

vari®

DURA**SERV**
People | Products | Performance



Flexible Furniture Aids Growing Business

DuraServ is a leading service provider in the loading dock, door, and equipment industry, delivering service on a national scale to customers with large facilities, often in multiple locations, across the United States and in Canada.

The Challenge

As a high-growth business, DuraServ quickly outgrew its office location. As their company grew, new workstations were added where space allowed so teams were spread out and not organized by department. CEO David Iliff was excited to use this opportunity to bring to life an office that is much more modern than his industry counterparts. He set out to find the best furniture for his vision, partnering with a local A&D firm.

The Solution

After touring the Vari® headquarters, Iliff realized the benefits of flexible furniture and secured a new office space. He then worked with the workspace design team at Vari to create a flexible space plan for his new office.

Just as the company was ready to move into their new space, COVID-19 suddenly required a new type of workspace and the agreed-on space plan needed to change. Vari quickly came in with an alternative, distance-based design to accommodate the new reality. The new design included 6 feet of space between workstations, for example.

An additional benefit of going with Vari was the cost. If Iliff had gone the route of sheetrock, as recommended by an A&D firm, the expense would have been greater. "After I visited Vari, I thought this is going to give us a chance to still have structure to our office space, but still have it be moldable," Iliff said. "There was also a net cost savings by going with Vari versus a traditional office architect."

Because Iliff had a large training and development area he had planned for, he was able to convert the meeting space to accommodate socially distant workspaces with flexible furniture from Vari. As a result, Iliff was able to make the adjustments needed to bring back his workforce, especially since Vari quickly reconfigured the final space plan to adjust for COVID-19.

With plenty of inventory in stock and ready to ship the next business day, Vari was ready to aid Iliff in quickly getting his office ready for his employees to return, even during a pandemic. "It was flawless," Iliff said. "It went really well and our interaction with Vari's customer service was smooth."

Finally, Iliff added the change in furniture also positively reflected their values and company culture.

“ There’s a happy, good culture in the office now. Everyone was super excited about it, and it definitely helps with recruitment as well.”

David Iliff
DuraServ CEO



PROJECT DETAILS

CLIENT
DuraServ

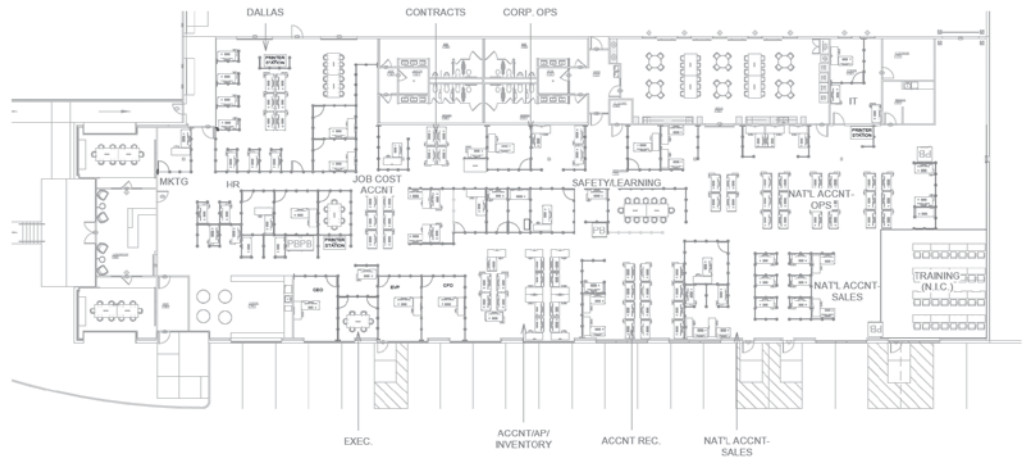
LOCATION
Carrollton, Texas

INSTALLATION DATE
5/20/20

SPACE AVAILABLE
17,706 sq. ft.

WORKSTATIONS
129

PRICE PER SQ.FT.
\$38



PRODUCTS INSTALLED

- QuickFlex Walls®
- Dual-Monitor Arm 180 Degree
- Power Hub
- Power Strip 8 ft
- File Cabinet
- Conference Table
- Round Table
- Standing Round Table
- Metal Conference Chair
- Arm Chair
- Half Metal Side Table
- Phone Booth
- Privacy Panel 30
- Electric Standing Desk 48x30
- LED Task Lamp



Call (800) 207-2587 or visit Vari.com for your free workspace evaluation.

*Free delivery in the contiguous US. See vari.com/installation for more details. Availability subject to change | Patent and trademark information: vari.com/patents ©2021 Varidesk, LLC All rights reserved.

