

# fmX

**Facilities Management Excellence**

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## **United Europa**

**MARTIN JONES, GROUP CHIEF EXECUTIVE, EUROPA SUPPORT SERVICES,  
ON THE FM PROVIDER'S ACQUISITION OF UNITED UTILITIES FM**

# Case Studies

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## FMX Case Study: Product Launch

### Introducing the Triumph Government Furniture Store

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# triumph government furniture store

One Sure Source provides single point ordering at its very best. Fulfilling all office furniture requirements, the virtual procurement store offers desking, task and soft seating, office storage and much more. One Sure Source is the ideal purchasing

partner for all government bodies and departments. The flexibility of the service also makes possible the design and manufacture of bespoke furniture as well as standard catalogue items.

One Sure Source represents the working together and sharing of best practice of three leading UK office furniture manufacturers. Individually supplying furniture to government departments for many years, One Sure Source, a creation of a single point of ordering for all public sector office furniture requirements, is a fantastic example of how Triumph Storage, Boss Design and Elite Office Furniture have further developed their ten-year working relationship through the creation of One Sure Source.

Triumph Storage, Boss Design and Elite are each distinguished suppliers in their chosen fields and enjoy nationwide manufacturing and international distribution capability. Employing over seven hundred people, One Sure Source enables each company to integrate with each other to create a robust customer orientated government purchasing environment.

Government departmental buyers can expect a dedicated online catalogue tailored to their individual needs and supported by an informed customer service team who are fully apprised of each clients purchasing profile.

One Sure Source understands the need to offer government customer's consistent value for money, high quality, tried and tested products and a truly dependable service that provides the very best performance by industry standards.

The three manufacturers have not only combined their years of experience supplying office furniture to the public sector, but they have built upon this immense knowledge and understanding to create one of the most powerful UK consortiums for workplace furniture.

Triumph Storage is today one of the UK's most established and successful names in the furniture storage business. For over six decades, the company has been behind a comprehensive range of steel storage. Boasting strong technical and design expertise, reliability and service are the hallmark of Triumph. Its world famous design, development and final manufacturing takes place in South Wales where it employs nearly 400 people. Triumph uses UK raw materials, sourced locally - and combines these with a specially designed national distribution system.

Boss Design is the UK's leading commercial seating manufacturer and a significant global player. Boasting unrivalled capability from its state-of-the-art manufacturing facilities in the West Midlands. The company's constantly evolving product portfolio and Komac brand encompasses a wide range of seating options that include upholstery, break-out, meeting and task seating, through to complementary tables and bespoke seating product design.

At the cutting edge of design, all Boss

seating collections are ergonomically design to ensure maximum comfort and support, whilst not compromising on style and performance.

Elite Office Furniture is a high quality designer and manufacturer of desking systems for office environments. Operating from purpose built facilities in Goole, unremitting investment and a dedicated workforce continue to contribute to the company's year-on-year growth.

Elite have successfully manufactured a range of versatile systems for multi-user workstations including its famous Linnea and Kassini ranges. Elite desking systems offer fantastic flexibility for users and are both aesthetically pleasing and functional.

Triumph Storage, Boss Design and Elite Office Furniture are all Carbon Neutral Accredited businesses.

**For more information please call to discuss how the Triumph Government Furniture Store can work for you, or see us on Stand 208.**

