Learner-Centered Classrooms

Engaged & Ready to Succeed

Furniture Lookbook & Thought Starters

















Table of Contents

- One trusted partner from concept
 - One trusted partner from concept to completion
- Project Process
 Provides unmatched knowledge
 and expertise of project execution
- Design Capabilities

 Helping bring your design

 concepts to reality
- O4 Learner-Centered Classrooms

Research, applications, and product solutions



One Team. One Process. Endless Possibilities.









Our Purpose

We help create **smarter** spaces where people thrive and businesses grow, through bold ideas, thoughtful collaboration, and end-to-end solutions that make Waldner's your one trusted partner from concept to completion.

Our Strengths

Women-Owned & Family Operated

Steelcase 2024 Premier Partner

300+ Manufacturers Represented

1939 Company Established

\$200 Million Annual Revenue (fiscal 2024)

Comprehensive In-House Services

Our Capabilities



Complete Workplace Solutions Furniture, Architecture & Technology



Dedicated
Account Team
Begin With The
End In Mind



Workplace Design Customized Design Experience



Project Management & Workplace Services *Execute Concept to Reality*



Project Closeout & Continued Support Seamless wrap-up, lasting support

Trusted + Proven Network

Waldner's commitment goes beyond a transaction. We're here to **create a great experience from start to finish** providing in-depth research, quality products and reliable service.

2024

PREMIER PARTNER

Steelcase

Expertise

Committed Partners
Industry Leadership
Community Roots

Ease

Broad Network
Seamless Integration
Better Solutions

Experience

Reliability + Stability
Dedicated to Quality
A Force for Good







There are 250+ Steelcase Dealers located throughout the U.S. Waldner's passion for unrivaled customer service and the dedication to our commitment and mission is reflected in the market as we continually outperform competitors in our industry.

Waldner's Ranks **amongst top Steelcase Dealers** in the U.S.

Waldner's Performance Assessment is evaluated along these four categories:

1. Market Leadership:

Incorporates Market Share and 3-year average growth.

2. Better Together:

Incorporates the Net Promoter Score, Partnership Strength, Co-Marketing initiatives.

3. Fitness:

Incorporates new business development, Net Profit Before Tax.

4. Diversification:

Across product categories: Learning, Health, Architectural, Work tools, Ancillary.

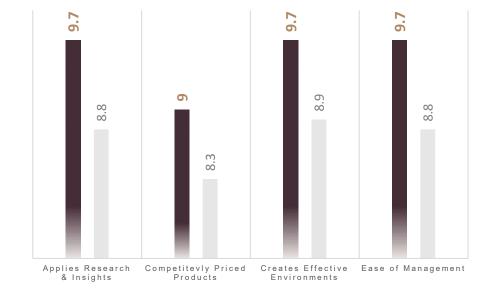
Waldner's Customer Experience Feedback



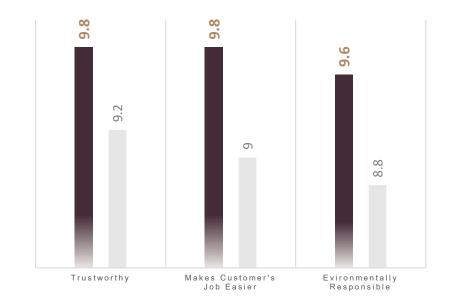
Waldner's is proud to report exceptional feedback from our valued clients. We are excited for the next year of growth and improvements to enhance our customer experience further.



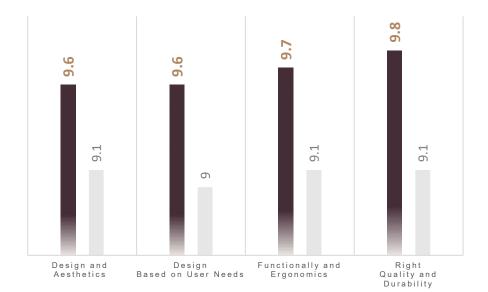
Solutions



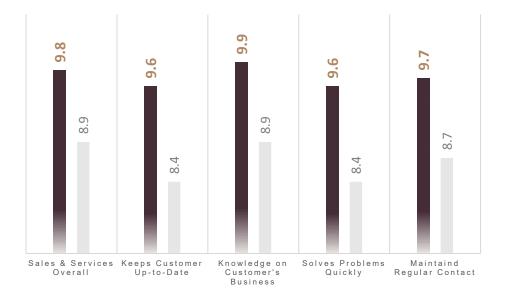
Company Reputation



Product Benefit



Sales & Services



How likely are you to recommend our dealership?

9.8
Waldner's
Furniture. Technology. Service.
Client Response

Average Dealer Response

Overall, how satisfied are you with us?

Steelcase Premier Partner

Waldner's Client Response Average Dealer Response

What our Client's are saying:

"Waldner's is so helpful and make the project process so easy and seamless that we have time to have fun with the spaces. Results are always positive. And Steelcase has such a wide variety of products and capabilities. Our team has appreciated the level of service that Steelcase caters to us."

-NYC Design & Construction Organization

"The quality of their service delivery is unsurpassed by others in the Steelcase Network"

- American Multinational Technology Corporation

"It's the people! Waldner's staff provide consistently creative and capable solutions to our furniture needs with careful attention to our specific requirements for durability, price and aesthetics. Your staff cares as much as we do about the result. We also have fun working together as a team to get things done."

- Private Ivy League University

Our Vendor Partners

With over 300 partnerships, Waldner's is the one source that makes it easy to find and get everything you need.

Steelcase

coalesse

Designtex

orangebox



viccarbe



NeutralPosture

SitOnIt • Seating®

LOFTWALL

SNOWSOUND

m.a.d. furniture

FLOS

Microsoft

UniFor

CARL HANSEN & SØN Bolia-com

west elm **DATES**WEISER

moooi **#emu**

nanimarquina extremis^{*}

Tom Dixon.

