Daybook™
Sales & Dealer Training

INTERNAL USE ONLY

Daybook

The evolving workplace is inspired by alternative workspaces to promote **innovation, collaboration, and wellness.** With the evolving workplace in mind, Allsteel designed Daybook to enhance user experiences supporting full-time and hybrid work environments. A sense of **belonging** and **inclusion** is crucial in today's collaboration experience. Daybook defines spaces within spaces, creating **neighborhoods** or entire villages. Functional and aesthetic inserts can organize the chaos while also supporting team innovation and collaboration. Through team ownership and the ability to reconfigure, the needs of every function can be met.

Market Trends

Neighborhood touchdown spaces to harness community and inclusion

Maximization of vertical space and horizontal space within the office floorplate

Permeable division of space that also supports collaboration
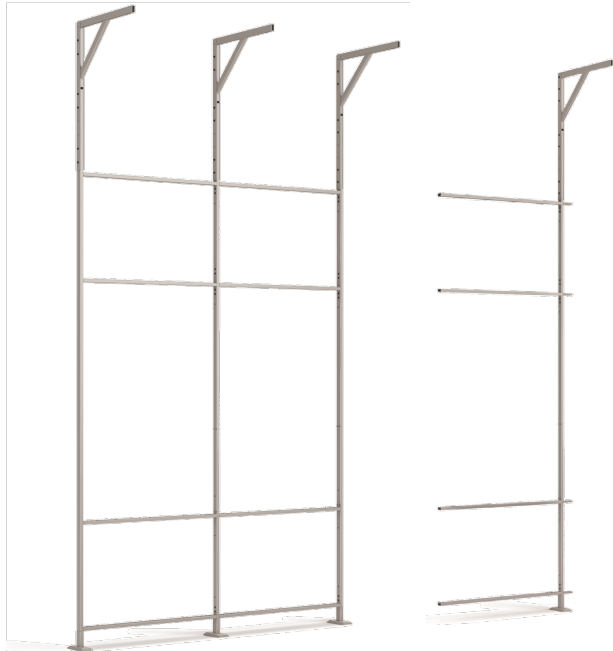

Integration of biophilia

Statement of Line

- Base frame (optional frame extensions)
- Inserts:

	TOP	MIDDLE	BOTTOM
Metal	X	X	X
Laminate	X		X
Slotted Metal	X	X	X
Fabric	X	X	X
Glass Markerboard		X	
Planter		X	
Shelf		X	
Bookcase			X

Specifying Daybook

1. Select your frame

Base Frame
(Min 2 Bays)

Frame Extension
(Up to 4 More Bays)

Height Ranges

HIGH (.H)	162" (13.5') – 207" (17')
MEDIUM (.M)	138" (11.5') – 162" (13.25')
LOW (.L)	109" (9.125'), 126" (10.5') – 138" (11.25')

| Textured Designer White | Titanium | Textured Flint | Night Bronze | Solar Black |
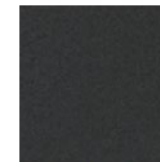
All ASI Standard Paints
More finishes available at
https://www.allsteeloffice.com/design-resources/surface-materials

Distance between brackets on ceiling attachment are 3". Foot provides 2" of leveling. Consider slope of floor when choosing ceiling attachment and number of base frame extensions. Recommend limiting run to 6 bays (base frame + 3 frame extensions).

High Ceiling Attachment

Medium Ceiling Attachment

Low Ceiling Attachment

Foot Anchor

Specifying Daybook

2. Select your panels and accessories

All inserts have fronts and backs (except accessories: bookcase, shelf, planter). A front and a back must be specified. User can leave the insert open (no front or back).

	TOP	MIDDLE	BOTTOM
Metal	X	X	X
Laminate	X		X
Slotted Metal	X	X	X
Fabric	X	X	X
Glass Markerboard		X	
Planter		X	
Shelf		X	
Bookcase			X

Front Side

Back Side

* Additional BOM's and specification slides in the Appendix.

Applications (Idea Starters)

Customer Segments

Different applications meet the needs of traditional, transitional, and progressive customers.

