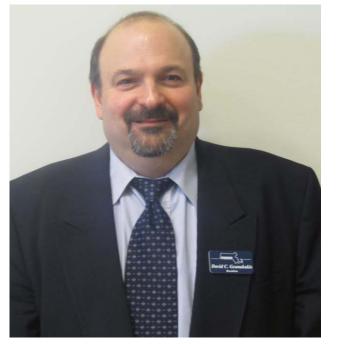
#### What to Expect From Your Interior Design Professional

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# Agenda

- Introductions
- FF&E Options
- FF&E Process What to Expect
- Furniture Selection
- Budget How do you Pay for Your FF&E
- Trends in Furniture



Dave Geanakakis Chief Procurement Officer





Emily E. Czarnecki NCIDQ Senior Interior Designer



Giovanna Chaisson, NCIDQ, LEED AP, MCPPO Lead Interior Designer



#### **JCJ**ARCHITECTURE

#### **FF&E Options**

- Establish your team: Do you need an FF&E consultant?
- Limiting quantity of vendors assists in easier management
- Public bids vs. purchasing contracts
- Know there will be challenges at all stages of the process
- Decision making is key
- Don't be afraid to ask questions; it's your building
- If you have questions, check with your colleagues, MSBA

#### **Process Working with an Interior Designer**

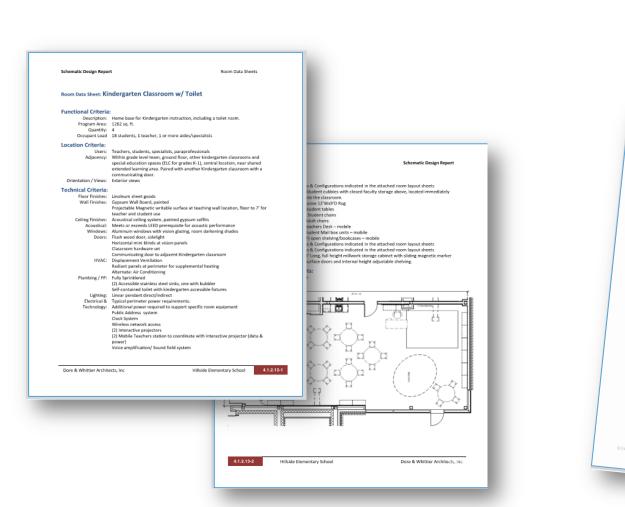


- It's never too early to start!
- Know who is handling the process from start to finish
- Designers understand educational design, vendors and products
- Familiarity with MSBA



- Visit Showrooms
- Attend Local and National Trade Shows
- Incorporate LEED/ Greenguard certified products
- Know what you are getting in the end and how you will be serviced

#### **Process Working with an Interior Designer**





From room data sheets  $\rightarrow$  Installation booklet

#### **Selection What Supports Your Education Program?**



Scituate Middle School, Scituate, MA

#### **Selection Evaluating Products**



- Who makes the decisions? Need to defend decisions
- Building committee creates sub committee or group – 3-5 people max
- Meet with end users leadership,

specialists, facilities, students

- Survey Users
- Try not to use FF&E as a

VE opportunity

• Furniture is important!

## **Selection Product Demonstration**

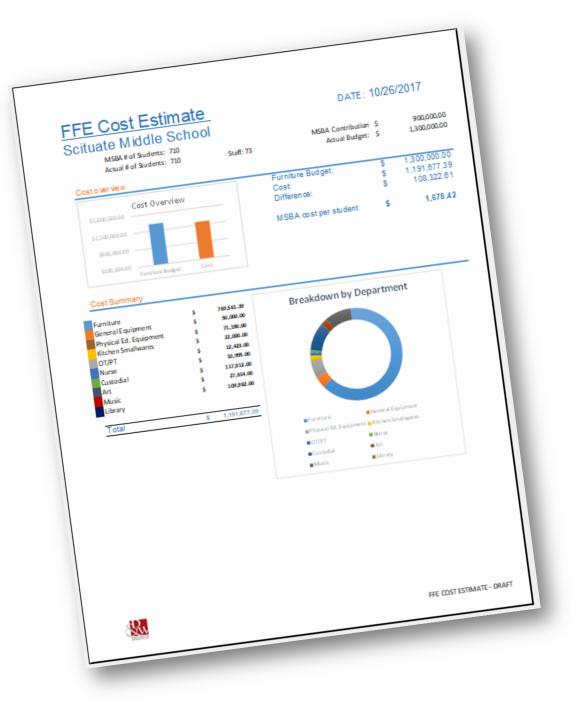
# Advantages of attending furniture/ vendor fairs:

