

# PROJECT SPOTLIGHT



## Nationwide Insurance

Building-Wide Installations Insure New Headquarters is a Hit with Employees

### CHALLENGE

Nationwide Insurance had decided to consolidate two smaller Ohio offices (in Westerville and Dublin) into one brand new building on a 500,000 square foot campus in the Grandview Yard area of Columbus. Initially, the company was only interested in acquiring storage assistance for its new IT area.

Strong relationships with both the architects and the furniture dealers – along with some creative thinking – opened the door to expanded opportunities.

### SOLUTION

Patterson Pope Sale Representatives Eric Martin and Linda Skelton met with the architects on the project.

*"As we got through the plans, we asked, 'So, what are you going to do for this area? What are you going to do for that area?'" said Skelton. "We already had a relationship with Nationwide thanks to a previous job with their special collections, so there was that trust factor built in, as well. They and the architects were confident in our abilities and were open to what we had to say."*

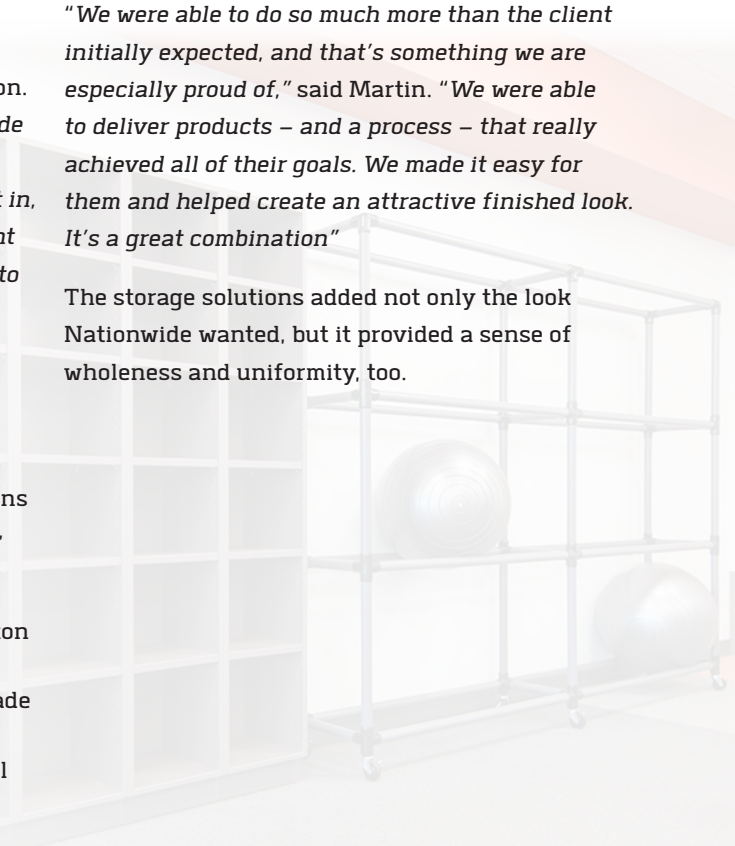
*Those words translated into actions...*

- » **Facilities / IT** – Wide-span shelving, Rousseau work stations
- » **Mailroom** – Hamilton Caseworks Solutions Freestanding sort modules and consoles, 4-Post shelving
- » **Fitness Room** – 4-Post shelving, FrameWRX with Plexiglas fronts, Hamilton Caseworks Solutions cubbies
- » **Maintenance / Security** – Bike racks made of 4-post shelving with custom hooks
- » **Other** – Departmental storage, additional mail consoles outside loading dock, janitors' closets, lactation room

All told, a job that began as a storage solution for a 200 square foot IT area grew into multiple solutions spread across half a dozen areas.

*"We were able to do so much more than the client initially expected, and that's something we are especially proud of," said Martin. "We were able to deliver products – and a process – that really achieved all of their goals. We made it easy for them and helped create an attractive finished look. It's a great combination"*

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## ACHIEVEMENT

The first workers settled into their new Grandview home in the spring of 2016. The subtle touches added by Patterson Pope helped them feel comfortable with their new surroundings.

*"The client was really happy with the configurations and the quality of the work we did," said Skelton. "Our solutions were true to the architects' design aesthetic, and we really brought some nice finishing touches to the project, as well."*

*"The whole project came together really nicely," said Martin. "I was real happy with how it turned out. Most importantly, though, the client was thrilled with the solutions we provided. Helping to give a building with such personality a variety of storage solutions was really gratifying."*

According to Brian Ellis, the president of Nationwide Realty Investors Ltd., there will be more than 3,000 employees working in the Grandview building by year's end.