Traditional

■ Privacy ■ Storage ■ Space
■ Aesthetic ■ Choice

Looking for a product that divides space and increases privacy across the floorplate. Typically, government customers (will be on GSA schedule Q2 2023).

Transitional

■ Privacy ■ Storage ■ Space
■ Aesthetic ■ Choice

Looking for a space division product that can provide a huddle space for team meetings

Progressive

■ Privacy ■ Storage ■ Space
■ Aesthetic ■ Choice

Looking for a product that separates spaces within a neighborhood. It enables spontaneous collaboration sessions throughout the entire floorplate.

Competitive

Maars M923

"Customize your environment with the appliances you need so you can keep working in focus."

Daybook Differentiators:
- Accessory options (bookcase, shelves, planters, Radii tools)
- Frame is available in all ASI standard paints
- Can accommodate ceilings up to 17 feet tall

Hover Loft Wall

"Privacy cannot be an afterthought. Customization comes standard."

Daybook Differentiators:
- Accessory options (bookcase, shelves, planters, Radii tools)
- Frame is available in all ASI standard paints
- Flexible design allows for reconfigurations

National Lochlyn

Functional space division. Can be used as storage and for space division.

Daybook Differentiators:
- True, vertical privacy barrier
- Attaches to floor and ceiling
- Options to have division without storage items

Competitive Pricing

Competitive Pricing

	National Lochlyn	Knoll Interpole	Allsteel Daybook	LoftWall Hover	MAARS M923
Price	$531	$552	$561	$566	$600

Market Segmentation

Storage
- 3D
- Wall anchored
- Storage and shelving options
- Moveable
- Individual workstations
- Less optionality/customizability

Space Division
- Not structural (floor and ceiling anchored)
- Not powered
- Separates space on floorplate
- Integrated storage
- Freestanding
- Reconfigurable

Architectural Products
- Structural
- Powered
- Divides space on floorplate
- Requires AP installers

$$$

$$

$

Viz Wall

Daybook

Loftwall Hover

Maars M923

Knoll Interpole

National Lochlyn

12 |

Internal Product Differentiation

Daybook ([link to pricer](#))

Viz Wall ([link to pricer](#))

Internal Product Differentiation

ATTRIBUTES	DAYBOOK	VIZ WALL
Price (per lineal foot)	$	$$
Reconfigurable	Yes	Yes
Maximum/Minimum Heights	MAX: 17' | MIN: 9.5'	MAX: 14' | MIN: 6'
Widths	Base Frame: 72" Frame Ext.: 36"	48"-120" (6" increments)
Installation	Office furniture installers	AP installers
Specification	1 base frame model (frame extension model); 14 insert options	ETO (engineered to order)
Insert Options	Painted Steel, Slotted Steel, Glass Markerboard, Fabric, Laminate, Shelves, Planters, Bookcases - *more materiality, limited dimensionally*	Markerboard, Shelves, additional options available as ETO - *flexibility with dimensions, limited materiality*
Storage Options	Bookcase, Shelves, Radii Work Tools	Shelves
Powered	No	Yes
Configurations	Linear	Linear, T-, X-, L-

Internal Product Differentiation

Daybook and Viz

"Why would I choose one over the other?"

Daybook

Daybook divides space and enables collaboration within a neighborhood. It's flexible design (ability to easily change inserts), allows teams to customize the product to meet their team needs. As teams change and new "neighbors" are added, it can be reconfigured to meet the needs of today and tomorrow.

Differentiators:
- Light scale aesthetic
- Accessories (bookcases, shelves, planters, Radii tools)
- Lower price per lineal foot
- Non-powered
- Non-structural

Viz

Viz supports teams in ways they need it most by providing separation without a door or hard threshold. With one simple solution, a workplace can be transformed to provide collaborative spaces, create zoning and neighborhoods, and support all tasks by providing easy access to power.

Differentiators:
- Powered
- Structural
- Customizable (ETOs)
- Integrated technology

Thank you!

FAQ

Q: What is Daybook?

