Electrification Power modules Phase 1

Content

Power modules_Phase 1

The project

- This project came from the analysis that our electrification offer wasn't properly organized and inconsistent across the different desking programs.

- The aim for this project has been to optimize our electrification portfolio and offer you the best negotiated prices for the main configurations required on our EMEA market.

- This SOL has been defined together with feedback from you, thanks to the answers you provided in our electrification survey end of 2019.

- 10 electrification suppliers have been involved in our RFQ for this project and 2 have been chosen as our preferred suppliers based on 4 criteria (design, price, ability to cover our needs, norm compliance.):

  - Bachmann

  - IB Connect

Global electrification project phases

Phase 1	Phase 2	Cable management
Power modules	**Power modules**	**Horizontal & vertical**
• On-surface and below-surface implementation • Available through a dedicated catalogue • Compatible with all our desking programs	• In-surface implementation	• Universal cable tray implementation for single desks and benchs • Universal cable sleeve

Where we are
Launch 02.2021

What will come
Mid 2021

What will come
Mid-2021

Power modules project phases

Consistent catalogue

- Organized portfolio
- Main configurations covered for EMEA market

Optimized supply chain

- Preferred suppliers defined
- Best negotiated prices
- Competitive lead-time

Better service to our customers

- Upgrade our desking offer
- Improve functionalities

Workstation Electrification

The type of power module will depend on the needs of the user and the type of workspace configuration. Indeed, the needs will be different depending whether the desks are shared or assigned. It will also depend on the type of device to charge and the connections required on the desk.

In, On & Below

This is why, we organized our segmentation like the following :

-   "Below surface" : Power underneath the top for the laptops, screens and lighting

-   "In & On surface" : Power sockets, USB, RJ45 and HDMI on the top for direct charging of devices and direct connections.

Not just workstations

- As the variety of work setting and environments increases, we ensured that this project considered every furniture application where power is required to ensure a comprehensive range of solutions

Ergonomics

- **1st area**

Where the frequent used items are located. They are close to reach when the arm is bended, and shoulders relaxed.
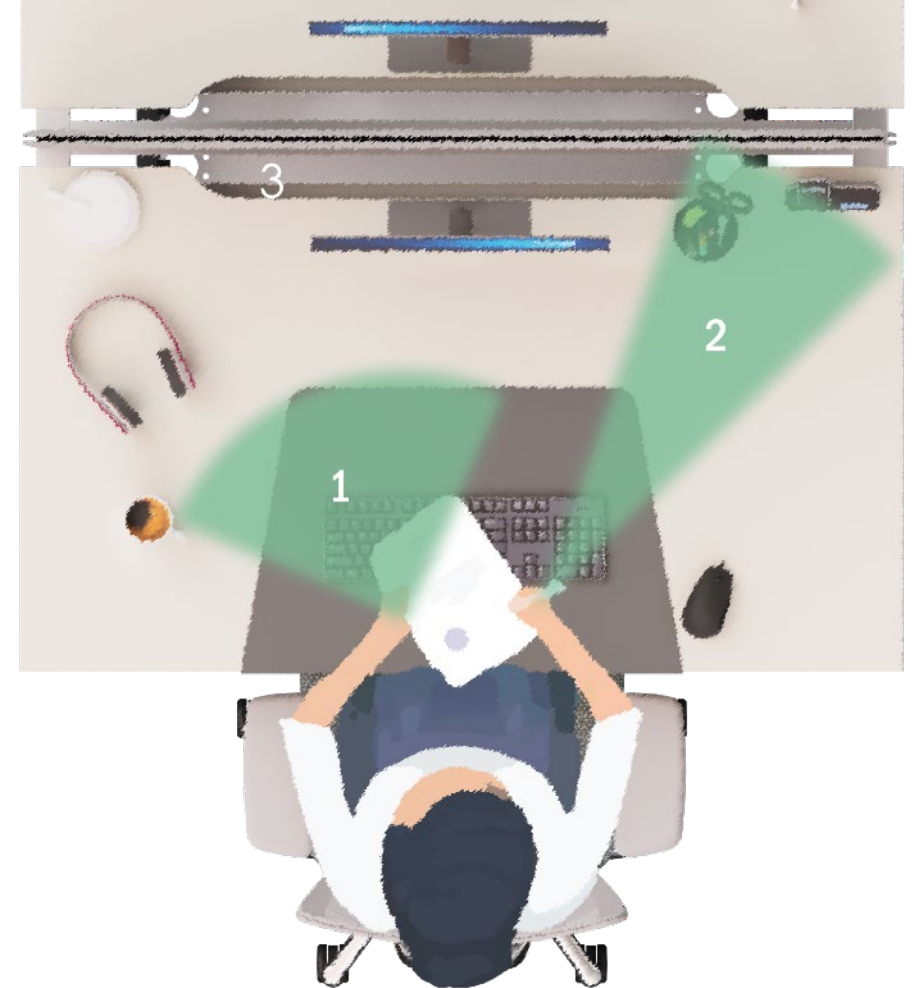
- **2nd area**

