



HAWORTH®

Duff & Phelps Atlanta, Georgia

Client Space

Duff & Phelps, a leading financial advisory and investment banking firm, used its analytical rigor to maximize its investment in a new Atlanta office environment. Examining the costs for the initial build-out as well as subsequent reconfigurations showed that a readily adaptable workspace would save significant costs throughout its lifetime.



When Duff & Phelps developed its 16,000 square foot Atlanta office, the design goals were clear. The firm wanted to move away from a traditional, dark look and create a spacious, modern space that better reflected its forward-thinking values and perspective.

In addition to aesthetic goals, Duff & Phelps believed its real estate should have a positive influence on employee satisfaction while managing costs and maximizing returns to shareholders. After all, explains Scott Oblow, Managing Director and Leader of Human Capital for Duff & Phelps, “A person’s workspace can be just as important as compensation or assignments. When people are here 50 or more hours each week, space becomes important. Bright, open spaces feel welcoming and can enhance productivity, and as a growing company, it is important that space can be easily reconfigured”.

Haworth’s Organic Workspace solutions addressed all of the firm’s objectives. Moveable walls, integrated systems furniture, raised access flooring, and modular power cabling create an agile space that responds easily to changes in the company. Because the Haworth products selected were designed to work together, spaces easily adapt to support individual and team needs. In addition, the ability to reconfigure spaces quickly minimizes worker downtime—key for an environment in which employees must respond quickly to client needs.

To enhance employee satisfaction at all levels, private offices and open-plan workstations share window frontage equally to take advantage of natural light. Full-wall markerboards support a high level of collaboration, encouraging impromptu brainstorming and visualization sessions throughout the space. In addition, glass, light-colored fabrics, and lower panel heights help achieve the streamlined, open look Duff & Phelps desired.

In selecting a provider for its interiors, Duff & Phelps compared the total cost of ownership for conventional and modular construction. The firm looked beyond initial costs and determined that, given its projections for development, Haworth products would prove significantly more economical over the long run.

In the end, the decision was based on the strategic goals of the company. Duff & Phelps has achieved a premium office space with a look and feel it believes makes every employee more productive, creative, and energized. At the same time, the space can evolve with the company, without compromising the driving design intent—and without incurring great expense or employee downtime with each move, add, or change.

Brett Marschke, Duff & Phelps’ Chief Operating Officer, thinks that this type of environment not only improves day-to-day life for employees, but translates to an appealing experience for clients and guests as well.

COST ANALYSIS OVER THE LIFE OF THE LEASE

	Modular Elements	Traditional Construction
Cost of each office reconfiguration	\$3,500/room	\$33,000/room
Business Interruptions	None	Extensive



Top: Private offices at the interior receive daylight through glass panels in the moveable walls.

Bottom left: Employees at all levels enjoy access to daylight and views.

Bottom right: Small meeting rooms are used for private conversations or interviews and encourage impromptu meetings.



Customer Profile

As a leading global independent provider of financial advisory and investment banking services, Duff & Phelps delivers trusted advice, principally in the areas of valuation, transactions, financial restructuring, dispute, and taxation. The New York-based firm has more than 1,100 employees serving clients worldwide through offices in North America, Europe, and Asia.

Haworth Product

Access Floors: TecCrete®
 Moveable Walls: Enclose®
 Systems Furniture: Compose®
 Seating: Zody®, X99®, Hello®
 Desks, Files and Storage: X Series®
 Tables and Conference Furniture: Planes®
 Utilities: The Power Base™ AI

Haworth Furniture Dealer: Meadows Office Furniture Co – New York

Top: Conference room furniture can be rearranged as needed for meetings or training sessions.
 Bottom: Moveable walls allow private and team spaces to be reconfigured as needed. Full-wall markerboards throughout support the firm's collaborative style.

* Please note that some products shown are not manufactured by Haworth.

