

# IT'S GAME TIME!

CUTTING-EDGE ATHLETIC SPACES



# A COMPETITIVE ADVANTAGE

At KI, we understand the pressure athletic departments face and the overall impact a winning program can have on a university. Prestigious athletic programs can be leveraged for public relations and media opportunities, better student recruitment, alumni relations and larger endowments for academics and athletics. To recruit and land top athletes, a university needs a state-of-the-art facility that can provide a competitive advantage over other schools.

Well-designed athletic facilities go beyond the weight room to address a mix of academic and social spaces in support of student-athletes. A typical day for a student-athlete includes classes, studying, team meetings, training and practice. That's why a superior athletic facility can be a big draw for recruits as well as coaching staff.

We can help you furnish your space accordingly by sharing our decades of experience in academic buildings around campus. Our expansive product portfolio supports all areas of an athletic facility with the convenience of using a single manufacturer.





# APPLICATIONS & SPACES

## FILM ROOM, TEAM MEETING & LECTURE

Watching film or listening to a coach's plan is an integral part of game preparation as well as improving individual performance. Comfortable seating can help hold attention and improve retention. KI's auditorium and fixed seating offers plush comfort in a multitude of sizes with various options such as power and data access for personal devices and generously sized tablet arms for note taking.





## PRIVATE OFFICES & OPEN WORKSTATIONS

Running an athletics department requires significant support – from the athletic director to marketing to ticket sales. KI provides a wide range of architectural wall, systems, desking, casegoods, task seating, guest seating and storage to meet the needs for every level of privacy and a variety of tasks.





## CONFERENCE & TRAINING ROOMS

Position meetings, coaching round tables and staff development can all benefit from dedicated conference and training rooms. KI has a wide range of tables and chairs to outfit any space. Mobile and nesting options make rooms truly multipurpose, if desired.





## SPORTS MEDICINE

Trainers, therapists and doctors can address a wide variety of healthcare needs in a compassionate setting with medical/lab stools, storage elements and patient seating from KI.



## ACADEMIC CENTER & LEADERSHIP DEVELOPMENT

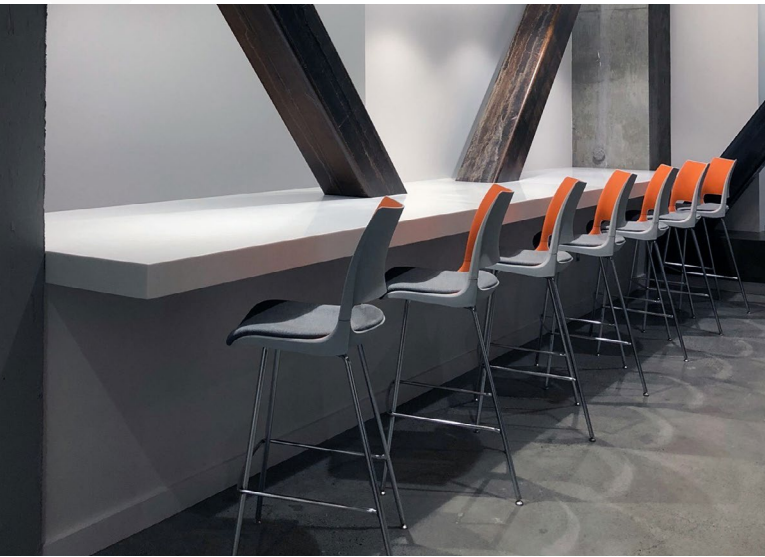
From classrooms to computer labs and media centers, KI has experience outfitting academic settings. Providing student-athletes with dedicated learning spaces helps underscore the importance a university places on maintaining academic progress and graduation success rates.





## CAFÉ & PROTEIN BAR

Nutritious meals are a must-have for any athlete and cafés are often the social hub of the facility. KI offers a variety of options for a welcoming place to grab a snack or meal. Booths add privacy, bar-height tables and stools provide a casual gathering place and a mix of tables, chairs and lounge pieces offer enough space to eat or gather and study.





