

New & Enhanced

Customer's Own Material Program

We've made several updates to the Customer's Own Material (COM) program to create a seamless and improved customer experience.

Wider selection

New textiles from leading textile suppliers*, including all colors, will be added to the COM offering as they are introduced. This provides designers and dealers with more choices up front.

Streamlined process

Since all colors for new textiles will be pre-coded, graded, and approved for COM use, there is no need to submit a separate request for each individual pattern color, simplifying the process.

Easy search

The COM search tool and allsteeloffice.com will be updated to include COM textile information, with continuous updates as new textiles are introduced and approved.

Enhanced visualization

All approved COM textiles will be syndicated within CET, allowing designers to render Allsteel furniture with their selected textiles for more accurate and realistic visualization. HNI is the only major contract furniture company offering this feature in CET, ensuring a better design experience.

As a result of these enhancements plus manufacturing process improvements, our COM approval rate has increased from 40% to 91%.

***The COM enhancements only apply to textiles offered by the following participating suppliers:**

Anzea	CF Stinson	Luna Textiles
Arc-Com	Designtex	Luum
Architex	HBF Textiles	Maharam
Camira	Knoll Textiles	Mayer Fabrics
Carnegie	Kvadrat	Momentum Textiles & Wallcovering
		Ultrafabrics

These enhancements will make the Allsteel COM program one of the most **comprehensive** and **user-friendly** in the contract furniture industry.



View the entire
finish library at
allsteeloffice.com