



Indoff

50  
YEARS  
& COUNTING  
★★★★★

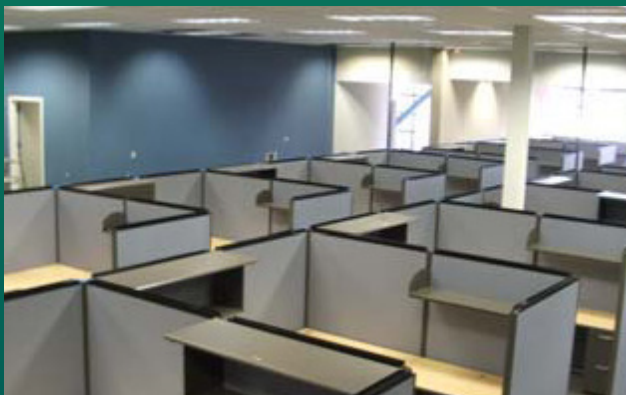
# CASE STUDY

## The Company

Dot Hill Systems Corp was a manufacturer of computer storage area network arrays. Providing computer hardware and software products for small and large computer data storage systems.

## The Objective

Beginning with an empty space and after verification and initial sketches, Indoff provided several solutions to offer maximize space. Indoff worked as a team with AIS to meet DotHill's budget number using AIS Take 5 options and Quickship Programs.



## The Problem

DotHill Systems approached Indoff with a severe problem. They needed to complete the move into their new building within 60 days and they needed to purchase all of their furniture for 30% less than the lowest proposal they had received to date from four other competitors.

## The Solution

Indoff provided DotHill with all of their furniture requirements at a price 30% lower than the competition. The entire project was completed within 60 days allowing for DotHill to move into their new facility as scheduled.

Indoff provided DotHill the maximum number of workstations they needed for the available space and provided all of their conference room, lunch room and private office furniture. The results were on time and under budget with high quality products.

## Benefits

Utilizing AIS as our vendor, we were able to provide a panel system design that maximized floor space and made significant future growth expansion possible.