Established

Kartell

Kimball*International

BERNHARDT design

MATTIAZZI

VERGE SENSE



RODGER STEVENS

STAK CERAMICS

studio | 🔨

skram



2 nevins

CUMBERLAND





ANCHAL [on-chal]





/ Brattrud

cenno













handberaft

AIS

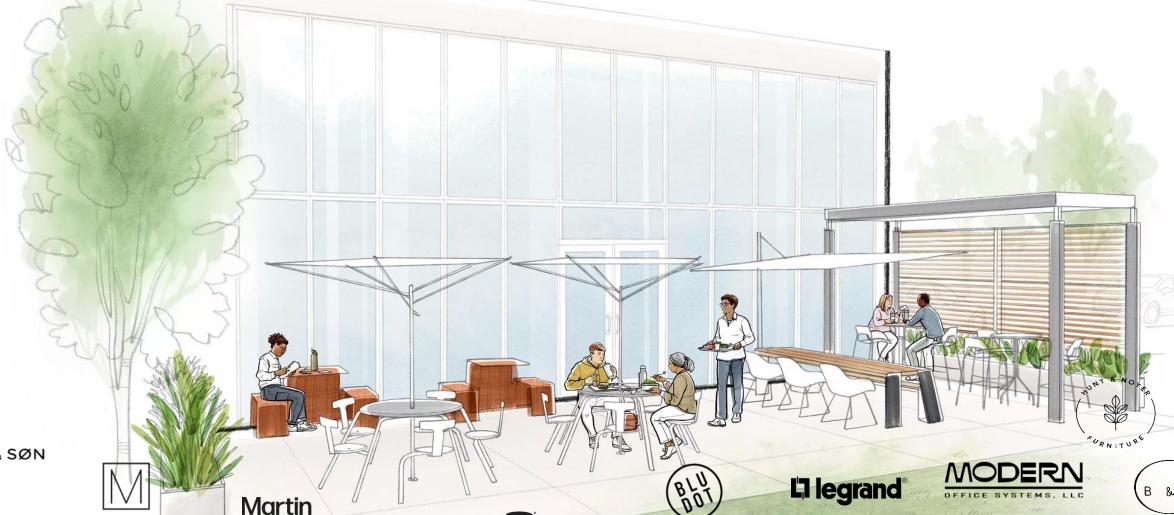


NATIONAL.









SALAMANDER DESIGNS



memo

SAVANNAH HAYE!

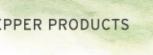
THE SKATEROOM

ltronk

Poliform







O(F)(S)

BISLEY

WALTER K.

Danbhin

Spacestor.



nienkämper

Andreu World

newline







fatboy

















BRIAN DUBOIS ATELIER





Project Development Process

Design Collaboration Phase





Review the Floorplan in collaboration with the project team



Design Development

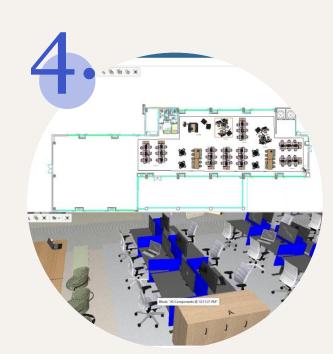
Conceptual layout

and furniture typical

solutions



Design Review
through detailed
drawings and live
design session with
our workplace
designer



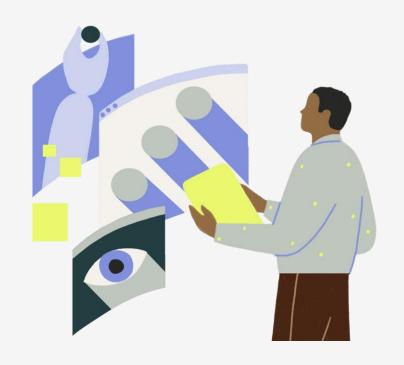
integration and coordination of furniture typicals into the architectural floorplate



Specification of all furniture components for order entry including thorough audits

Project Development Process

Pre-Order Phase





Finalize and check all finish selections in
collaboration with the
project **stakeholders**



Reserve
upholsteries, if
multiple dye lots are
needed, a CFA will
be provided



Submit final quotes
to project team for
approval



Orders to be placed, production initiated, and status report generated

Project Development Process

Post-Order Phase

On Site Leadership

A dedicated project manager oversees all field services, walkthroughs, and punch lists, using Fieldwire to streamline workflows and enhance project efficiency.



Attend project
meetings as
scheduled to ensure
coordination with all
other trades onsite



Project Manager
to conduct a
comprehensive site
survey to assess
critical dimensions and
power/data access



Validate order
shipment and receipt
dates. Update and
reissue status reports
and schedules to all
team members



Delivery and Installation
per project schedule and
unique site conditions.
Project Manager tracking
and resolving punch list
items throughout the
project





Project Completion including project punchlist report and Closeout book



Waldner's Design Technology + Tools



Live Design

With CET Designer, we can create a realistic, interactive environment simulation that can be adjusted in real time. This enables seamless navigation and on-the-spot updates, reducing revisions and speeding up the design process.



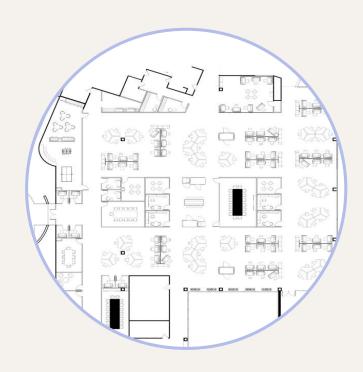
Renderings

Photo-realistic renderings can give clients a clear and immersive representation of textures, colors and finishes. This process enhances their confidence in decision-making as they can see their vision come to life.



Specifications

CET software enables us to
generate product specifications
as we build, and combined with
Hedberg, it simplifies and
streamlines the process.



Shop Drawings

Shop drawings are prepared to provide clients with a clear understanding of project requirements, showcasing crucial details like electrical components, site dimensions, and installation specifics.



Research + Key Findings







Traditional	Vs	Learner-Centered
Built for "stand and deliver, sit and listen" pedagogies in passive learning settings	———	Student involvement in developing and sharing content
Teacher directed engagement	———	Interactive learning that supports multiple types of collaboration
Fixed layouts, furniture with limited mobility	———	Variety of spaces in which learning happens, multi-sensory approach to teaching and learning
Limited technology, poorly integrated, often teacher directed and controlled	—————————————————————————————————————	Choice and control empowers student agency

