



Above, clockwise from top left: Teknion's Marketplace and Contessa Chair product lines, first project in Europe for Offix Systems Ibérica, Teknion's Optos architectural wall and Metrix chair product lines, Offix Systems/Teknion's showroom in Madrid

In the picture on the right, at Offix Systems Lehigh Valley: standing, left to right, Juan Carlos Vidal, Adriana DeFrancisco, Rodrigo DeFrancisco; seated, Hernando DeFrancisco

## Lehigh Valley's Offix Systems goes overseas with Teknion, a GREENGUARD manufacturer

Offix Systems of Allentown, a dealer of contract furniture designed for office, health-care, educational and corporate facilities, recently went international, broadening its partnership with Teknion. Offix Systems and Teknion started their relationship at the end of 2005, when Offix became the authorized dealer of Teknion in the Lehigh Valley.

Teknion is an international designer, manufacturer and marketer of office systems and related office furniture products that are GREENGUARD certified. Teknion has 12 manufacturing plants, all of which are ISO14001 certified. Teknion was the first office furniture manufacturer to attain this level of certification for its factories and offices. Teknion was also the first office furniture manufacturer to attain GREENGUARD certification for all major product lines.

In the spring of last year, Bernardo C. De Pablo, an architect residing in Spain, showed interest in partnering with Offix and opening up Offix Systems Ibérica, a subsidiary for the company, to represent Teknion's product line in the Iberian Peninsula. After Offix learned that Teknion was interested in expanding its presence in this region of Europe, the affiliation solidified. With the management and some employees being Spanish speaking, and both organizations looking to expand their presence globally, the relationship seemed a natural one. "This is a great milestone for Offix, to not only have the authorized dealership for a region within a country, but to cover a whole region within a continent for Teknion. With the globalization of the world economy, expanding our association with Teknion will allow us to better service those clients with a domestic and an international presence," says Juan Carlos Vidal, Managing Director for Offix Systems.

In 2007, Teknion became the first manufacturer to attain the GREENGUARD Children & Schools standard certification for

major systems and seating products. Adriana M. DeFrancisco, CEO of Offix Systems, says: "These certifications are also applicable to health-care facilities, as well as any other work environment. The GREENGUARD Children & Schools standard is more stringent than the regular certification. This alone will add remarkable value for upcoming projects in the Lehigh Valley and to Offix's existing client base worldwide."

Teknion's products have been so well received in Spain that Offix completed their first designer client/project even before establishing the Offix/Teknion showroom and office. This first project was to space plan, design and furnish a four-story, 40,000-square-foot office building. In September 2007, Offix Systems found space in Madrid that now serves as its European headquarters. Seven full-time employees work out of the office providing management, business development, administrative and installation services.

In addition to their other green qualities, DeFrancisco says that Teknion's fabrics contain 70 percent recycled material. "Their prices are very competitive; in fact they tend to be lower because of the efficiencies of the product. To top it off, in September of last year, Teknion was recognized by the industry with three new product gold awards for their design, aesthetics and functionality," says DeFrancisco.

Offix Systems also represents other open-line furniture, carpeting, window treatments, and technology manufacturers.

Adriana, Hernando, and Rodrigo DeFrancisco, along with Vidal, founded Offix Systems in 2002. The Minority/Women Business Enterprise (MWBE) company started as a remanufacturing facility in the industry and grew into new furnishings and design.

"We still refresh our client's products as an added value service," says Vidal.

### Offix Systems

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**Mission Statement:** To continuously add value to our clients through the creation of the ultimate health-care, educational or work environment. To improve on the proposed budget requirements while creating the envisioned space with professionalism, courteous service and the highest quality GREENGUARD certified products. To promote professional advancement and personal growth for our staff in a job secure and fun workplace.

**Product/Service:** Teknion's authorized dealer for office, health-care, educational and contract furniture products; space planning and interior design; consulting and project management; facility/asset management; product remanufacturing; installation; and technology solutions.

**Top Executives:** Adriana M. DeFrancisco, CEO; Juan Carlos Vidal, Managing Director

**Number of Employees:** 15

**Number of Locations:** 2

**Year Founded:** 2002