A: Daybook is a modular division product. With a simple kit of parts, the frame can be outfitted with various panel inserts to meet different space needs. From fabric to markerboard to laminate, Daybook can support aesthetic and functional needs.

Q: How does Daybook compare to Allsteel Viz walls?

A: The Daybook is a soft architecture solution that divides space and supports collaboration. Viz leverages architectural product's Beyond structure, supports power and data, and lo-tech collaboration.

Q: Where will this solution be used within the workspace?

A: Daybook is a division product suited for the open plan and welcome areas. It can divide neighborhoods within the floorplan while also supporting collaborative neighborhood needs.

FAQ

Q: Can I specify inserts differently on each side of the unit?

A: Yes – inserts can be different on both sides to optimize each team's need.

Q: Are Radii work tools compatible with the slotted metal insert?

A: Yes – Radii coat hook, side saddle, and hot file are compatible with the slotted metal insert. These tools are great to support light collaborative tools like dry erase markers, erasers, magnets, and sticky notes.

Q: Does Daybook have power and data?

A: No, this product does not have integrated power and data.

Q: What is the warranty on Daybook?

A: Daybook will have a limited lifetime warranty. See https://www.allsteeloffice.com/information/warranty for more information.

FAQ

Q: When will Daybook be in specification software?

A: Daybook will be in specification software at time of launch in February 2023.

Q: When is Daybook launching and open for order?

A: February 1, 2023.

Q: What is the lead time for Daybook?

A: The lead time for this product is 6-7 weeks.

Q: Can I request specials?

A: Yes, specials will be available. You can work with TPG on requests that may come up when specifying Daybook.

Q: Is Daybook certified to be used in seismic zones?

A: Daybook is classified as a furniture product, so it is not required to go through the seismic testing that Architectural Products do. It is a non-structural product (floor and ceiling anchored).

Daybook Launch Timing

OFO DATE: February 1, 2023
Available in specification software at time of launch.

Questions?