Where less often-used items are placed. They should be reachable when the arm is extended.

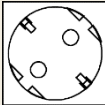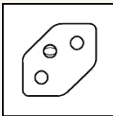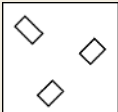-> This is where on and in-surface power modules are located.

- **3rd area**

Should be use by IT only.
This is where below surface modules are located.

Socket types

Power socket type	Compatibility	Drawing
Schuko (F)	Austria, Finland, Germany, Greece, Holland, Indonesia (110 / 220V), Italy, Luxembourg, Norway, Portugal, Russia, Spain, Sweden, Turkey.	
French (E)	Belgium, France, Morocco, Poland, Slovakia, Tunez.	
Italy 10A (L)	Chile, Italy, Uruguay.	
Switzerland 10A (J)	Swiss	
UK (G)	Bahrain, Cyprus, Kuwait, Malta, Qatar, Saudi Arabia (127 / 220V), Singapore, United Kingdom, United Arab Emirates.	

USB types

As USB_C is the future of the USB connector, we prepared the transition in offering you USB modules as 1*USB_A + 1*USB_C.

		USB 2.1_A/A Charger : 15W
		USB_A 3.1 + USB_C Charger : 22W Connector of the future Small and compact Reversible Application : phones & tablets charging.

Statement of line – Above Desk

Segmentation	Supplier	Range	Access	Sockets	USB A	USB C	RJ45
On surface	Bachmann	Desk 1 or 2	Direct	1	1	1	
	Bachmann	Desk 1 or 2	Direct	3			
	Bachmann	Desk 1 or 2	Direct		1	1	
	Bachmann	Desk 1 or 2	Direct	2	1	1	
	Bachmann	Desk 1 or 2	Direct	2	1	1	1
	Bachmann	Desk 1 or 2	Direct	3	1	1	
	Bachmann	Desk 1 or 2	Direct	3	1	1	1

Basic
Desk 1

Premium
Desk 2, full alu

All modules are GST18 compatible

Most popular options

Haworth standard VS new offer

Desk 1

Desk 2

Intuity dockbox 2*sockets + 2*USB_A

- USB A/C connection
- GST18 20cm extension connection
- Clamp is compatible with all Haworth desking programs
- Functional design

- USB A/C connection
- GST18 20cm extension connection
- Clamp is compatible with all Haworth desking programs
- Sophisticated design

Haworth standard VS new offer

Desk 1

Desk 2
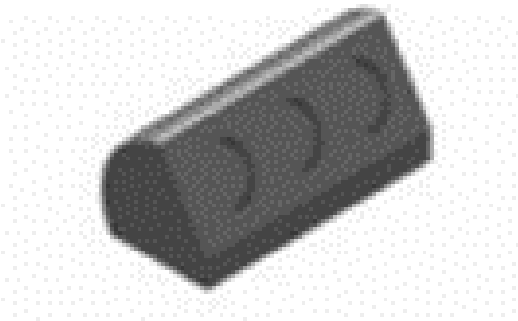

YourPlace 3*sockets clamped on the edge of the worktop

- GST18 20cm extension connection
- Clamp is compatible with all Haworth desking programs
- Functional design

