

So, You Want a Stunning Office. And You're on a Budget . . .

We meet this challenge every day. Today we'll meet it for you!



- Top quality products to give your office that high-impact look.
- Consultative service to help you optimize your choices.
- Collaborative planning expertise makes it easy, saves you time.

Helping You Make Better Decisions about Office Furniture

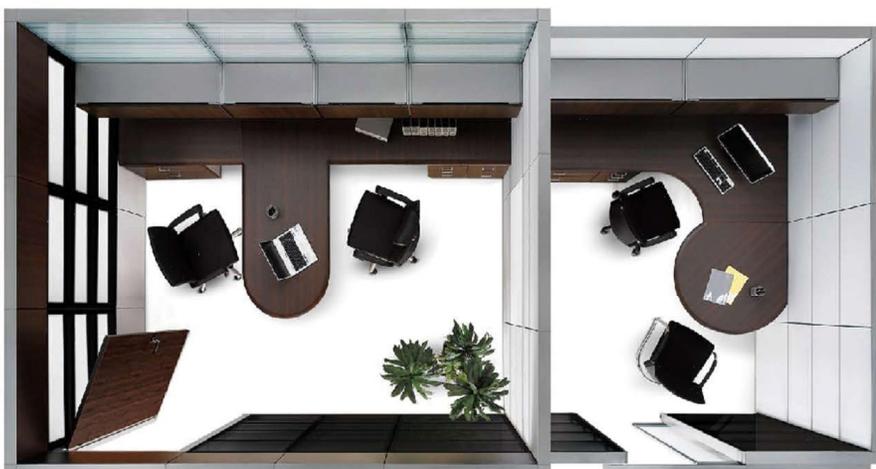
Like any office furniture company, we offer a range of products (see list). And, like most office furniture companies, we can work within your budget.



But, unlike dealers that focus primarily on product and price, we differentiate by offering value-added services so the product and price decisions you make are better informed and better supported.

We educate you. We show you how to compare different products so you understand the important differences that price alone doesn't explain.

The most expensive product is not always the best, nor is the cheapest necessarily the lowest quality. To be a smart buyer, it's important that you understand what you're paying for. We take the time to show you.



Product categories include:

- Reception Station
- Lounge / Reception Seating
- Conference / Presentation Rooms
- Cubicles- Panel Stations
- Lighting Solutions
- Private Office Furniture (wood and laminate)
- Filing- High Density Solutions, Bookcases, etc.
- Mail Room Furniture and Fixtures
- Chairs- Ergonomic, Executive, Heavy Duty, etc.
- Ergonomic Products- e.g. Adjustable Keyboard Trays, Flat Screen Monitor Arms
- Lunch Room Furniture

Services in conjunction with product sales:

- Space Planning- CAD-Based Plans for Reconfigurations, New Space, etc.
- Expert Advice- Includes "Green" and Qualified Used Options
- Moving Services

How We Deliver Enduring Value: Our Unique Approach



North Bay Office Furniture uses a combination of the following seven ways to save you money—without sacrificing quality or skimping on service:

1. **Use Select Vendors-** ours must pass a stringent list of requirements that result in higher value for you.
2. **Buy Local-** our Bay Area suppliers offer choices to save on freight charges and reduce lead times.
3. **Leverage Existing Product-** we work to find ways to incorporate as much of your current product as possible in the new plan.
4. **Offer “Qualified” Used Product-** used products can be an excellent alternative to new, but only if they meet the right criteria. We’ll explain this to you.
5. **Prioritize the Product List-** working with you, we examine every product category for opportunities to optimize your budget, then recommend changes, if necessary.
6. **Narrow the Vendor List-** using fewer vendors to supply your overall project typically streamlines the process, reduces confusion and often leads to greater savings.
7. **Avoid Trendy Products-** we only recommend products that benefit your day-to-day operations, deliver on their claims and support better ownership value.

North Bay Office Furniture Selected Client Case Studies

Large Business: Accommodating Growth

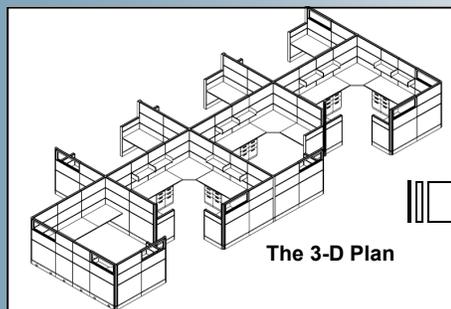
DC Power Systems, Rohnert Park

"North Bay Office Furniture has provided professional advice and service through every aspect of the growth of our company. Robert listens to our needs, then makes suggestions and recommendations that fall within budget. We are thankful for the relationship, and know that he will continue to meet our project needs, on time and on budget."

Kevin Moore, IT/IS Manager

"We have more than doubled in number of employees—soon to be 200—and I know we have challenged you. I appreciate your responsiveness and invaluable assistance providing layouts and options. I cannot believe how quickly you can deliver and set up so much in such a short time. The office looks great, and everyone likes their area!"

Don Soekland, VP Operations



Small Business: An Ergonomic Challenge

Edgar Law Firm, Santa Rosa

Jeremy R. Fietz, Esq.

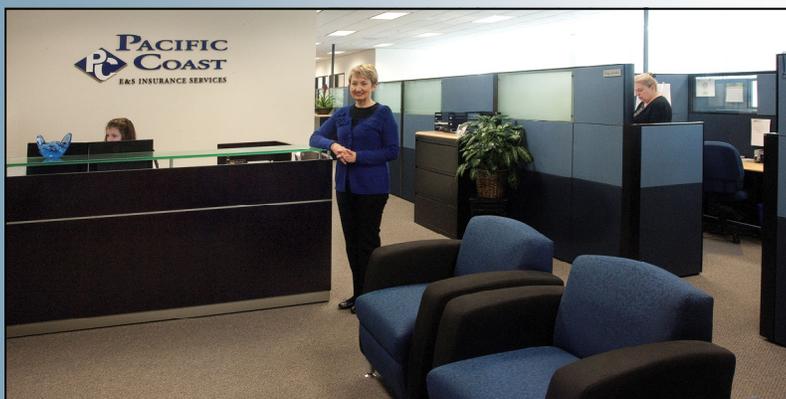


"Your interest in creative furniture solutions sets you apart from those who just want to sell something. Because of my back pain, other office companies had sold me every gimmick chair on the market. On the other hand, working with you was always a no-pressure experience.

When you came up with the idea of a height-adjustable desk so that I could work standing up or sitting down, I felt like we found the real solution. My back pain from sitting has almost disappeared. Your genuine interest and effort in meeting my needs has made me more productive—and happier too!"

Medium-Sized Business: Move to New Offices

Pacific Coast E&S Insurance Services, Santa Rosa



"Four years ago we were introduced to Robert and his talent when we relocated our office. Robert was pivotal in working within the open space design, providing us with great options and great results for our professional, yet practical design

and furnishings. We appreciate his creative and energetic approach, and admire his passion and resourcefulness."

Susan Rothert, Controller, Pacific Coast E&S Insurance Services

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OFFICE FURNITURE

100 E Street, Suite 209
Santa Rosa, CA 95404
(707) 888-1857

Web: NorthBayOfficeFurniture.com