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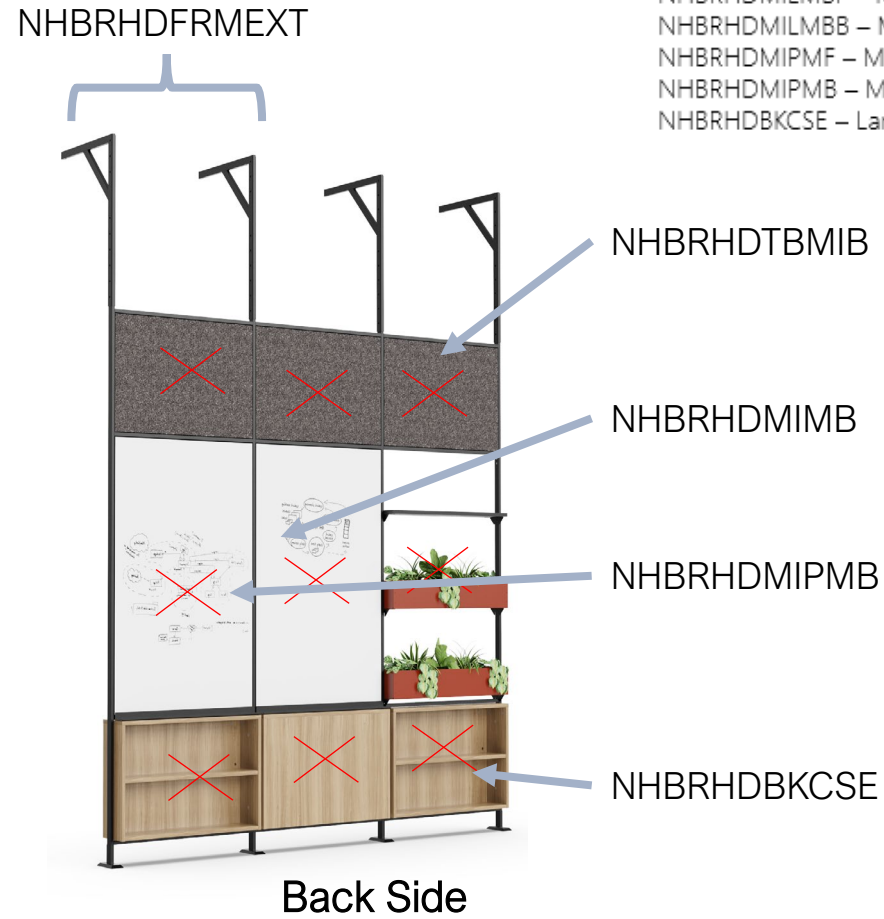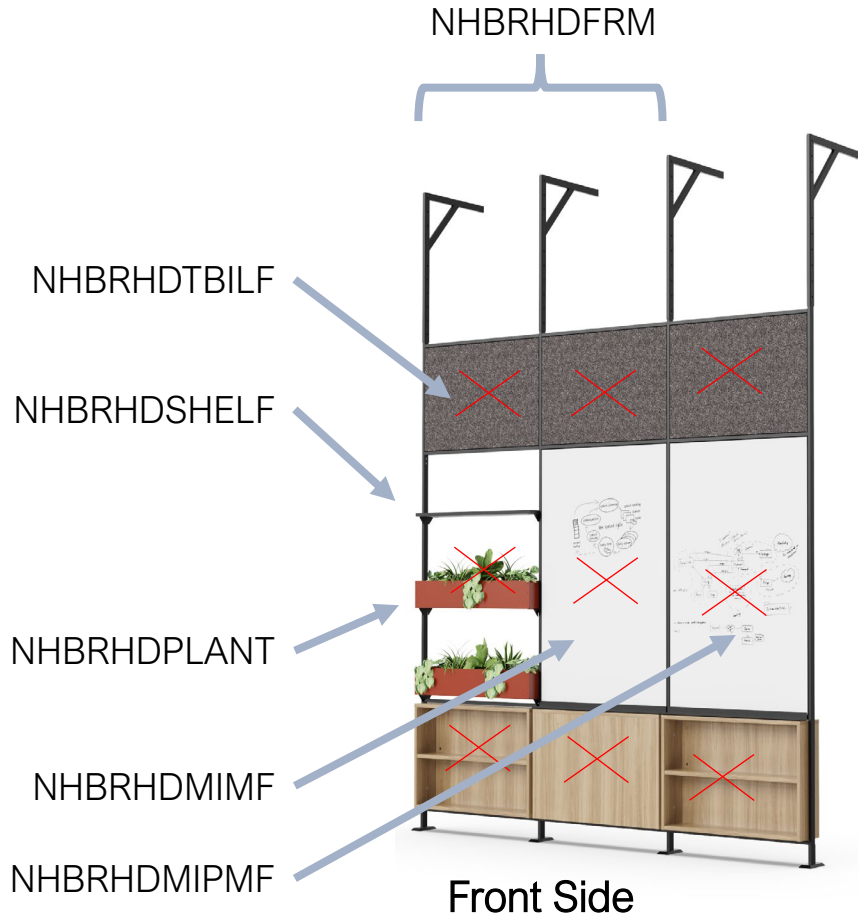coldagellic@hniworkplacefurnishings.com

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Appendix

Day 2 Reconfiguration

Typical – Day 1

BOM:
NHBRHDFRM – Base Frame – 1
NHBRHDFRMEXT – Frame Extension – 1
NHBRHDTBILF – Top/Bottom Laminate Insert, Front – 3
NHBRHDTBMIB – Top/Bottom Metal Insert, Back – 3
NHBRHDSHELF – Laminate Shelf – 1
NHBRHDPLANT – Steel Planter – 2
NHBRHDMILMBF – Middle Metal Insert, Front
NHBRHDMILMBB – Middle Metal Insert, Back
NHBRHDMIPMF – Middle Slotted Metal Insert, Front
NHBRHDMIPMB – Middle Slotted Metal Insert, Back
NHBRHDBKCSE – Laminate Bookcase – 3