## LOUNGE SPACE

Lounge settings add an informal gathering space where student-athletes can hang out, catch up and cool down. KI has a strong portfolio of lounge furniture to accommodate the various athletic body types. Specifying in school colors can help represent shared values and identity.





## ATHLETIC ROOM

Custom storage systems, manufactured by KI's subsidiary company **Spacesaver**, keep athletic equipment organized and secure, while custom folding chairs keep everyone comfortable.







# TEAM KI

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## OUR VALUES: GETTING TO KNOW US

From our humble beginning in 1941 as a manufacturer of simple metal furniture, KI has evolved into one of the world's most respected brands in the contract furniture industry. KI is known as a prominent designer and manufacturer of innovative furniture and architectural wall systems across campuses nationwide.

Privately held and employee-owned, KI deploys people and investments where our customers need them most—thought leadership, research, design, technology, distribution and support services. This alignment is consistent with the KI brand promise to provide “Trusted Expertise” during every phase of the customer experience.

## OUR “MARKET OF ONE” PHILOSOPHY

So what makes KI truly different from its competitors? It's “Market of One” approach. While many of our competitors embrace a “one-size-fits-all” business model, KI listens to clients and responds with exacting product solutions that meet very specific needs, whether it's for one unit or one thousand units.

## OUR ATTENTION TO DETAIL

We recognize that any process is only as strong as its weakest link. That's why KI's Trusted Expertise is not just apparent during the engagement and design phases. It also extends through the all-important “back end” operational phases of the customer relationship. Here, our customers are connected with a dedicated support team whose sole focus is to oversee deliveries, installation, service, finance and other critical support functions.

## OUR CUSTOMER SATISFACTION

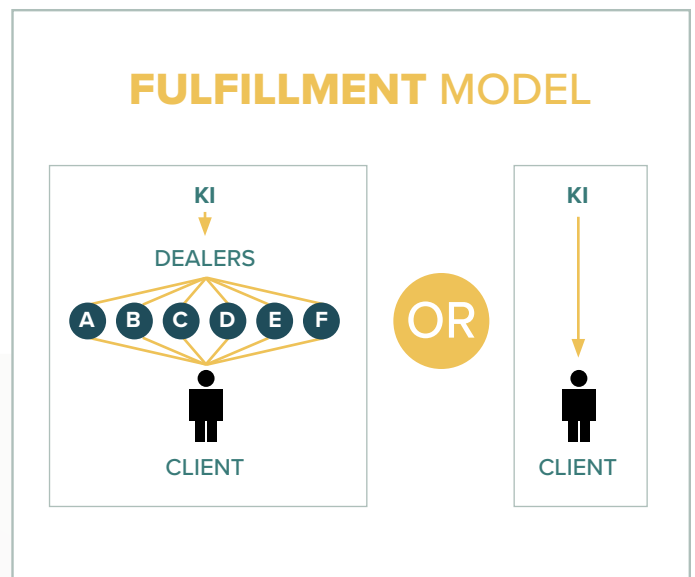
KI takes a personal view on how our customers see us. Because we are an employee-owned company, everyone at KI is a stakeholder. We know that every interaction, every product and service experience and every post-sale issue is indeed very personal to our clients. Ultimately, your success determines our success.



## Business Model: **DIFFERENT BY DESIGN**

KI has a go-to-market approach unlike any other in the industry.

Unlike our peers, KI does not prescribe to pre-set distribution channels. Rather, we deploy more than 300 dedicated KI representatives nationally and internationally to work directly with clients. KI's approach provides alternative procurement methods that allow our clients, not the manufacturer, to determine the best means to manage ordering and fulfillment activities. It also provides clients the opportunity to reduce costs via bypassing the traditional dealer/"middleman" model.







# DIFFERENTIATING SOLUTIONS UNIQUE TO **YOU**

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When the standard product doesn't quite support your need, ask us about Infinity From KI. We can help create a custom solution by modifying an existing product or co-creating a solution specific to your space and brand.



[VIEW CASE STUDY VIDEO](#)

We are here to help you make an impressive statement. Together, the opportunities and possibilities are endless.



THANK YOU FOR THE  
OPPORTUNITY  
TO TEAM UP WITH YOU!



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