

# A CASE STUDY

Viasat

bkm.

## CLIENT



Viasat is a leading international provider of home and small business internet, aviation, space and networking technologies, and defense services. Viasat engaged bkm OfficeWorks to provide professional office furnishings for their locations across the continental United States.

bkm OfficeWorks was awarded its first contract with Viasat back in 2015. Since then, bkm has furnished Viasat offices, suites, and buildings on Viasat campuses across the country and in more than half a dozen states.

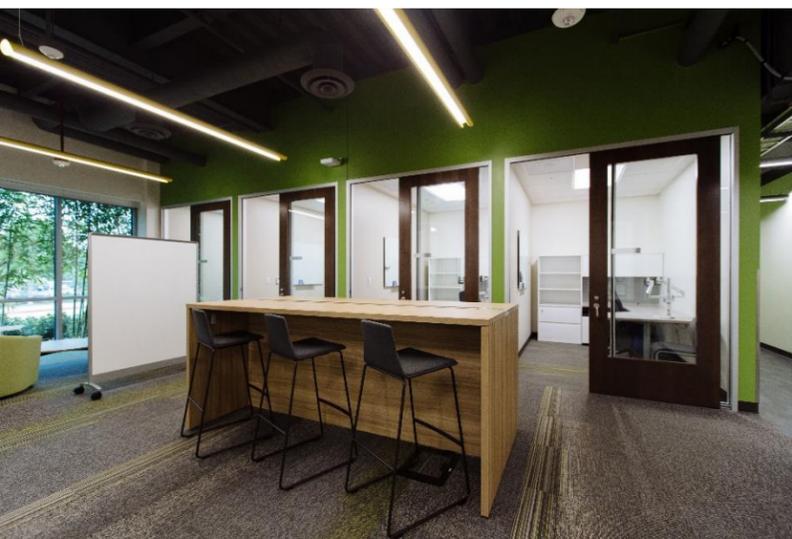
Workspaces include 24-hour network ops commands and secure ops command facilities, high-tech multimedia rooms, laboratories, conference rooms, private and integrated team offices, and feature areas (outdoor spaces, cafes, dining, lounges, etc.)

