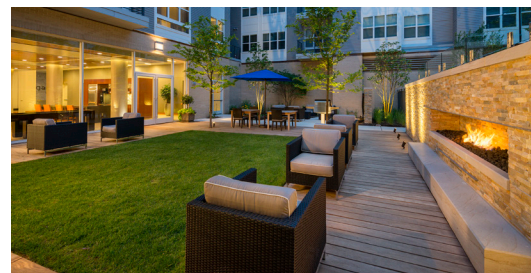


ABOUT FSG



IT'S ALL ABOUT THE DETAILS.

Furniture Solutions Group (FSG) is an Award Winning FF&E Procurement Firm, recognized for its expertise, creativity, and high-quality procurement services for the **Multi-family, Senior Housing, Student Housing and Hospitality markets**. This reputation is the direct result of our ability to listen closely to client requests and to interpret and respond to them with unique, creative solutions that enhance the aesthetic of the facility, increase operational efficiencies and maximize your return on investment.

The principals at FSG have worked with a diversified portfolio of Clients in the multi-family, hotel and senior living industries over the past twenty years. This experience enables us to offer our Clients a wide range of procurement expertise. FSG has a comprehensive library of national and international resources and can offer our projects these resources at the most competitive pricing available in the industry today. FSG offers turn-key project management services including freight management, logistics, warehousing and installation services.

As your Procurement Consultant we can make a significant impact on the FF&E budget without compromising design integrity. Our expertise in planning, our understanding of the milestones and timelines required to meet the construction schedule, and our comprehensive roster of resources, help jump start the project to a successful completion.

Our experienced team will facilitate a collaborative environment where all stakeholders have a voice in making decisions that will give you a competitive advantage long after the project is complete.

WHAT OUR CLIENTS SAY:

PERKINS — EASTMAN

"You and your staff are comprehensive, knowledgeable, communicative, and flexible in your approach to work. This has directly contributed to the success of our projects.

Hats off for a job well done."

Laurie Butler | Perkins Eastman

Design Collective

"As a result of your hard work and excellent client dedication, our projects have been very successful. Your procurement expertise, project oversight, clear communications and overall high quality of work, has provided the type of service we need to be effective."

Lou Ghitman | Design Collective

BERNARDON

"The value of a procurement organization such as yours with your level of accountability and reliability is immeasurable. Your team has been responsive and displayed leadership regardless of the obstacles that can be presented in the type of work we do."

Derek A. Perin | Bernardon Architects



Furniture Solutions Group

Annapolis, MD | 410.928.4225

FurnitureSolutionsGroup.com

Denver, CO | 720.465.6998

PROCUREMENT SERVICES



IT'S ALL ABOUT SOURCING.

- **Project Bidding** - Upon request, FSG will submit requests for proposal for all products and services, to up to three (3) providers per commodity. All bid responses will be entered into a detailed bid analysis and submitted to Client for review and approval based on cost, quality and timeline.
- **Final Budget** - FSG will prepare for review and approval by Client a Final Budget for all FF&E to be procured. The approved Final Budget will include all products, services, and fees to be paid to FSG.
- **Cash Flow Projection** - FSG will provide a cash flow projection analysis for review and approval by Client. The Cash Flow will provide a basis for monthly processing of all funding requests, for both merchandise and services, through the course of the Project. The Cash Flow will be created based on the timeline of expenditures for merchandise and services contracted on behalf of the Project. The Cash Flow will be adjusted and revised to reflect changes in the Final Budget or construction schedule. Monthly invoices will be issued based on this cash flow.
- **Purchase Orders** - Upon receipt of Merchandise Funding, FSG will issue purchase orders and distribute funds for vendor deposits and invoices to FF&E manufacturers and mills in order to secure production dates.
- **Expediting and Freight Management** - FSG will coordinate delivery and freight logistics of FF&E to the Property or designated warehouse, through common freight carriers. If "expedited" or "overnight" freight is required through no fault of FSG or its sub-contractors, Client may instruct FSG to provide such services at an additional charge.
- **Warehousing and Delivery** - FSG will coordinate delivery of product to a local warehouse in order to stage a systematic delivery of FF&E according to the construction schedule.
- **Installation** - FSG will provide on-site management of all delivery activities, and oversee installation of all FF&E to its final resting place according to the plans provided by the Interior Designer.
- **Project Closeout** - Upon completion of installation of all FF&E, FSG will provide Client with a final account reconciliation of all FF&E purchased including a complete listing of assets procured, a manual with warranty & maintenance instructions, and a manual with all flame certificates for all fabrics and textiles.



Furniture Solutions Group

CONSULTING SERVICES



IT'S ALL ABOUT **YOUR NEEDS.**

- **Project Timeline Development** - Consultant will develop a timeline that includes milestones for the design and procurement of all FF&E in order to meet the Architect's project construction schedule.
- **Responsibility Matrix Development** - Consultant will develop a Furniture, Fixture and Equipment (FF&E) responsibility matrix, which reflects the roles that each team member contributes in the design, specification, procurement and installation of FF&E required for the successful completion of the Project.
- **Preliminary Budget** - Consultant will review all available and current plans and prepare a detailed Preliminary Budget for all FF&E to be procured.
- **Product Sourcing** - Upon request, FF&E specifications will be submitted to the contract industry for bidding and value engineering, with specific attention to budget requirements and design integrity. Consultant will procure samples, make factory visits and perform other tasks required to qualify potential product manufacturers.
- **Design Assistance** - Consultant will be available as a resource to help find products, order samples and provide assistance in budgeting during design development. Consultant will also provide documentation of all specifications selected by the Interior Designer.
- **Online Spec & Procurement System** - Designer will have access to Consultant's online spec and purchasing software to assist in collaboration between Architect, Designer & Consultant.



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OUR PRODUCTS



IT'S ALL ABOUT MAKING IT HAPPEN.

FSG provides access to all brands and services. We are not a dealer. We do not operate from a specific catalog of products. This allows your design team the freedom to select the items that drive your vision forward and aligns our interests with yours. We have no allegiance to any specific brand, no pressure to meet sales quotas, and no motivation to provide anything but the absolute best product for the project. No matter if it's a simple chair, a curated piece of art, or a completely custom piece of furniture or millwork. You design it... **We make it happen!**

Accessories
Area Rugs
Artwork
Banquettes & Booths
Carpet
Casegoods
Decorative Lighting
Decorative Mirrors
Fitness Equipment
Hard Surface Flooring

Lamps
Lighted Mirrors
Millwork & Built-Ins
Outdoor Furniture
Reception Desks
Signage & Graphics
Seating
Tables
Wallcovering
Window Treatments

A FEW HAPPY CLIENTS



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