

Big Savings or Hidden Expenses?

Exposing the True Cost of Fast Furnishings

For small to medium-sized businesses (SMBs), speed and savings are top priorities. It's no surprise then that the allure of fast office furnishings – inexpensive furniture that you assemble yourself and typically lasts one to five years – is incredibly tempting.

Sure, snapping up cheap office furniture may seem like a no-brainer. But this shortcut to savings could end up burning a hole in your company's pocket while frustrating your team. Is investing in fast furnishings a financially wise decision for your company? Before answering, consider the big picture.

The SMB “Purchase Predicament”

At AMQ Solutions, we understand the challenge SMBs face when furnishing an office. Do you choose between the short-term savings of fast furnishings or the seemingly higher cost of contract furnishings—furniture designed specifically for the rigors of daily, commercial use? Let's compare.

Fast furnishings usually need replacing every three years with regular daily use. That can add up to a big financial impact over time. Consider a company requiring 12 open bench workstations, two private offices, a conference room, and a social space. How does AMQ stack up against a leading fast furnishing manufacturer in this scenario?

Company Example:

- 12 Person Bench Workstations
- 2 Private Offices
- 1 Conference Room
- 1 Social Space



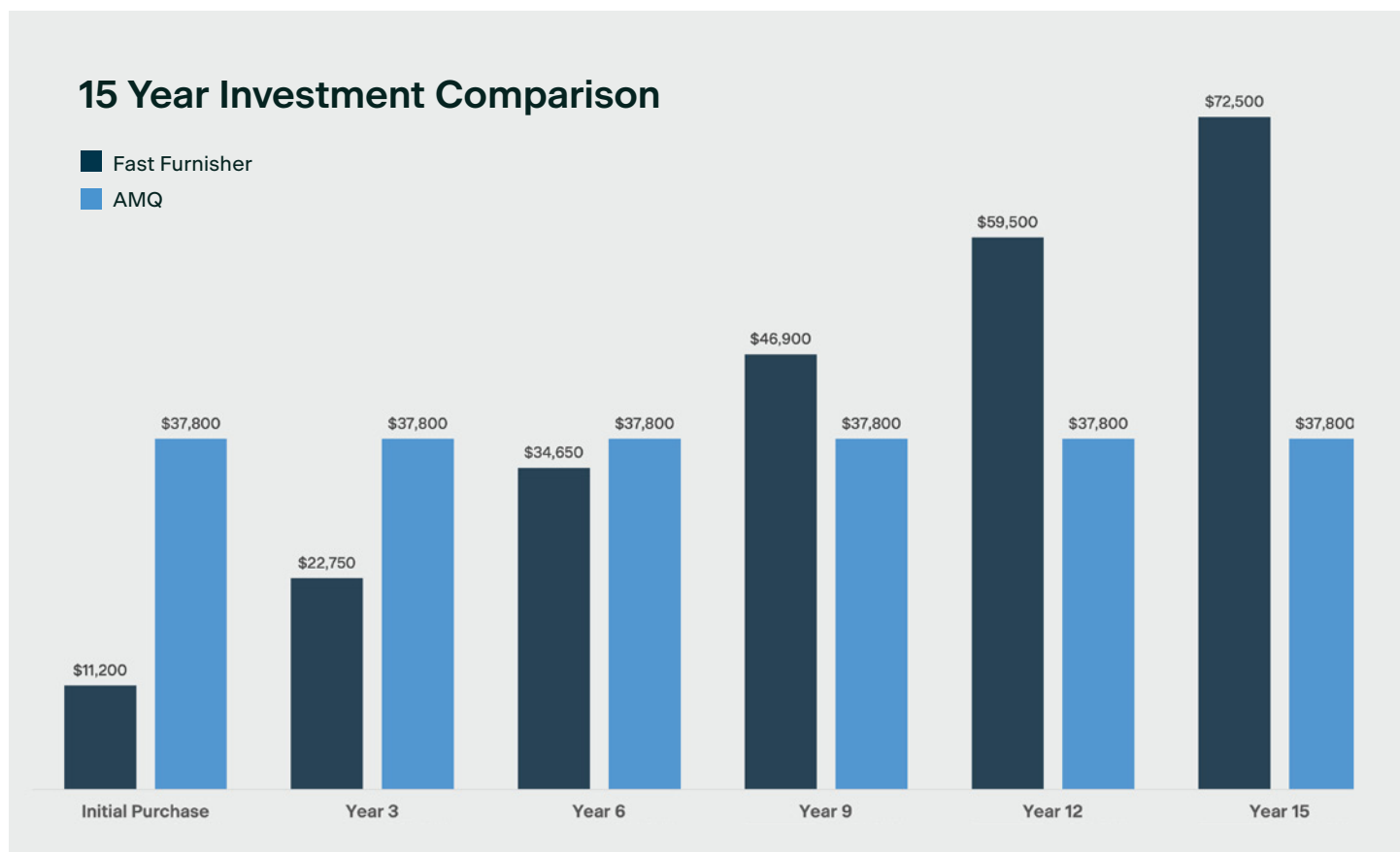
Time to Buy Furniture Again? We Didn't Budget for That