NHBRHDFRM
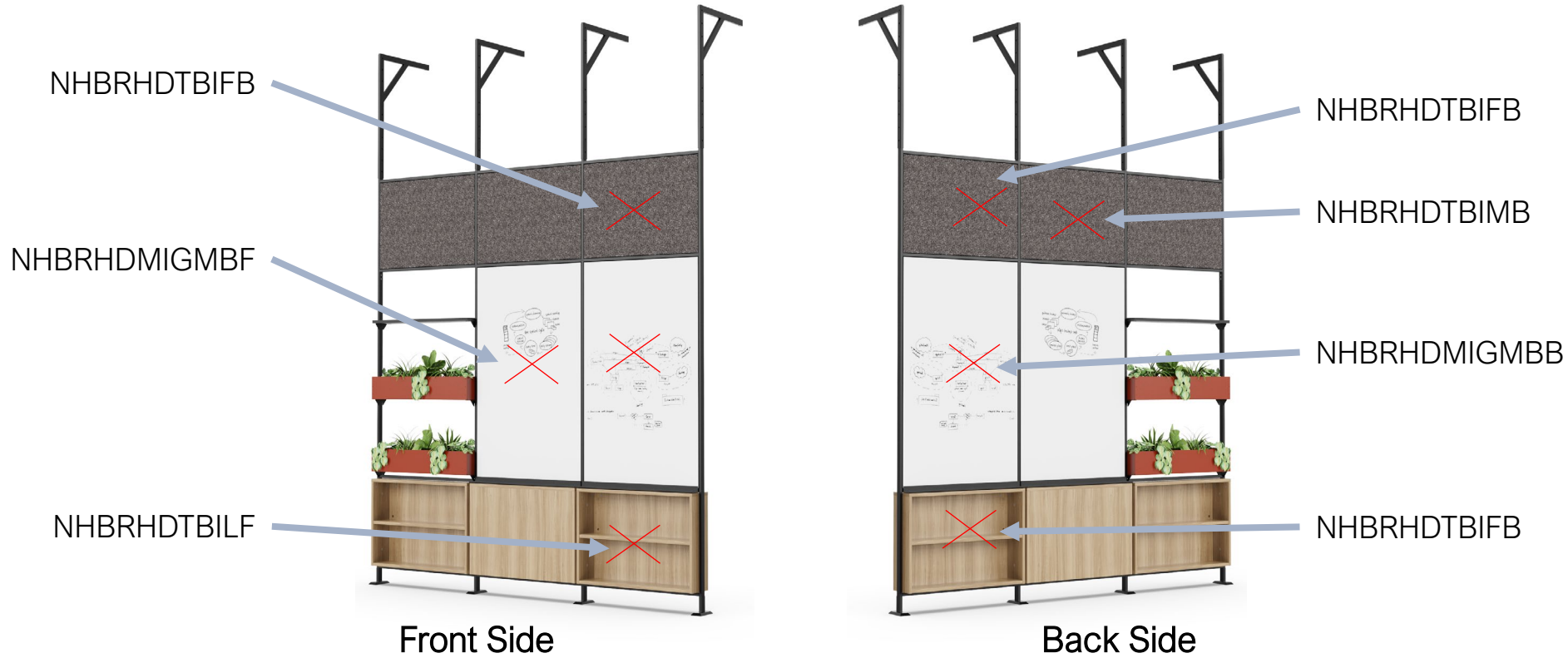
NHBRHDFRMEXT

NHBRHDTBILF

NHBRHDSHELF

NHBRHDPLANT

NHBRHDMIMF

NHBRHDMIPMF

NHBRHDTBMIB

NHBRHDMIMB

NHBRHDMIPMB

NHBRHDBKCSE

Front Side

Back Side

Day 2 Reconfiguration

Typical – Day 2

INTERNAL TRAINING

NHBRHDTBIFB

NHBRHDMIGMBF

NHBRHDTBILF

NHBRHDTBIFB

NHBRHDTBIMB

NHBRHDMIGMBB

NHBRHDTBIFB

Front Side

Back Side

TIP: You only need to specify backs when reconfiguring inserts because you already have the brackets you need.

Customer Conversations

"I love the thin profile of the frame!"

"The ability to customize each side of the unit is perfect for neighborhood planning."