The Positive Impact of Learner-Centered Classrooms

01

Improve measurable student learning outcomes

03

Encourage the use of active learning technologies by instructors

02

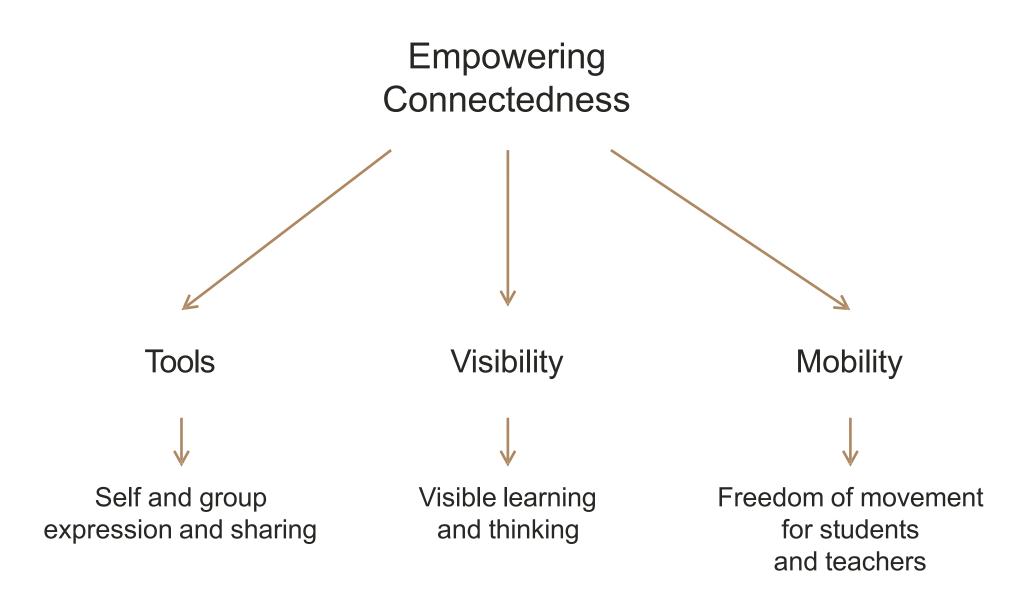
Provoke strong improvements in student engagement

04

Create a significant system-wide impact on the social and cultural patterns in schools

Empowering Connection

Connectedness emerges as the common denominator in the larger cultural effects for learner-centered classrooms on students and instructors



Key Insights

01 Flexibility

Flexible classrooms serve as a stage that can enhance learning experiences

Digital tools can amplify teaching and learning but can also serve as a barrier

Technology

03



02 Wellbeing

The built environment and space can foster physical and psychological wellbeing and inclusion

04 Change Management

The transition to learnercentered classrooms should be intentionally designed O1
Flexible classrooms
enhance learning
experiences



02

The built environment can foster physical and psychological wellbeing and inclusion













Digital tools amplify teaching and learning but can also be a barrier



The transition to learner-centered classrooms requires intentional design



Knowledge + Training

Learner-centered Knowledge Training Approach



Growth Practices

Learner-centered Culture
Technology Approach
Classroom Use
Scheduling Practices



Student Success

Student Success
Showcase



Team + Institutional Support

Champions
Planning Team
Funding Strategy

Design Principles + Applications



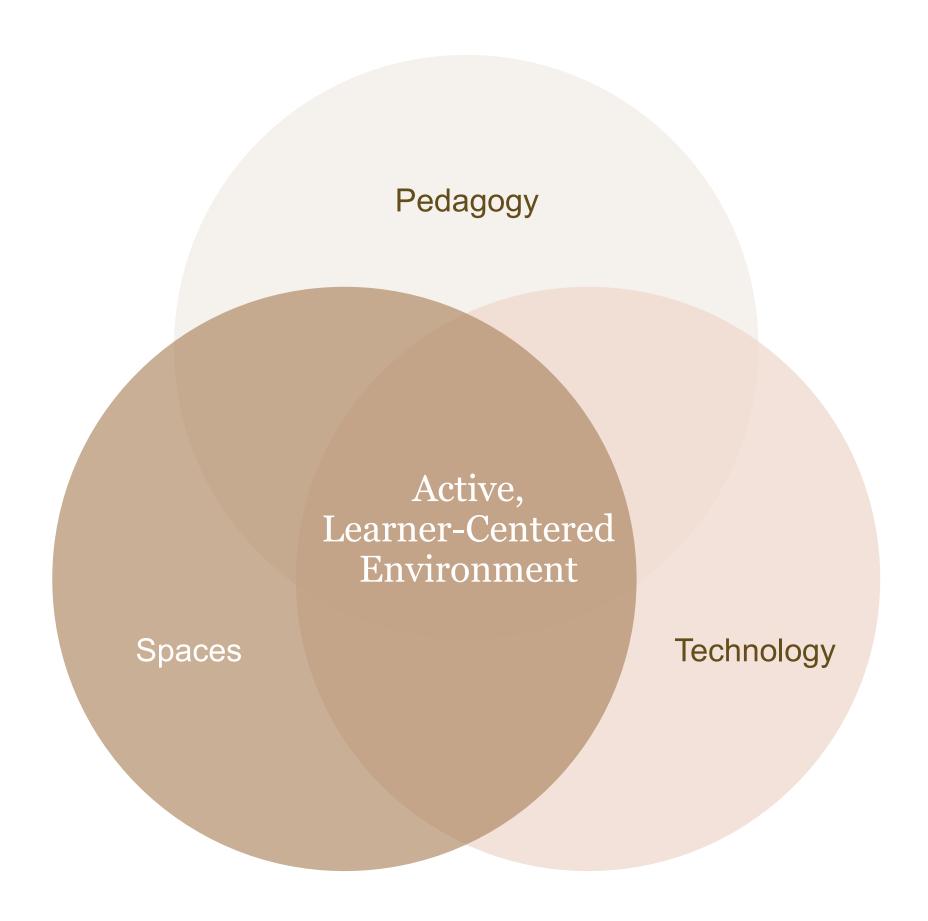




Learning Spaces Ecosystem

How can classrooms...

- foster deep and authentic learning?
- improve wellbeing and inclusion?
- assist with project-based learning?
- support hybrid learning?
- perform effectively yet efficiently?