- See, touch, sit talk to manufacturers directly
- Tried and True products we are familiar with
- New Product Introductions
- Vet out products & vendors we won't work with
- After fairs, have samples delivered to school for testing



# **Budget Process**

- Assign an allowance for equipment for each department
- Understand the MSBA Contribution
- Plan for a contingency following move-in – things change!
- Look at bulk to save money
- Take advantage of contracts to save time and avoid problems



#### Budget Good, Better, Best



- Evaluate quantity
- Mix and match to meet budgets
- Efficiency in scale
- Using the same manufacturer for better discounts

## **Budget Purchasing**

Benefits of utilizing State Contract, MHEC and National Cooperative Contracts



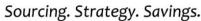
Massachusetts Higher Education Consortium



- Purchasing multiple product lines from one company = deeper discounts
- Simplicity of one point of contact .
- Avoid "chaos" just before the opening of the school









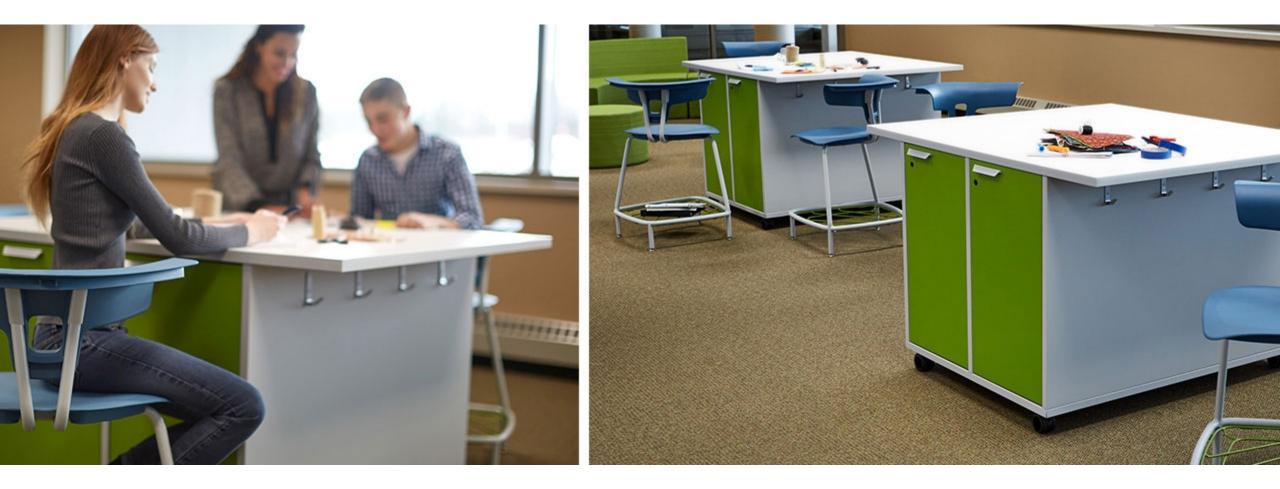
# **Trends in Furniture**

- Dual Function / Flexibility
- Casual Environment
- Adjustability
- Movement and Mobility
- Variety of Spaces

