


\$2M unlocked by asking 5 questions

a global furniture assessment that turned complexity into clarity

 **client**
Global Energy Company

 **facility**
worldwide portfolio

 **services**
global furniture program
performance review

the challenge

As its global footprint expanded, the furniture program grew in scale and operational complexity. Projects were delivering. Standards were established. Vendor partnerships were in place.

But scale changes the equation.

Leadership questioned whether the program was performing as strategically and efficiently as it could across a worldwide portfolio and chose to evaluate it through an enterprise lens.

the approach

This wasn't about adding more process. It was about measuring performance.

A vendor-neutral review grounded in a **people-product-process** framework evaluated pricing, workflows, benchmarks and enterprise alignment.

The outcome wasn't another report. It was clarity, translated into a practical roadmap for action.



the outcome

The review equipped leadership with clear, data-backed facts to make confident decisions at scale. More importantly, the furniture program shifted from a reactive operational function to a strategic, scalable system aligned with business goals and global delivery.

Results included:

\$2M

potential
savings identified

20%

budget
efficiencies gained

50%

lower
ancillary spend

50%

time savings
for PMs

Is your furniture program delivering value?

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