



SitOnIt • Seating™

# Project Spotlight

Cupertino High School Chooses InFlex for Flexible Usage



## INSTALL FACTS:

**Sales Rep:** Northern California

**Dealer:** Workspace Solutions

**Time Frame:** November 2013

**Product:** InFlex

## ABOUT THE PROJECT

When Cupertino voters passed Measure B, a \$198 million school bond to build and renovate school facilities in the Fremont Union High School District, Cupertino High School was among the five schools to receive funds. The school wanted to maximize the dollars the voters had authorized to modernize aging classrooms and cafeteria space and create new, cutting-age science and computer labs.

SitOnIt Seating Sales Representative Shawn Davis worked with dealer Workspace Solutions to find a single chair that would be versatile, modern, comfortable, on-budget and appropriate for the variety of settings. The answer was InFlex.

## WHAT MADE THE DIFFERENCE?

When Shawn brought in the InFlex for a sit test, the school liked everything about it, from the comfort to the warranty.

Against all the competition, InFlex emerged as the most comfortable thanks to its flex back. But the chair's other features also helped sell it to the school. The fact that the chair was light and easy to move and stack scored big points and the variety in both color and type of stool in the collection impressed. The high school ended up choosing stools for the cafeteria, but also for the science labs. The science lab stools were coordinated with the desk seating – and in school colors. The back clean-out made InFlex perfect for the cafeteria.

The warranty and short lead time were added bonuses for the school that was getting a complete makeover. The order was placed and all seating was installed on time, within four weeks.

## WHAT'S NEXT

Next up is the district's Monta Vista High. The school is looking to outfit its cafeteria, Physics classrooms and four classrooms which will mean a mix of café stools and chairs. The district has standardized on its seating and InFlex will be in five schools. This is a big win for SOI, which will now be flexing its muscles in schools across Northern California.