Connect + Collaborate

Optimize adjacencies

Support social learning

Plan for informal + formal learning

Design for creativity + sharing

Support changing pedagogies



Discover + Support

Provide opportunities for exploration

Help students + faculty navigate

Guide + advise students

Provide clear access to resources

Remove barriers to technology



Focus + Be Productive

Optimize performance in work + study spaces

Create spaces to concentrate and focus

Plan for comfort, security and wellbeing

Empower people with choice and control

Plan flexibility for changing needs



Classroom Design Principles

01
Design for Flexibility



02

Allow for Individual Choice + Control

03

Provide Access to Tools, Resources + Belongings 04

Support Inclusion + Wellbeing

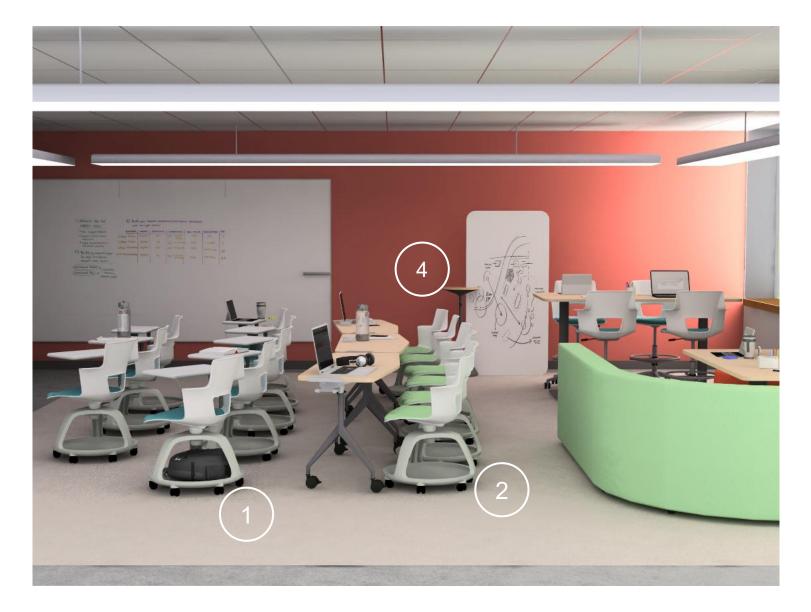
01 Design for Flexibility

Space can be used for multiple and changing functions

Objects in the space can be easily and quickly moved to facilitate many different learning activities and support a variety of learning needs

Space can be zoned in unique ways

Generally, doesn't require facilities support

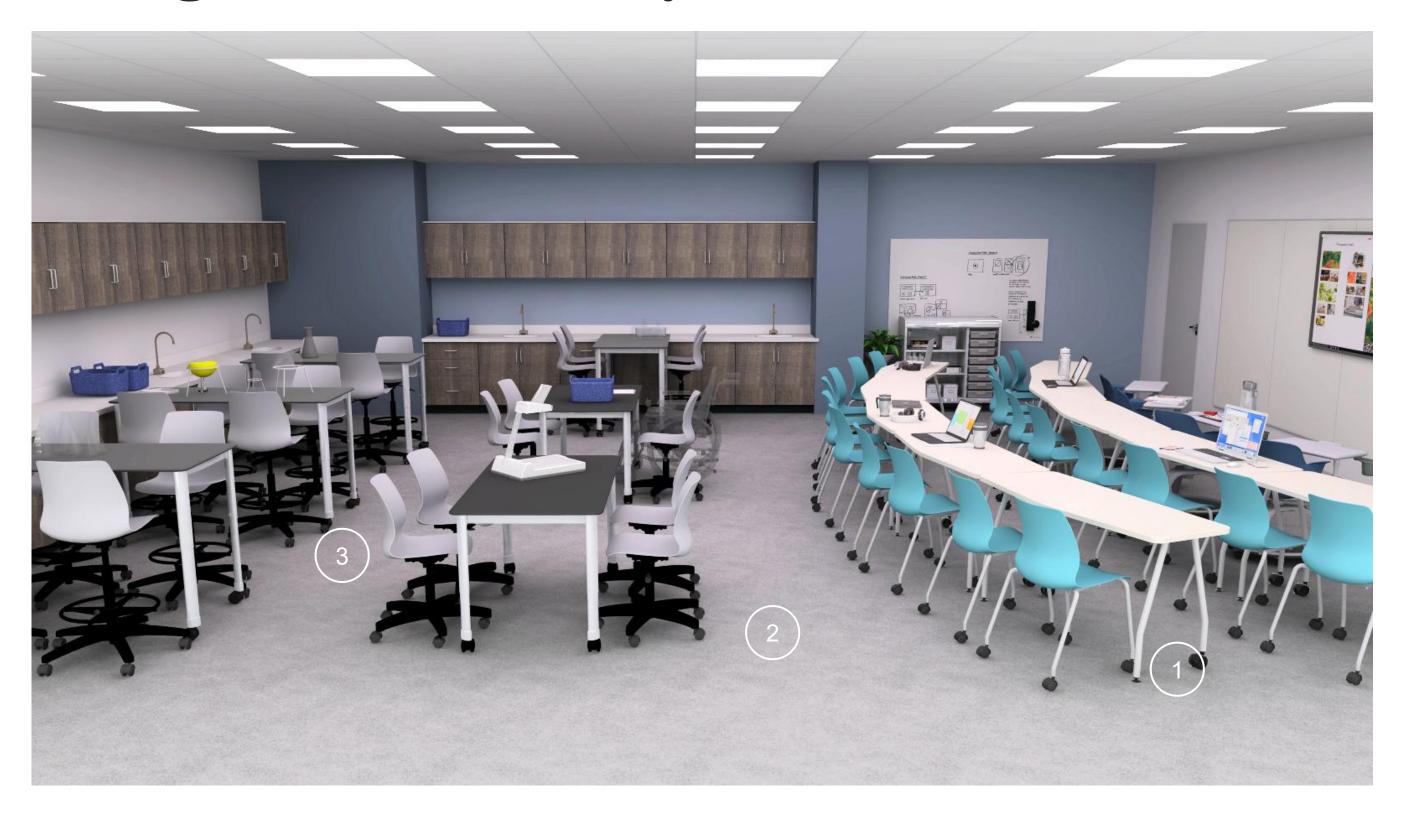




Design for Flexibility

- 1. **Movement:** Students can follow the flow of learning and quickly transition between lecture and small-group learning modes.
- 2. **Versatility:** This furniture kit of parts can be arranged into small group breakouts for peer-to-peer learning, in a presentation layout with a single point of focus or many other configurations as teaching methods and activities change throughout the day.
- 3. **Collaboration:** Lounge areas create a unique zone in the classroom for small-group focus, brainstorming or peer-to-peer tutoring.
- 4. **Engagement:** The physical environment should function as a learning tool. Writable and tackable vertical wall surfaces make thinking visible and can be easily moved throughout the space.

