# GO-TO-MARKET BRIEF: METAL SCREENS

### PRODUCT STORY

Affording customers with cleanable privacy solutions that enable users to personalize their space with various work tool accessories.

### **KEY MESSAGE**

Open office spaces make it difficult for users to concentrate and have productive heads-down work. Customers need affordable ways to provide visual privacy that can also be easily cleanable.

### PRODUCT BACKGROUND

Our metal screens solution was born from a need for easy cleanability and greater personalization.

### MARKET TRENDS

Wellness

· Cleanable surface material

Privacy

- · Standard & Extended privacy wing options
- Above/Below desk privacy

Make it Your Own

- · Magnetic surface
- · Optional tackboard accessory
- Compatible with Radii accessories
- Markerboard surface

# **CUSTOMER CONVERSATIONS**

We need visual privacy between users.

We need the surface to be easily cleanable.

I can't use my Height Adjustable Desk without looking down on my neighbor. I need visual privacy that goes up and down with my desk.

We can't afford the expensive solutions that are not easy to clean.

I want a tackable screen, but I need the screen to be cleanable too.













# PRODUCT DIFFERENTIATORS

Unique Features:

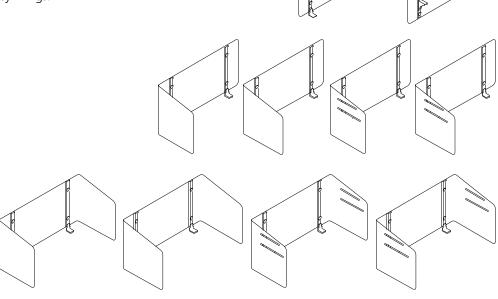
- · Standard or Extended wings
- Available in all standard Allsteel paint colors
- Multi purpose material:
  - Magnetic
  - Cleanable
  - · Available in Markerboard Paint Option

Range of Accessory Options:

- Tackboards/Markerboard Paint Option
- · Hooks for Coats, Bags, Headphones

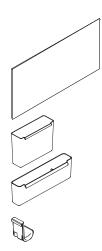
### STATEMENT OF LINE

- Configurations: Straight, L- and U-shapes.
- Applications: Desk mount above and above/below privacy. Standard and Extended privacy wings.
- Widths: 48W, 54W, 60W, 66W, 72W;
- Heights: 20H and 30H



# **ACCESSORIES**

- Tackboard
- Radii Hot File
- Radii Saddle
- Radii Coat Hook





# **KEY APPLICATIONS**

- Open plan workstations
- Benching







## **CONTACT**

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