30,300*
B: $22,500 - 27,500*
C: $23,000 - 28,200*

*Pricing includes tax, labor and install with a range to account for finish selection
Private Office
Private Office: 10’-0” x 12’-0”
Individual workspace.

A $4,400 - 5,330*
B $7,400 - 9,000*
C $8,100 - 9,900*

*Pricing includes tax, labor and install with a range to account for finish selection.
**Private Office: 10’-0” x 12’-0”**

Shared workspace.

Pricing includes tax, labor and install with a range to account for finish selection:

- **A**: $7,600 – $9,200*
- **B**: $6,100 – $7,500*
- **C**: $6,900 – $8,500*
Huddle Space
Huddle Space: 6’-0” x 8’-0”
Impromptu space for two to three individuals.

FS 01

$4,200 - 5,200*

*Pricing includes tax, labor and install with a range to account for finish selection.
Collaboration
Open Collaboration
Open Collaboration
Space to accommodate approximately 6-8 users

150-200 SF

$11,700 – 14,300*

*Pricing includes tax, labor and install with a range to account for finish selection
Small Conference
Small Conference
Space to accommodate approximately 4 users

A

$3,000 – 3,800*

B

$4,500 - 5,500*

120 SF

*Pricing includes tax, labor and install with a range to account for finish selection
Medium Conference
Medium Conference
Space to accommodate approximately 6-12 users

180-360 SF

A. Boardroom
$10,500 – 12,800*

B. Flexible Conference
$8,600 - 10,600*

*Whiteboards excluded in pricing

*Pricing includes tax, labor and install with a range to account for finish selection
Large Conference & Multipurpose Room
Meeting Spaces with tables and chairs on casters for quick space reconfiguration

Layout A

Layout B

Layout C

Layout D
Large Conference & Multipurpose Room

A la Carte. Individual Flip Top Tables.

A. Steelcase Akira (Nesting)

Size 24" x 60"
$900 - 1100

B. Coalesse Train (Nesting)

Size 24" x 60"
$1050 - 1300

C. Steelcase Verb Table, Flip-top

Size 30" x 72"
$700 - 900

D. Steelcase Groupwork Table, T-Leg Flip Top

Size 24" x 60"
$600-740

*Pricing includes tax, labor and install with a range to account for finish selection
Large Conference & Multipurpose Room

A la Carte. Individual Chairs.

A. Steelcase Shortcut

B. Steelcase Qivi (Stacking)

C. Steelcase Max Stacker III (Stacking)

D. Steelcase Node Chair, X Base

E. Steelcase Kart Chair

F. AMQ Bixby Chair
Storage Options
A la Carte. Individual or Shared Storage.
More options available

A. Steelcase Soto Caddy
B. Steelcase TS Mobile Pedestal
C. Steelcase TS Slim Mobile Pedestal
D. Steelcase TS Mobile File Center
E. Steelcase TS Cubby
F. Steelcase Universal Bookcase
G. Steelcase Universal 3 H Lateral File
H. Steelcase Universal 2 H Lateral File
A la Carte. Individual Storage.

More options available

A. Steelcase Currency Bookcase

B. Steelcase Universal Side Access Tower

C. Steelcase Universal Dual Access Tower

D. Steelcase Universal Bookcase

E. Steelcase Universal Wardrobe

F. Steelcase Universal 1.5 H Credenza

G. West Elm Work Greenpoint Lateral File

H. West Elm Work Greenpoint Shelving with Storage
Ergonomic Approved Seating
Ergonomic Task Seating

Series 1
Amia Air
Amia
Think
Leap
Gesture
Conference Seating

- Reply
- Series 1
- Cobi
- Qivi
- SiLQ
- Siento
Your Dedicated Team
WHY bkm + Steelcase?

DEDICATED UCR TEAM

Bryan Justus
Director of Sales – Education
bjustus@bkmsd.com
Bryan provides team leadership and guidance for the UC Team and focuses on the education market. He helps to streamline processes and manage team performance to achieve company goals.

Mike Wytrykus
Account Manager & UCR Team Leader
mwytrykus@bkmsd.com
Mike leads the team dedicated to the management of UCR. Mike acts as the liaison communicating details between your team, the bkm team, and Steelcase.