Design for Flexibility



- 1. Movement: The durable science tables are no longer tethered to the floor but instead have locking casters and can dock to the perimeter cabinetry, which hosts shared sinks, power and gases.
- 2. Versatility: The classroom can be zoned into lab and direct instruction zones, or combined and rearranged as learning activities change throughout class.
- 3. Adaptability: Heightadjustable tables adapt to changing needs and meet a wide range of learner needs across campus.

Space Type Shown:Science Lab Classroom

Allow for Individual Choice + Control

Provide options for multiple postures

Consider furniture that adjusts to individual users (seat and table height)

Provide spaces for both privacy and collaboration

Accommodate the need for movement

Provide flexibility for instructors to move through the space and work, teach and support students in multiple postures, zones and groupings.

Allow for multiple presence options (in the classroom, outside the classroom, virtual)



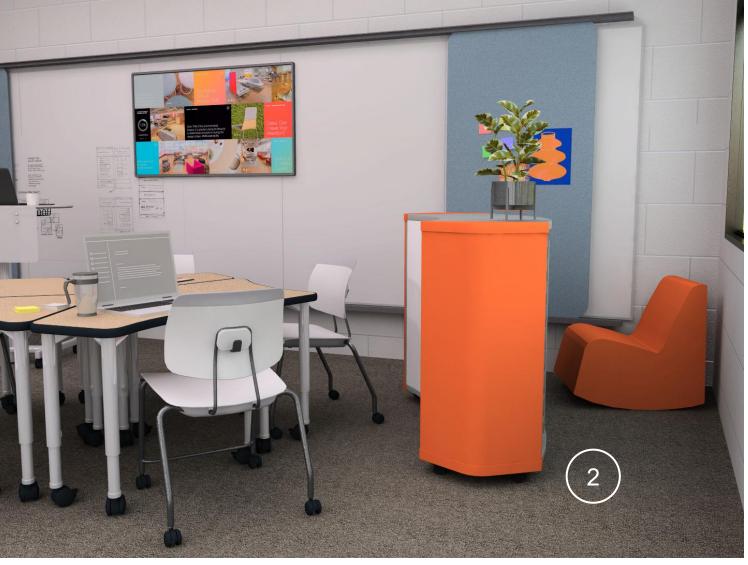


Allow for Individual Choice + Control

- 1. **Adaptability:** With multiple, flexible zones including soft seating areas, tall perimeter tables and group tables, students are empowered to choose and create settings that best meet their preferences and needs.
- 2. **Collaboration:** Writable and tackable surfaces empower students to collaborate visually and create privacy where and when it's needed.
- 3. **Inclusion:** Technology that accommodates virtual as well as in-person participation supports learning and connection between all students and provides flexibility of presence based on individual needs.

Space Type Shown: Large Breakout Classroom





Allow for Individual Choice + Control

- 1. **Wellbeing:** This room is designed to support students' unique learning processes by providing a diverse range of places to think, work, interact and create.
- 2. **Privacy:** Mobile storage can be used to create private zones for individual focus or emotional regulation.
- 3. Adaptability: Multiple postures are supported by lounges, rockers, seated-height chairs and stools.

Space Type Shown: Flexible Seating Classroom

Provide Access to Tools,
Resources +
Belongings

Visual and audio clarity: clear sight lines to instructional content, screens, whiteboards and instructor

Access to technology tools and power

Access to collaborative tools, learning materials and classroom resources

Vertical space for collaboration, information sharing and presenting student work

Storage and access to personal belongings, including laptops and phones, beverages and food, backpacks and coats

Storage for frequent-use and lesser-used learning materials and secure storage for instructor's belongings and materials

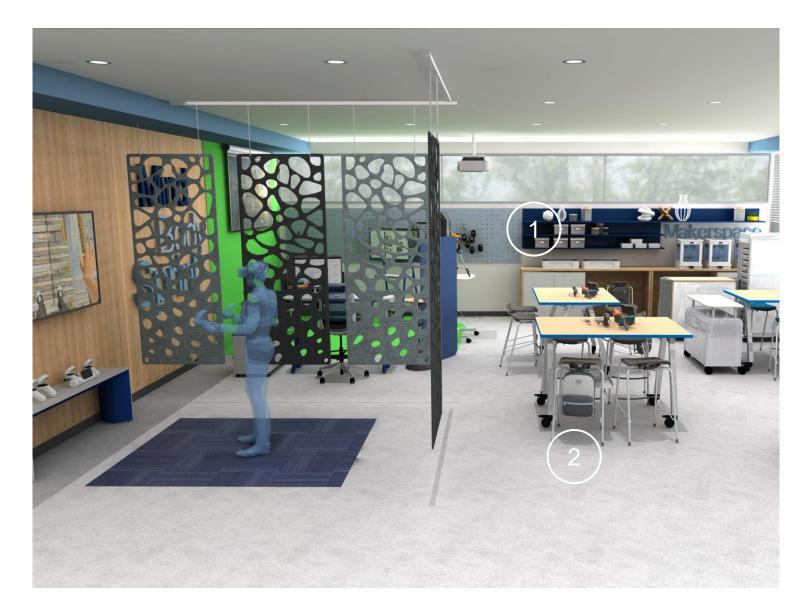
Access to Tools, Resources + Belongings

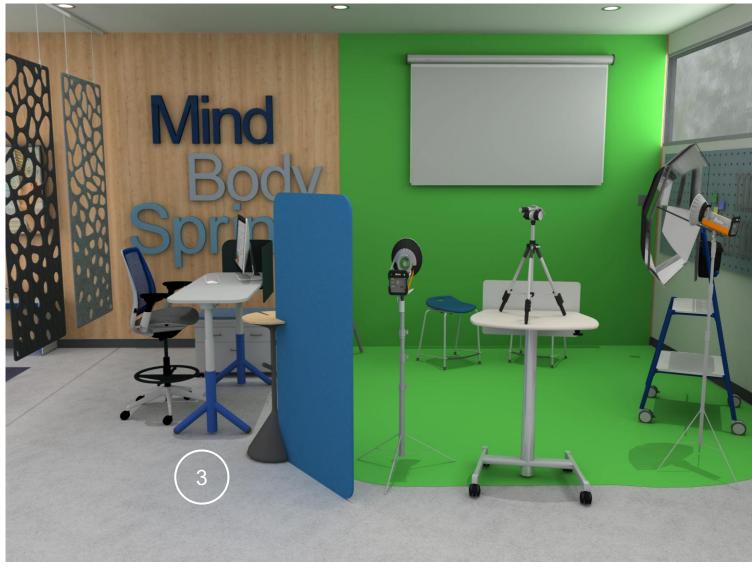


- 1. Adaptability: Stackable, mobile storage units create a variety of zones and provide learner-accessible spaces to store belongings, toys and learning manipulatives.
- 2. Access to Belongings:

 Modular storage along the
 wall creates ample space for
 individual student storage
 while maintaining a small
 footprint in the room.
- 3. Visual Clarity: Ensure clear sightlines to learning content, like whiteboards and flip-charts.