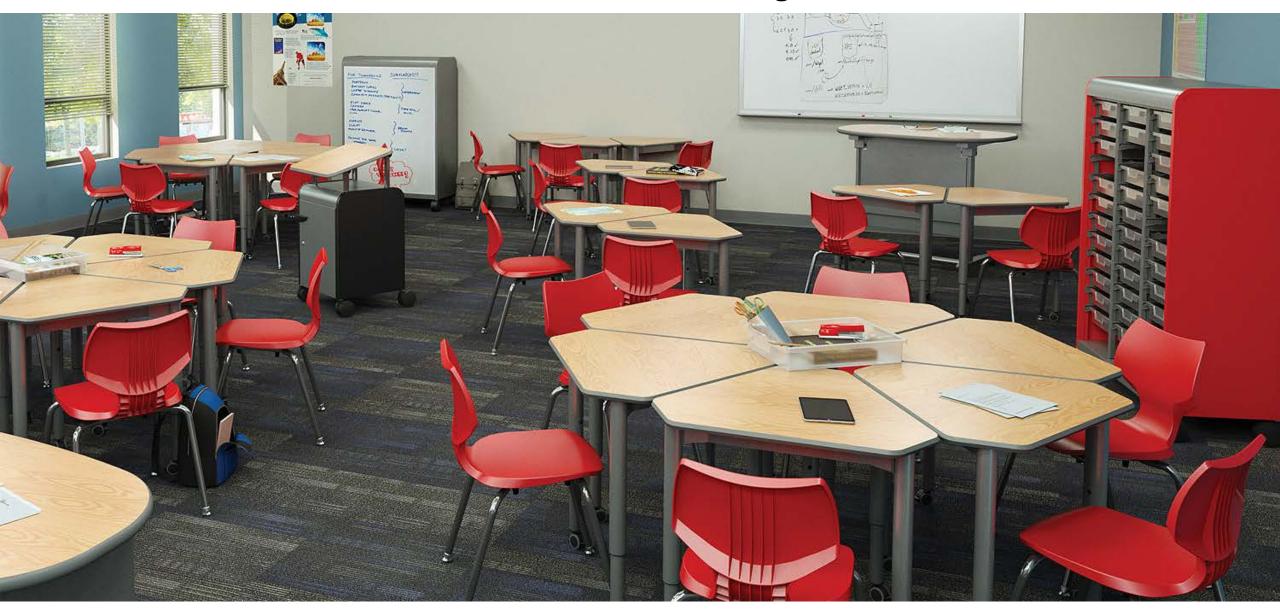


Glover School, Marblehead, MA JCJARCHITECTURE

#### **Trends Dual Function / Flexibility**



#### **Trends Dual Function / Flexibility**



#### **Trends Casual Environment**



Scituate Middle School, Scituate, MA 🔗 🖓

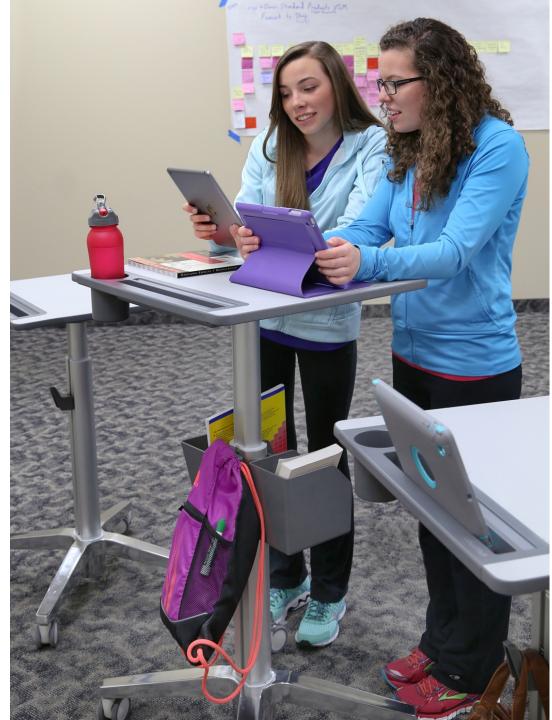




- CAL 133 no longer required
- Fabric technology has come a long way

# **Trends Adjustability**





### **Trends Adjustability / Height Variations**



#### Hunking School, Haverhill, MA JCJARCHITECTURE

#### **Trends Movement / Mobility**



Marine Science Magnet High School, Groton, CT JCJARCHITECTURE

#### **Trends Movement / Mobility**



Marine Science Magnet High School, Groton, CT JCJARCHITECTURE



#### Norton High School, Norton, MA JCJARCHITECTURE



Portsmouth Middle School, Portsmouth, NH JCJARCHITECTURE





# **Thank You**

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# **Questions?**