

CASE STUDY

bkm Lab Showroom



bkm OfficeWorks is expanding its reach through the debut of a robust client portfolio for on- and off-carpet lab furniture. Come visit our brand-new showroom for life sciences and healthcare clients right here in Southern California.

bkm supports the rapidly growing life sciences industry by offering a brand-new 800 sq. ft. laboratory showroom for clients right here in our San Diego warehouse. bkm's new direction breaks away from the industry standard "single-trade" approach, allowing us to become the region's only one-stop shop for lab and office furnishing needs. Our showroom displays a variety of laboratory layouts, showing how our designers can create a seamless transition between on- and off-carpet workspaces.

bkm is the first in our industry to pursue this side of the life sciences and healthcare furnishing business in conjunction with our existing workplace and medical design and furniture capabilities. Integrating a new lab showroom further cements our position as the leading Southern California furniture dealer and distributor. We have partnered with more than 300 well-known global manufacturers and vendors to provide top-of-the-line solutions for our clientele.

SCOPE

- First-ever life sciences laboratory showroom
- Walkthrough space for clients
- Located in Southern California
- 800 sq. ft.
- 4 vignettes
- Various showpiece installations

SERVICES PROVIDED

- High-tech life sciences furniture and accessories from over a dozen vendors
- Workplace design and consulting
- A new collaborative lab showroom



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BUSINESS ISSUES ADDRESSED

Attract, Develop and Engage

bkm's wide scope within the life sciences industry engages local startups and established businesses, while our new showroom welcomes increased client and vendor collaboration.

Enhance Collaboration

With our new showroom, bkm OfficeWorks is able to share expertise on how to develop an optimized laboratory layout for any client in the healthcare, medical, or life science fields.

Reflect Work Culture

Clients are able to walk through four vignettes and view high-quality offerings including lab furniture, traditional work lab case goods, dry lab applications, and fume hoods to select the best equipment for their space.

Improve Wellbeing

bkm enhances the client experience by including all of their needs under one umbrella. Workspaces become highly functional with on- and off-carpet furnishings fully integrated.

CAPABILITIES

- Tech Benches
- Wet Labs
- ESD Labs
- Mobile Benches
- Modular Case Goods
- Equipment Storage
- Gowning Tables
- Fume Hoods/ Extraction
- Carts And Shelving