- GST18 20cm extension connection
- Clamp is compatible with all Haworth desking programs
- Sophisticated design

Statement of line – In Surface

Segmentation	Supplier	Range	Access	Sockets	USB A	USB C	RJ45	HDMI	cable outlet	Wireless
In surface	IB Connect	Intro	Direct	2						
	IB Connect	Intro	Direct	3						
	IB Connect	Intro	Direct	3	1	1				
	IB Connect	Intro	Direct	1	1 data	1 data				
	EVOline	Circle 80	Direct	12					1	
	IB Connect	Intro	Direct	1	1	1	1			
	IB Connect	Intro	Direct	1	1	1				
	Bachmann	PIX	Direct		1	1				
	Bachmann	PIX	Direct	1						
	EVOline	QI charger	Direct							1
	IB Connect	Intro	Direct	2				2		
	IB Connect	Intro / Box	Direct / Hidden	3	1	1	1			
	IB Connect	Intro / Box	Direct / Hidden	2				2		
	IB Connect	Intro / Box	Direct / Hidden	2	1	1				
	IB Connect	Intro / Box	Direct / Hidden	3	1	1	2	1	1	
	IB Connect	Intro	Direct	4						
	IB Connect	Intro	Direct	5						

All modules are GST18 compatible

Intro

Box

Circle 80

PIX

In surface power modules requires to update all our worktop drawings to identify the cutout for each module sizes.
That's why this segment requires more time for implementation and will be offered in 2021.

Statement of line – Below surface

Segmentation	Supplier	Range	Access	Sockets
Below surface	Bachmann	STEP Base	Direct	2
	Bachmann	STEP Base	Direct	3
	Bachmann	STEP Base	Direct	4
	Bachmann	STEP Base	Direct	5
	Bachmann	STEP Base	Direct	6

Step base

All modules are GST18 compatible

Most popular options

Haworth standard VS new offer
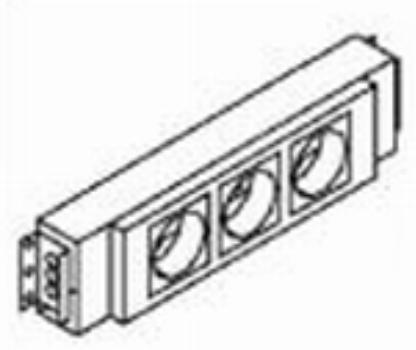
Step base

Lyft 3 sockets _ FR

Haworth standard VS new offer

Step base

YourPlace 5 sockets _ B/F

Statement of line – Supply cables

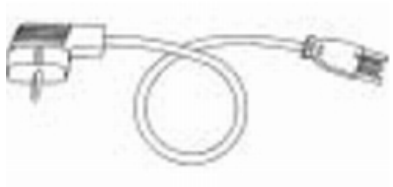| Segmentation	Supplier	Range
Accessories	Bachmann	GST18 power supply cable 1,5m
	Bachmann	GST18 power supply cable 3m
	Bachmann	GTS18 "T" connector
	Bachmann	GST18 extension cable 1m
	Bachmann	GST18 extension cable 2m
	Bachmann	GST18 extension cable 3m
	Bachmann	GST18 extension cable 4m

Power supply

Extension cable
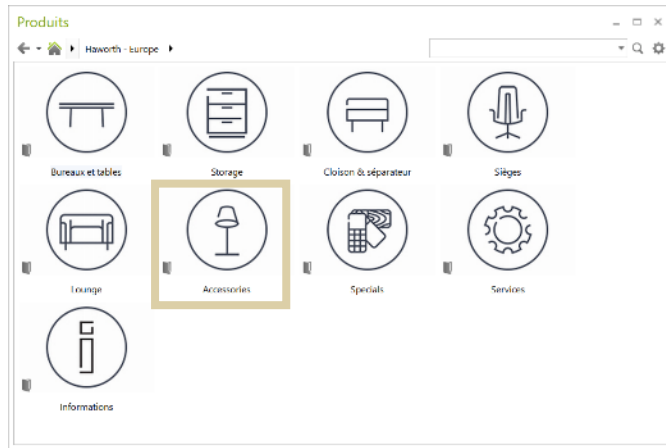
Haworth standard VS new offer