Space Type Shown: Early Childhood Pre-K Classroom





Access to Tools, Resources + Belongings

- 1. **Adaptability:** A versatile and agile collection of tools and storage enables current and future flexibility as technology and teaching methods change.
- 2. Access to Belongings: Under-seat bag hooks allow students to access their personal belongings, keep bags off the floor and keep walkways clear.
- 3. Access to Tools: Immersive technologies give students the opportunity to visit places and scenarios they might not be able to encounter, providing a deep, sensory learning experience.

Space type shown: Makerspace Classroom

O4
Support
Inclusion +
Wellbeing

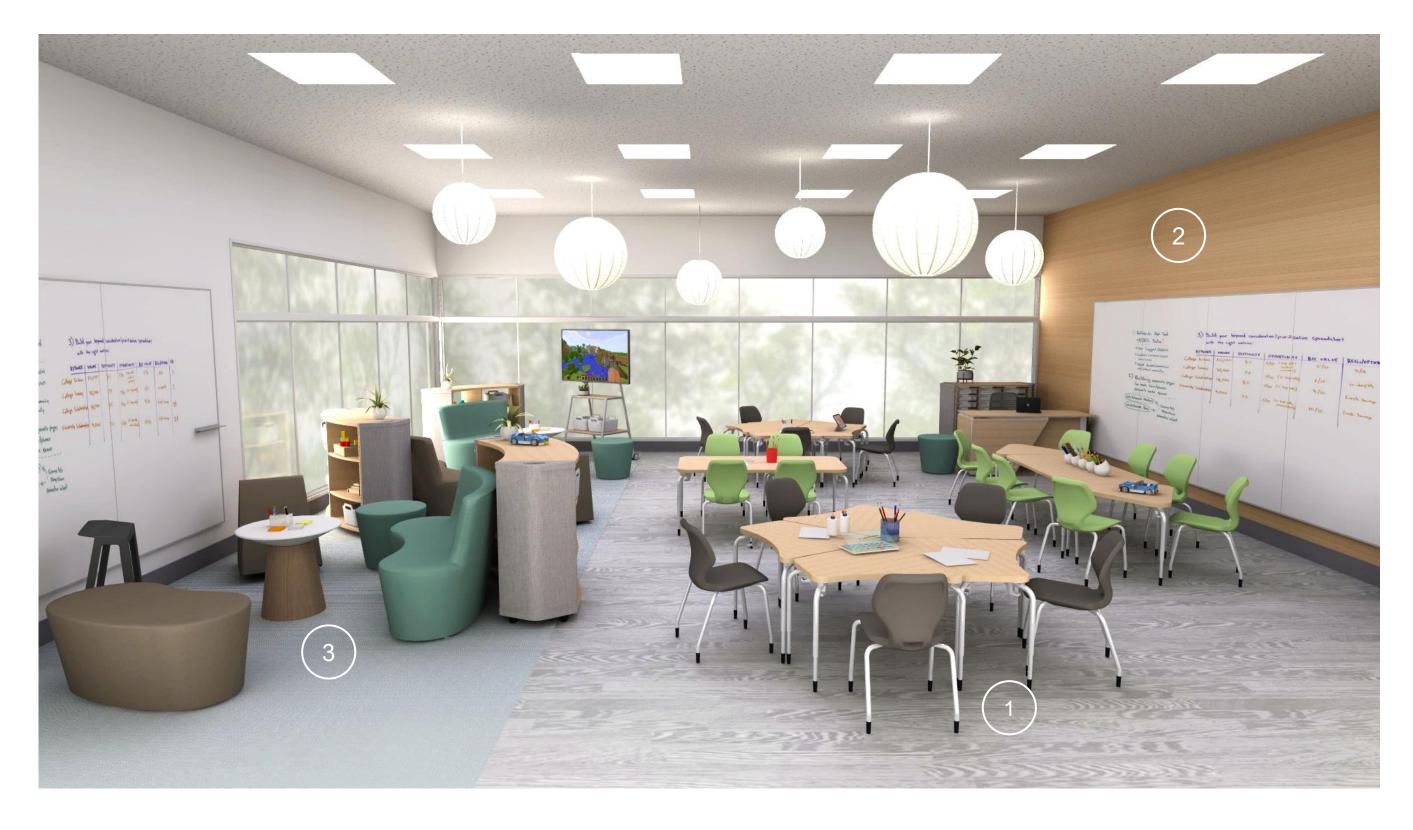
Foster connection (eye-to-eye) and collaborative opportunities between students and between instructor and students

Incorporate natural elements, biophilia, lighting and colors that promote wellbeing and engagement

Provide students with developmentally appropriate choices, considering task, team and location

Create opportunities for more privacy or 1-on-1 conversations within the classroom

