



# Airport Success Brief

## Montreal International Airport (YUL), Montreal, Quebec Canada

From concept to completion, Business Interiors<sup>sm</sup> by Staples makes it easy to bring your workspace to life. From individual workstations and receptions areas to complete furniture solutions for multiple locations, your dedicated Account Manager will manage every detail from on-site assessment, design services, product selection to delivery and installation.

Here's an example of how we went above and beyond for one company's office furniture solution.

### Executive Summary

- Aéroports de Montréal (ADM) needed to centralize two administrative offices, moving from downtown Montreal to the suburb of Dorval.
- The project required relocation of 150 employees to a new building comprising 50,000 square feet of office space.
- What's more, the project had a tight deadline of less than a month – from assessment and product selection to design, delivery and installation.

Located in the city of Dorval twelve miles from downtown Montreal, Montréal-Pierre Elliott Trudeau International Airport is one of two managed and operated by Aéroports de Montréal (ADM). In 2008, the airport served nearly 13 million passengers and 225,219 aircrafts making it the busiest airport in the province of Quebec.

***“The competition said the installation couldn't be delivered in one month. Business Interiors<sup>sm</sup> said it could. And Business Interiors<sup>sm</sup> really delivered! We love our new space!”***

JOANE DAOUST  
Procurement Assistant Manager  
Aéroports de Montréal (ADM)



## A winning combination.

Montreal International Airport + Business Interiors<sup>SM</sup>

**“ We offered a complete solution that was flexible enough to meet the client’s every-changing needs, as well as an Allsteel®/Gunlocke® product that was built for change. ”**

JEAN-YVES TREMBLAY  
Director of Development  
Business Interiors<sup>SM</sup> by Staples,  
Quebec Division

### The Challenge

In October of 2008, Aéroports de Montréal (ADM) asked Business Interiors<sup>SM</sup> to bid on total project management for their new administrative office space in Dorval. They needed to centralize the operations of two offices in their downtown Montreal location – moving 150 employees in the process. Plus, they needed to empty and dispose of all furniture from the 100 offices in the Montreal location in a cost-effective way. In addition, they were looking for an ergonomic furniture solution that would meet the individual needs of their employees for years to come.

### The Solution

With just a month to order and install furniture for the 50,000 square foot project – Jean-Yves Tremblay, Business Interiors<sup>SM</sup> Director of Development worked closely with the client and her executive team to make certain everything came together on time and on budget. In two days, they emptied the old space of furniture. Then they set their sites on the new, ergonomic installation in Dorval.

The installation was completed in April of 2009 well within the 30-day timeframe. An ergonomic specialist was sent in to adjust each chair and desk to meet the needs of each employee. A combination of executive offices and open space, the new space is both efficient and aesthetically pleasing.

“Each step of the project was delivered on time and on budget,” said Joane. “And that made it so much more relaxing for my team.”

### The Results

The new office space is more usable, more productive and more flexible. Communication has improved and the light-filled offices make all the difference. The new desks and chairs fit each employee and everyone is very happy with their new place.

### Our Commitment

At Business Interiors<sup>SM</sup> by Staples we know your time is precious. That’s why our account teams are there every step of the way, providing total project management from individual work stations to complete furniture solutions for multiple locations. We think of everything so you don’t have to. It’s this approach that ensures seamless execution at every stage as well as a workplace you’ll value for years to come.

Business Interiors<sup>SM</sup> by Staples provides:

- Space planning
- On-site Consultation
- Installation Services
- Project Management
- Product Solutions
- Assets Management

To find out how to make furniture purchasing a part of your program, call your Business Interiors<sup>SM</sup> representative, visit [bistaples.ca](http://bistaples.ca) or call 1.877.272.2121 today!



[www.bistaples.ca](http://www.bistaples.ca) or call **1.877.272.2121**