Cabling

Lyft power supply 3m_ B/F/D

Compatibility matrix

| Segmentation		Sockets	USB A	USB C	RJ45	Epure	Epure meeting	Epure management	A_Wood desks and benchs	A_Wood meeting	Immerse	Lyft	YourPlace	Intuity	T_up New	Tibas New	Tibas Original	HiYa	ParkBench	Planes	Kiron
On surface	1	1	1	1		●		●	●			●	●	●	●	●	●	●			●
	3	3				●		●	●			●	●	●	●	●	●	●			●
			1	1		●		●	●			●	●	●	●	●	●	●			●
	2	2	1	1		●		●	●			●	●	●	●	●	●	●			●
	2	2	1	1	1	●		●	●			●	●	●	●	●	●	●			●
	3	3	1	1		●		●	●			●	●	●	●	●	●	●			●
	3	3	1	1	1	●		●	●			●	●	●	●	●	●	●			●
Below surface	2	2				●	●	●	●	●		●	●	●	●	●	●	●		●	●
	3	3				●	●	●	●	●		●	●	●	●	●	●	●		●	●
	4	4				●	●	●	●	●		●	●	●	●	●	●	●		●	●
	5	5				●	●	●	●	●		●	●	●	●	●	●	●		●	●
	6	6				●	●	●	●	●		●	●	●	●	●	●	●		●	●