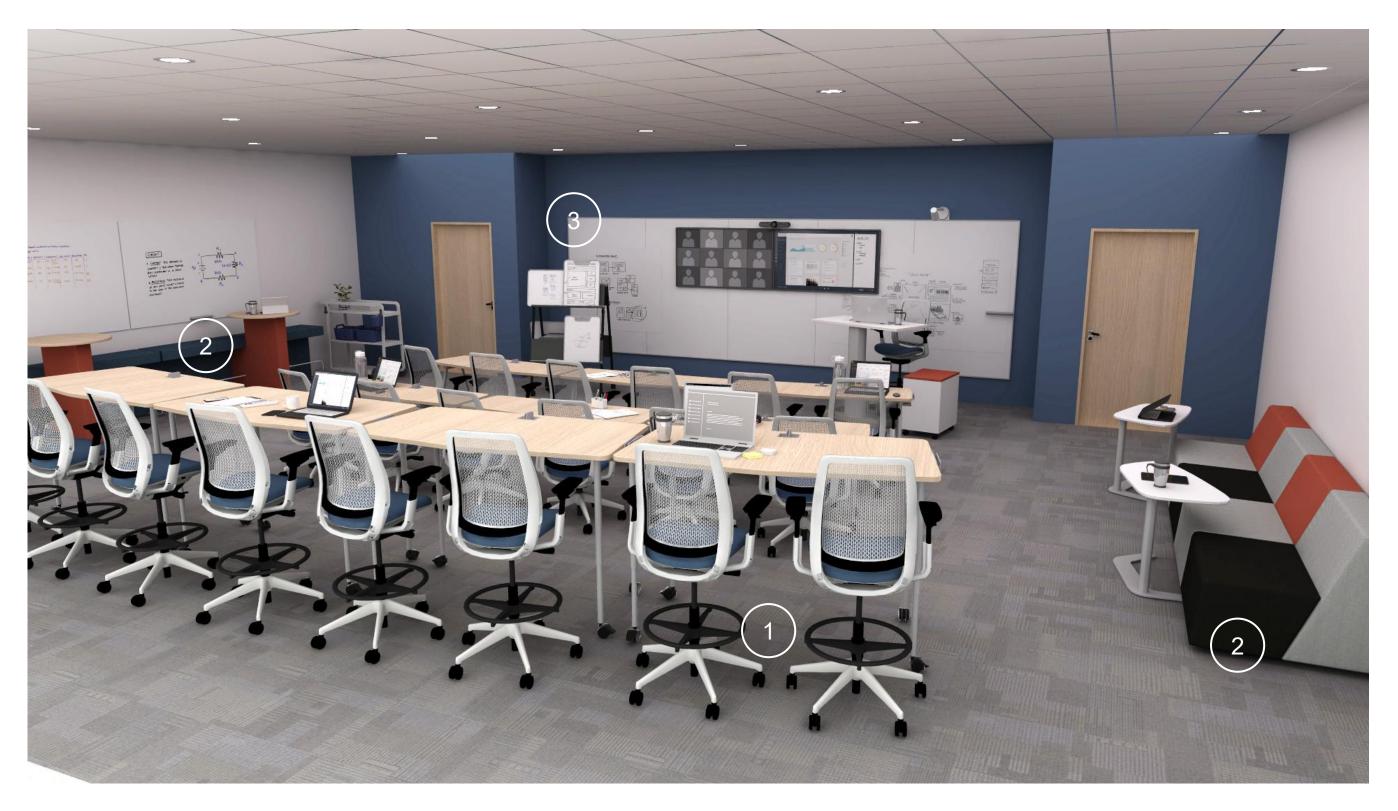
Support Inclusion + Wellbeing



- Inclusion: Group-based seating builds connection, trust and collaboration between students.
- 2. Wellbeing: Colors within a space have the power to influence physiological and psychological responses.
 Cool hues of blues, greens and natural tones tend to relax and reduce overwhelming feelings or overstimulation.
 Natural light and window views can restore focus and a sense of calm.
- 3. Versatility: Students can work together at tables, lounge settings or find private spaces for quiet thinking or emotional regulation.

Space Type Shown: Flexible Seating Classroom

Support Inclusion + Wellbeing



- 1. Wellbeing: Comfort is essential in learning environments where students often spend multiple hours engaged in hands-om exercises, collaborative projects or group discussions.
- 2. Adaptability: Students can take advantage of the sides and back of the room to offer a choice of different postures and settings.
- 3. Inclusion: Technology for hybrid participation, including side-by-side monitors and multiple cameras, ensures learners are included whether they join in-person or remotely.

Space Type Shown: Multipurpose Classroom

Additional Applications







Multi-Modal Classroom



- 1. Collaboration: Different settings in the room encourage engagement and social interaction among students, which help deepen their understanding and ability to collaborate.
- 2. Wellbeing: Support students' auditory wellbeing by applying sound-absorbing materials throughout the space, such as fabric screens, upholstered seats, decorative acoustical ceiling tiles and carpeting.
- 3. Engagement: Research has shown that multi-modal instruction promotes student learning and academic achievement in 6-12th grade classrooms.

Collaborative Classroom



- 1. Engagement: Encourage the design thinking process with writable magnetic boards within students' reach, enabling discovery, ideation, experimentation and revision.
- instinctually drawn to elements of biophilia, which help reduce stress and boost wellbeing. Consider adding subtle botanical elements, such as artwork on the top of the whiteboard or a motif on a privacy screen.
- 3. Individual Choice + Control:
 Allow students to choose where
 and how they engage in tasks
 to develop self-regulation
 and agency and foster a
 sense of autonomy and
 greater engagement.
- 4. Access to Belongings: Provide a range of storage options so students can develop ownership of their learning tools and belongings and help teach organization and responsibility.

STEM Classroom



- 1. Accessibility: Conveniently store equipment and supplies in organized mobile storage units to help students explore and experiment with concepts through hands-on learning, doing and sharing.
- 2. Wellbeing: Design the STEM classroom to welcome student inquiry, peer-to-peer learning and the development of the whole person cognitively, emotionally and physically.
- 3. Flexibility: The durable science tables with locking casters are untethered from utilities and can be moved into different configurations for different activities. They are also available in both task and tall stool heights.
- 1. Individual Choice + Control:
 Provide students with
 developmentally
 appropriate choices to
 leverage the classroom as
 a learning tool, including
 furniture, walls, storage,
 carts, totes, screens, etc.

Engineering Classroom



- 1. Flexibility: Give instructors and students a flexible furniture kit of parts with options such as wheels on tables and chairs, flipping/nesting tables, swivel chairs and tall posture stools.
- 2. Accessibility: A flexible classroom supports this learning approach by providing ample accessibility and space for students to collaborate and work on their projects.
- 3. Individual Choice + Control:
 Swivel chairs allow students
 to rotate in their seats and
 follow the flow of discussions
 between the instructor,
 students and shared content.
- 4. Access to Tools: Thread underfloor power system with hubs throughout the room brings power to wherever students are working, even on hard LVT floors.

