

# case study

Lindab Ltd

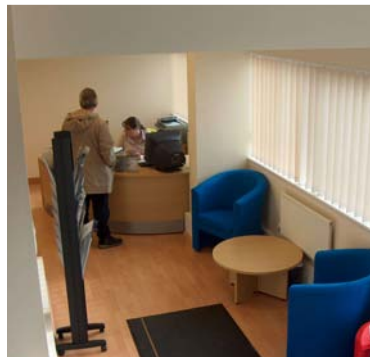


working in partnership with



“acs provided innovative designs, produced quotations and proposals on time and showed that they are used to working within budgets and to tight deadlines. I felt comfortable in handing the project over to them to fully manage and the results show that my confidence in their capabilities was well placed.”

Scott Ferguson – Group Purchasing Manager



## The Requirement

Lindab is an international group which develops, manufactures and markets sheet metal products and systems solutions in the Ventilation and Profile business areas. The Group operates in 26 countries, with representation in more than 100 locations within Europe and USA. Part of their expansion included relocating the UK Head Office to a new building in Northampton. acs was initially asked to carry out an audit at Lindab's existing Head Office, to determine which furniture would be serviceable for the new building. On learning the full scope of acs's services, Lindab's Group Purchasing Manager – Scott Ferguson – chose them as their partner to design the layout of the new premises and to supply and install all the office requirements.

## The Solution

Following preliminary discussions with Lindab, the acs team presented their ideas to the Board of Directors. This included a proposal, CAD designs and a quotation. They also arranged a visit to another client, to demonstrate the standard of their work and several Lindab employees visited an acs Open Day. The project included removing walls, building privacy lobbies and kitchenettes, installing glazed wood partitioning with integral blinds, window film and blinds, large areas of laminate flooring, data cabling, a telephone system, an audio visual suite and all the new furniture – all this within a four week deadline from placement of the order. Lindab subsequently awarded acs a further contract to refurbish a new branch in Eastleigh.

acs office solutions

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