The initial investment in a fast-furnished office with the above floorplan might initially catch your eye at a cost of only \$11,200. But consider the long game: with a three-year replacement cycle and a conservative price increase of 3% for each purchase, cumulative costs will increase to just under \$35,000 by year six and to nearly \$47,000 by the third replacement cycle three years later.

By contrast, the purchase of AMQ furnishings, built to last 25 years and with a generous 10-year to lifetime warranty, comes to a total of \$37,800 – a one-time investment for 25 years! Plus, for those seeking financial flexibility, AMQ offers a 4.9%, 5-year financing plan with 60 manageable monthly installments, an affordable alternative to higher bank loan rates, or costly credit card interest.

If an SMB commits to fast furnishings for the 25-year duration of a single AMQ installation, it will end up paying up to 201% more. While the AMQ-furnished business sticks to its \$37,800 furniture budget, its fast-furnished counterpart will shell out nearly \$114,000 in the same period.

Beyond the actual replacement costs lies a cascade of additional expenses. Every three years you will be shelling out for the cost and disruption of employees shopping, assembling, disassembling, and disposing of damaged furnishings. Not to mention the environmental toll, including increased emissions, landfill waste, and deforestation.





The AMQ Alternative: Affordable, Durable, and Warranted

So how does AMQ do it?

The contrast with fast furnishings is clear. While this category of furniture may be trendy, it is made from cheap, low-quality materials like chipboard, plywood, and plastic. As a result, these DIY options begin wearing out the day they arrive and fail to comfortably support high-performing teams. Unfortunately, once these products are damaged, it's cheaper to throw them out and buy new than it is to repair them. These unexpected, recurring purchases contribute to a throw-away culture that generates mountains of landfill waste.

For AMQ, durability is built into every product thanks to our commitment to high-quality metals, solid woods, durable fabrics, multi-coat finishes, and rigorous testing. Add to that a comprehensive warranty, and you eliminate the need for replacements for a quarter century or more.

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AMQ Products

Leading Fast Furnishing Equivalents

Open Benching (Contemporary)



Initial Investment: \$11,620
60 monthly AMQ financing payments of \$233



Initial Investment: \$5,033
Purchase every 3 years: \$40,967

Private Office (Traditional)



Initial Investment: \$8,254
60 monthly AMQ financing payments of \$172



Initial Investment: \$1,697
Purchase every 3 years: \$13,814

AMQ Products

Leading Fast Furnishing Equivalents

Meeting Space (Traditional)



Initial Investment: \$7,585
60 monthly AMQ financing payments of \$233



Initial Investment: \$1,859
Purchase every 3 years: \$15,132

Social Space



Initial Investment: \$10,327
60 monthly AMQ financing payments of \$242



Initial Investment: \$2,620
Purchase every 3 years: \$21,326



Agile.
Modern.
Quick.

Bottom Line

Research and a realistic analysis of the differences can make a big difference in your bottom line, productivity, and impact on the planet. On this front, AMQ has your back. We think outfitting your office should be simple, stress-free, and maybe even fun. We start with products that are on-trend, affordably priced, and backed by the best warranty in the business. From there, our team will show you how to plan, design, and enjoy your new space in 30 days with products that suit your style and fit your budget. While AMQ is anything but a fast furnisher, we are Agile, Mobile, and Quick! Give us 30 days and we'll help you land the perfect office.