PCon

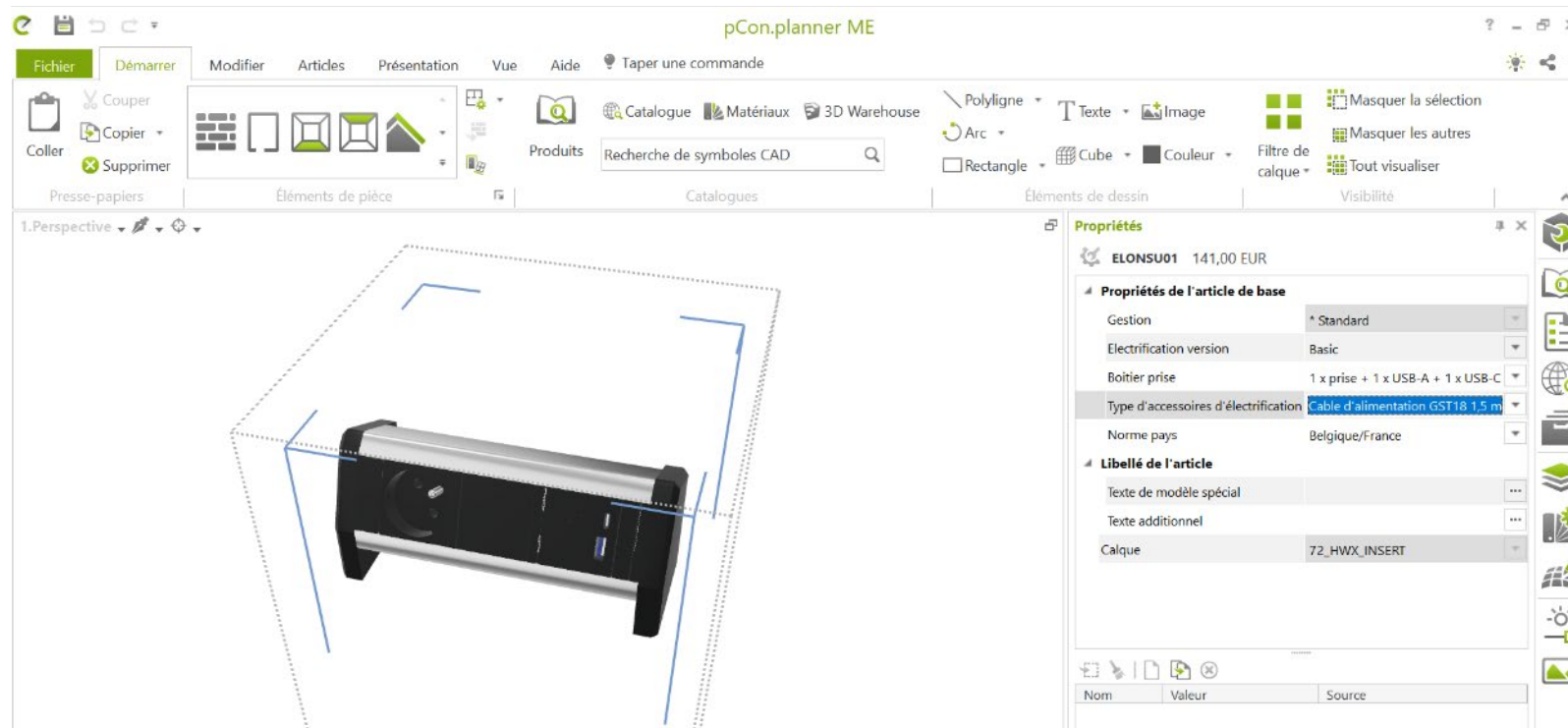Select the electrification catalogue through the accessories part
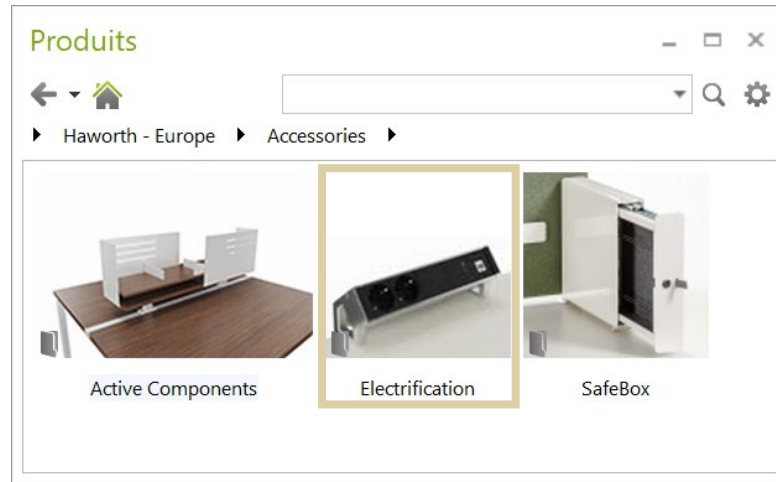
Select the electrification catalogue
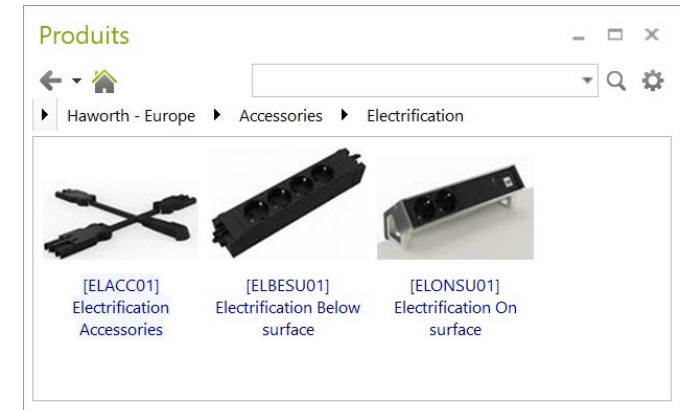
Select the type of module needed

PCon

Select

- The design : basic or premium

- The configuration of the module

- The cable required

- The country norm

Three main benefits of the new electrification program

- Main requested configurations covered by the new offer

- Easy and consistent specification defined for all Furniture programs

- Improved pricing and consistent list pricing to support easier bid submission