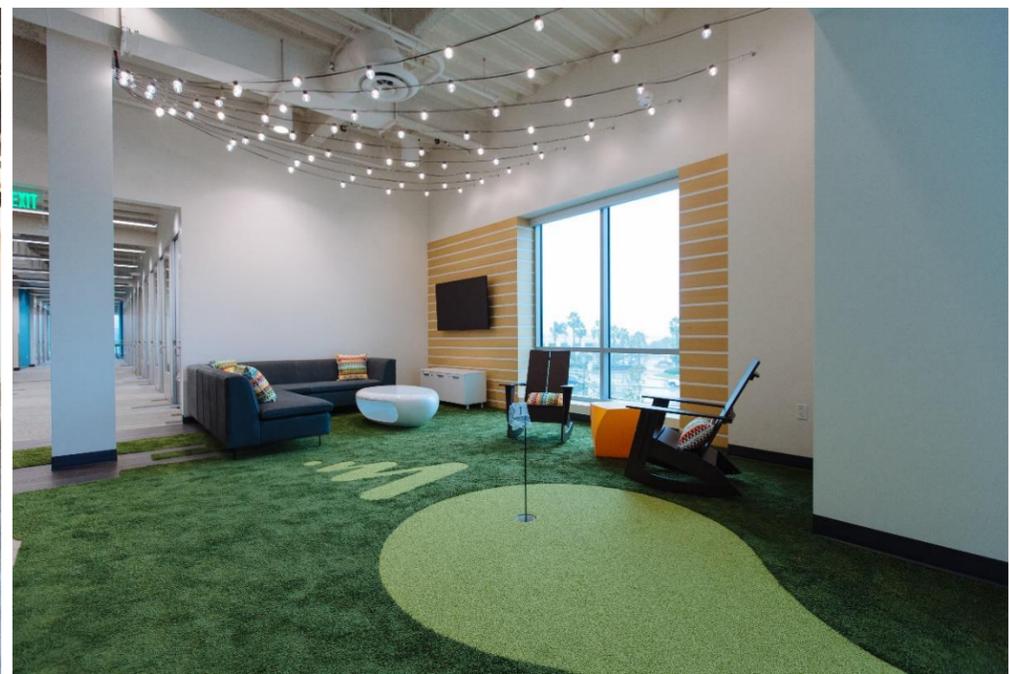
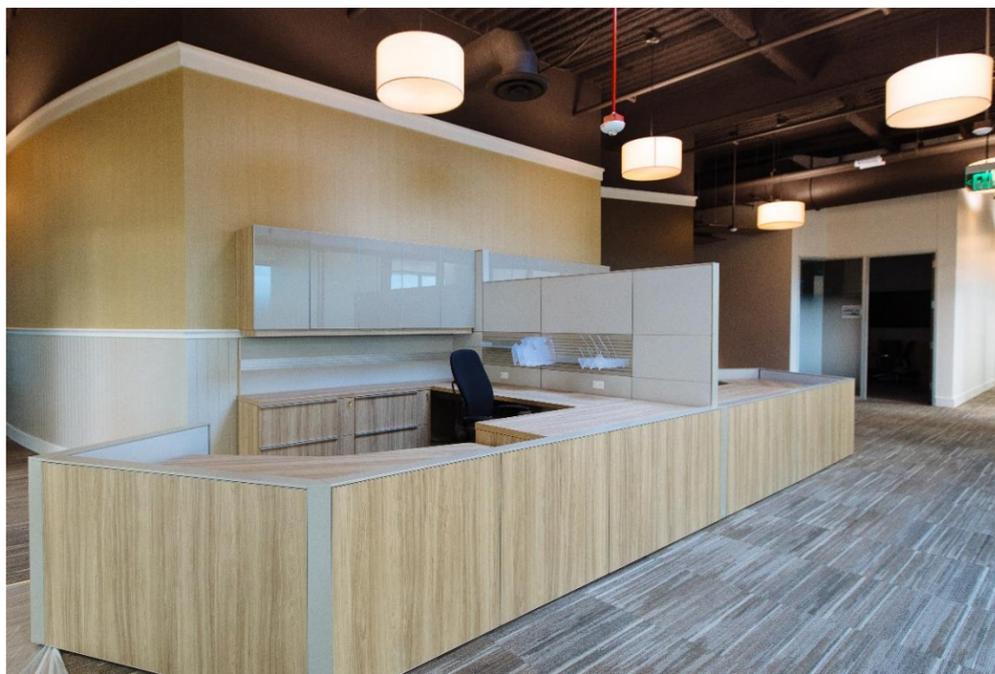
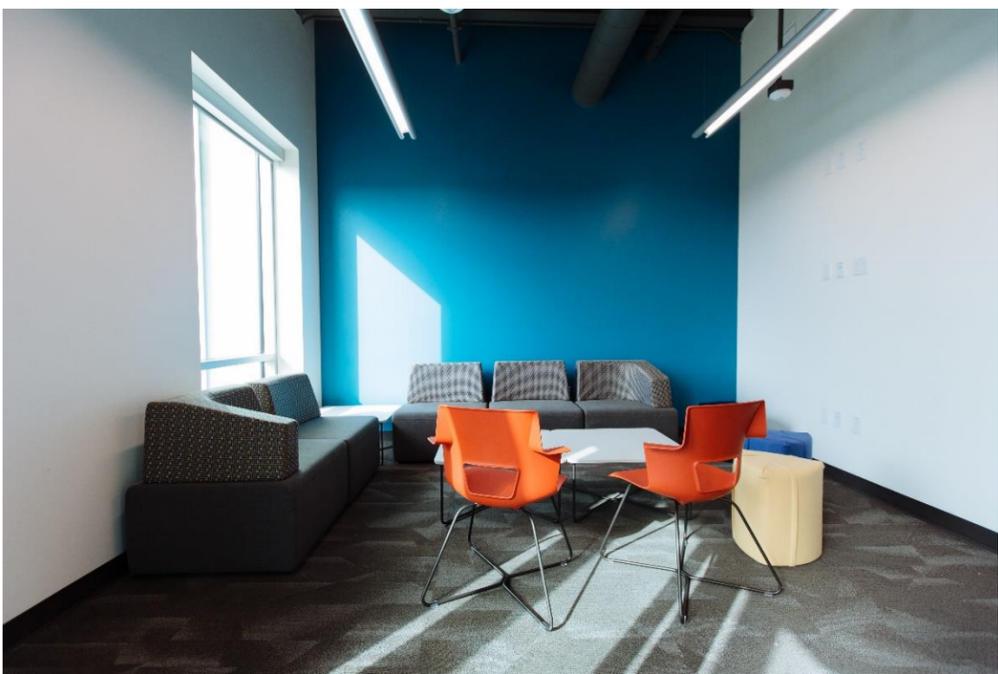
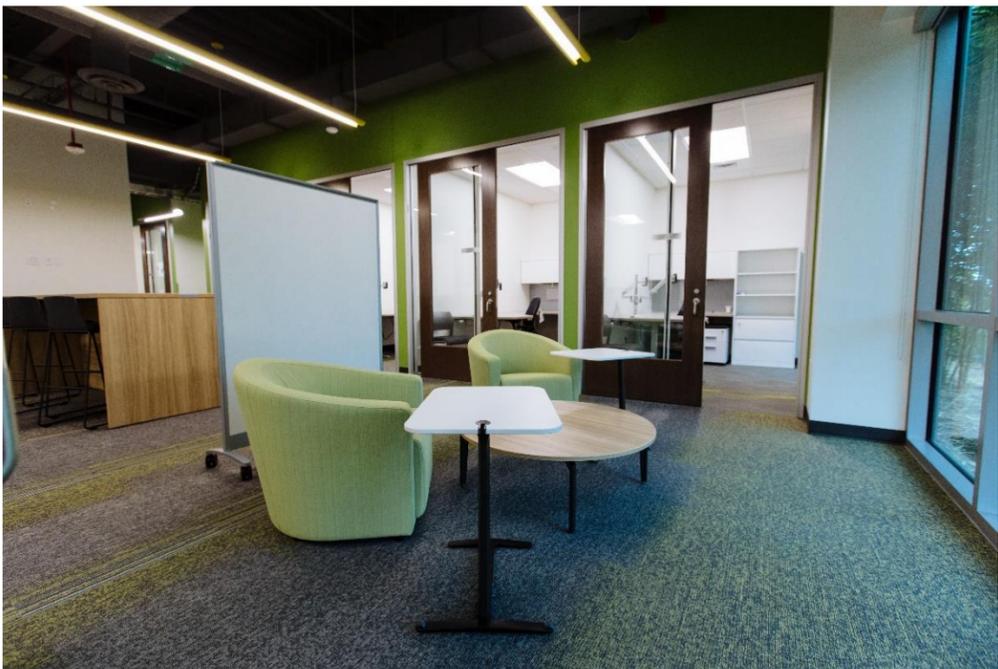
Following the conclusion of the first 5-year contract with Viasat in 2020, the company opted to re-sign with bkm based on the quality of work and services provided.

