

# Northpointe Bank

## Case Study

AIS



<b>Industry:</b>	Financial
<b>Location:</b>	Grand Rapids, MI
<b>Date:</b>	February 2021
<b>Number of Stations:</b>	375 workstations, 32 private offices

### AIS Solutions

- Oxygen Fixed Desking
- Divi Panel System
- Calibrate Series  
Caseloads and Storage
- Devens Task Seating
- Sulli Stools

*"It was wonderful to work with AIS. We are so grateful to have found a product that worked to meet the needs of our client. I'm looking forward to using AIS products in the future - there are many ways it can serve our clients."*

**- Michael Lubbers Director of Design,  
Ghafari Associates**

### Company Overview & Project Needs

Northpointe Bank is one of the nation's top-performing banks, headquartered in Grand Rapids, Michigan, with locations throughout the United States. The bank was looking to standardize its office furniture for all locations, starting with its corporate headquarters.

For the renovation of the headquarters, the client worked with a local A&D firm, Ghafari Associates, and the local AIS dealer to identify all departments' needs. The bank was focused on a solution that could feel open while offering visual privacy for a majority of their employees. Private offices were requested as well as a few small open areas that would need ample power and data to meet employee needs. Price was the main factor in the decision making, with quality and aesthetics coming in close second.

### The Results

The majority of the open-plan used Divi workstations with wood laminate panels on the outside aisleway to create an upscale look. The inside of the 6x6 stations catered to employee needs with frosted glass privacy screens between stations and Calibrate archival storage and active storage for personal items. Oxygen Desking met the high power and data requirements while incorporating small screens between stations and keeping with the desire for an open environment. Executive offices shared the same woodgrain laminate finish used in the Divi workstations with Calibrate Caseloads and Storage. Devens was chosen for all task and conference seating, with the Sulli stool in blue as an accent piece, to bring an element of fun into the office.

Because the AIS dealer began working with the client and design firm early in the process and kept costs within budget, this project did not go out to bid, and subsequently, AIS was chosen as the furniture standard for all Northpointe locations.

# Northpointe Bank

## Case Study



*Divi workstations, Calibrate storage, Devens task seating and Sulli stools*



*Divi workstations with wood laminate aisleways and Devens Task Seating*



*Calibrate Height Adjustable Table, Storage and Devens seating (shown with custom desk)*



*Oxygen benching with Devens task seating and Sulli stool*

Share your success stories with us at [marketing@ais-inc.com](mailto:marketing@ais-inc.com)  
800.434.7400 | 978.562.7500 | [www.ais-inc.com](http://www.ais-inc.com) | [info@ais-inc.com](mailto:info@ais-inc.com)

**ais**