Leonard Elías
Account Manager
lelias@bkmsd.com
Leonard provides support to the account management team for any projects or day-to-day service that is needed. He works with Mike and the rest of the UCR team to ensure our clients’ needs are met.

Paul Stanzione
AV Director
pstanzione@bkmsd.com
Paul leads business development for the bkm audio visual division. He serves as the main point of contact for your team and coordinates efforts between the bkm team, your team, and the manufacturer’s.

Elizabeth Siefert
Steelcase Business Manager
esiefert@steelcase.com
Liz is responsible for proactively providing resources in the area of knowledge, products and services to support the requirements for each project. She maintains manufacturer relationships with the client team and resolves any related issues.

Cyndi Goralewski
Design Team Lead
cgoralewski@bkmsd.com
Cyndi provides an unparalleled level of detail to blend creativity, programming, and design intent to transform standard office furniture into a dynamic workplace environment.

Shawn Gutierrez
Designer
sgutierrez@bkmsd.com
Shawn supports the UC design team in production and creating renderings and other design related deliverables for any needed projects and day-to-day requests.

Dalton Ramey
Account Coordinator
dramey@bkmsd.com
Dalton manages the order fulfillment process, working with manufacturers and tracking acknowledgements. He works with the Project Manager to accommodate any requested schedule changes.

Derek Dalla Betta
Scheduler
ddallabetta@bkmsd.com
Derek schedules your project for installation and communicates all details with the bkm field team members to ensure success. He works with Tim and Mayra to coordinate any schedule changes.

Tim Jones
Project Manager
tjones@bkmsd.com
Tim is responsible for the coordination and completion of all logistical activities for UC projects. He is the communication hub for the customer, other trades, field foreman, designers and account managers.

Carol Hawks
Steelcase Education Consultant
chawks@steelcase.com
Carol is responsible for proactively providing resources in the area of product knowledge and services to support the requirements for each project. She provides a high level of experience and customer service resulting in the ultimate project outcomes.
We realize that not only every customer, but every project will require a specific implementation plan. This process shown outlines a typical UC project from start to order.

Once the order is placed we assign a dedicated project manager to every project. The project manager in conjunction with our Chief Operating Officer works closely with your team, the furniture manufacturers and all other trades to establish the best process, communication strategy and schedule to ensure all milestones of the project are met and that the bkm schedule fits in seamlessly with the entire project team.

### bkm UC PROCESS

**10 STEPS**

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**Site visit with client to review all details of the project.**

**Details are entered into project checklist and submitted to a designer.**

**Designer creates a full design drawing which includes a floor plan with suggested furniture layouts and products.**

**Account Manager shares proposed design with customer for review and feedback. Changes are noted and sent back to designer.**

**Designer adjusts for all changes requested by customer and presents a revised plan. (This process can be repeated multiple times. The first two design revisions are complimentary for UC customers. Each revision thereafter will be billed at a cost of $72.50/hour)**

**Client is presented with and approves final design and layout package. If your project includes system furniture installation, building additions, alterations, modular walls, electrical or mechanical alterations a building permit and plan check is mandated by the state of California and required by UCR. Permit application cannot be processed without required plans provided by bkm. Please note: UCR Permit approval process can take up to 7 business days. Please plan accordingly to account for overall timeline as permit submittal is the responsibility of the department requesting work. Apply for permit:**

https://goo.gl/sBeSwV

**Designer moves forward with final design and creates bill of materials which is then submitted to a second designer to double check all work and confirm that the necessary components are included for accuracy.**

Once complete, the final bill of materials is sent to an Account Coordinator who processes the parts and as a result, a quote is created.

**Account Coordinator presents final quote to Account Manager and client for final approval.**

If approved, quote is converted into an order and published. The product will be ordered after the PO has been issued by Procurement and received by bkm.

**Campus Building Permit and Plan Check:**

For UCR furniture and equipment purchases, a copy of the issued permit shall be provided to UCR procurement prior to PO issuance. All PO’s received by bkm will be vetted then approved by UCR procurement prior to issuing PO to bkm for product to be ordered.