"The inserts are available in so many materials and finishes!"

"The leveling glide and foot shows an attention to detail."

"The planters are a great way to add biophilia and a splash of color."

"Specification is simple, but the product offering is robust!"

"I love that I can reconfigure when team needs change."

"Finish offerings consistent with systems product makes it easy to create a cohesive design."

Typicals

		(LEFT)		
Qty	**Description**	**Model**	**List Price**	**Price Extension**
1	Base Frame	NHBRHDFRM	$6,966	$6,966
4	Top/Bottom Laminate Insert, Front	NHBRHDTBILF	$794	$3,176
4	Top/Bottom Laminate Insert, Back	NHBRHDTBILB	$610	$2,440
1	Middle Metal Insert, Front	NHBRHDMIMF	$932	$932
1	Middle Metal Insert, Back	NHBRHDMIMB	$644	$644
1	Middle Slotted Metal Insert, Front	NHBRHDMIPMF	$1,058	$1,058
1	Middle Slotted Metal Insert, Back	NHBRHDMIPMB	$772	$772
3	Hot File	AEHF	$59	$177

		(RIGHT)		
Qty	**Description**	**Model**	**List Price**	**Price Extension**
1	Base Frame	NHBRHDFRM	$6,966	$6,966
4	Top/Bottom Laminate Insert, Front	NHBRHDTBILF	$794	$3,176
4	Top/Bottom Laminate Insert, Back	NHBRHDBILB	$610	$2,440
2	Middle Fabric Insert, Front	NHBRHDMIFF	$1,608	$3,216
2	Middle Fabric Insert, Back	NHBRHBMIFB	$1,632	$3,264
			TOTAL:	$35,227

Typicals

Qty	Description	Model	List Price	Price Extension
1	Base Frame	NHBRHDFRM	$6,966	$6,966
2	Top/Bottom Laminate Insert, Front	NHBRHDTBILF	$794	$1,588
2	Top/Bottom Laminate Insert, Back	NHBRHDBILB	$610	$1,220
6	Planter	NHBRHDPLANT	$610	$3,660
2	Top/Bottom Metal insert, Front	NHBRHDBIMF	$392	$784
2	Top/Bottom Metal Insert, Back	NHBRHDBIMB	$196	$392
			TOTAL:	$14,610

Typicals

Qty	Description	Model	List Price	Price Extension
1	Base Frame	NHBRHDFRM	$6,966	$6,966
1	Frame Extension	NHBRHDFRMEXT	$3,159	$3,159
3	Top/Bottom Fabric Insert, Front	NHBRHDTBIFF	$819	$2,457
3	Top/Bottom Fabric Insert, Back	NHBRHDTBIFB	$654	$1,962
3	Middle Glass Marker Board Insert, Front	NHBRHDMIGMBF	$3,971	$11,913
3	Middle Glass Marker Board Insert, Back	NHBRIHDMIGMBB	$3,731	$11,193
3	Bookcase	NHBRHDBKCSE	$1,484	$4,452
			TOTAL:	$42,102

Typicals

Qty	Description	Model	List Price	Price Extension
1	Base Frame	NHBRHDFRM	$6,966	$6,966
1	Frame Extension	NHBRHDFRMEXT	$3,159	$3,159
3	Top/Bottom Fabric Insert, Front	NHBRHDTBIFF	$819	$2,457
3	Top/Bottom Fabric Insert, Back	NHBRHDTBIFB	$654	$1,962
1	Laminate Shelf	NHBRHDSHELF	$368	$368
2	Planter	NHBRHDPLANT	$610	$1,220
1	Middle Metal Insert, Front	NHBRHDMIMF	$932	$932
1	Middle Metal Insert, Back	NHBRHDMIMB	$644	$644
1	Middle Slotted Metal Insert, Front	NHBRHDMIPMF	$1,058	$1,058
1	Middle Slotted Metal Insert, Back	NHBRHDMIPMB	$772	$772
3	Bookcase	NHBRHDBKCSE	$1,484	$4,452
			TOTAL:	$23,990

Thank You

Allsteel®