## SCOPE

- Over 675,000 sq. ft. of office space nationwide
- 26 locations
- 44 buildings
- More than 25 lab or engineering spaces
- Nearly 6,000 employees impacted

“ bkm does all of our furniture throughout the U.S. for us, and we’ve done a lot of projects with them since forming the relationship in 2015, says Amber Jordan, Viasat Infrastructure and Office Services Manager. The relationship is a close one. It is a partnership. They are there almost around the clock when we need them. If I pick up the phone and need someone that day, they’re here. The commitment that we get from their employees is a gamechanger, it’s huge. ”





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## BUSINESS ISSUES ADDRESSED

### Attract, Develop and Engage

Viasat relies on bkm for furniture and decor projects both large and small. All focus on modern amenities, collaborative work, flexible use of space, and sustainable features.

### Enhance Collaboration

Lab spaces, in particular, are needed by Viasat to create and test products for the U.S. government and its military. Collaborative work fostered by bkm's furnishings can be considered critical to this country's defense systems.

### Reflect Work Culture

Many of the workspaces set up by bkm for Viasat are sensitive environments, slated to be used as future classified spaces—including operations command units and satellite control centers.

### Improve Wellbeing

Office furniture, accessories, and decor are adjustable and highly ergonomic for comfortable repeated use.

## SERVICES PROVIDED

- Project Management
- Design Services
- Equipment and Furniture Sourcing
- Art and Signage
- Site Furnishings

## CHALLENGE

Viasat has seen significant growth in recent years, expanding with new office spaces in multiple states along with the expansion of their campus in Carlsbad, California. The close partnership with bkm allows our dedicated team to respond immediately to new projects—of any size.