STEAM Art Classroom



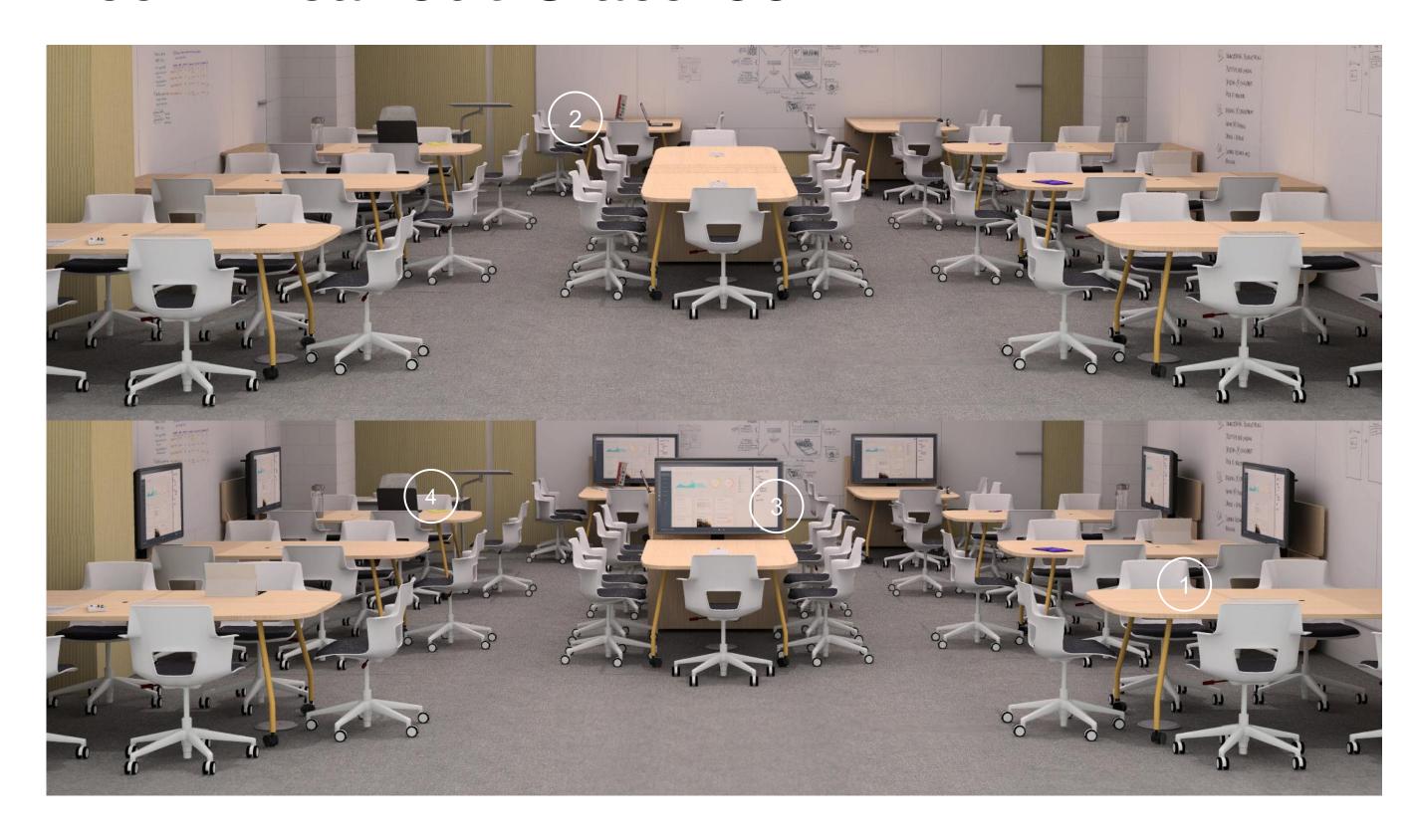
- 1. Access to Tools: Integrating technology into the art classroom can help to enhance creativity and provide students with new opportunities for expression.
- 2. Access to Tools: Design for the creative thinking process and building physical projects, with shelves and carts nearby to store supplies, materials and tools.
- hanging panels and tackboards help absorb sound in spaces that typically have hard, cleanable surfaces where reverb might be a problem for sound-sensitive learners.
- 4. Individual Choice + Control:
 Utilize an active zone on
 walls for students to express
 ideas and add a magnetic
 secondary display zone above
 to showcase student work for
 everyone to see.

Outdoor Learning Areas



- 1. Individual Choice +
 Control: Adapt tables
 meet ADA requirements
 to accommodate people
 using wheelchairs.
- 2. Flexibility: The furniture is durable and designed for extreme weather, with security features so it won't blow away or be stolen.
- 3. **Wellbeing:** The outdoor furniture supports a variety of activities, including group projects, break time, lunch and team meetings.

Tech Breakout Classroom



- 1. Access: Power at each table can connect to Thread in-floor connectors, so tables can be "plug and play" and moved into different arrangements.
- 2. Flexibility + Access: TVs no longer need to be tethered to walls; instead, they can be intentionally housed inside movable tables that can be moved freely throughout the room.
- 3. Individual Choice + Control:
 Content on monitors can be
 configured so the instructor can
 share it with all tables or select
 one table's content to array on
 all monitors during discussions
 and presentations.
- 4. Access: Embedded monitors inside tables can be raised for group tech breakouts where students can share and generate content together and lowered for lectures and discussions requiring clear sightlines.

Large Active Classroom



- 1. Individual Choice + Control:
 Soft work-lounge chairs in the front of the room and stoolheight tables near the back provide comfortable options that support various postures.
- 2. Access to Tools: Scale learning to a larger audience by providing monitors, projectors, cameras, speakers and mics so everyone can see and be seen, hear and be heard -- whether in class, online or across multiple campuses.
- 3. Flexibility: Increase student engagement by providing furniture in U-shaped tiers, with content on the longer wall in 'landscape' orientation, which decreases sightlines between instructor, students and information.
- 4. Access to Tools: Thread underfloor power system with hubs throughout the room bring power to students wherever they are located.

Product Solutions







Classroom Seating



Steelcase Tenor®



AMQ[®]
BixbyTM



Steelcase Node®



Steelcase Amia[®]



Steelcase Shortcut®



Steelcase
Series 1



Steelcase MoveTM



Steelcase Think[®]



Steelcase
Max Stacker III®



Steelcase Cobi[®]

Classroom Seating



Steelcase Reply® Leg



Steelcase Kart[®]



Steelcase Reply® Sled



Steelcase Series 2



Steelcase Leap®



Steelcase Flex Perch



Steelcase Gesture®



Smith SystemTM
Theorem[®] Seating



Steelcase Cachet®



Smith SystemTM
NumbersTM

In-between Lounge Seating









Steelcase BrodyTM Desk

Orangebox

Skomer



Steelcase Buoy[®]

Orangebox Ramsey

Steelcase
Campfire Pouf®





Steelcase

BrodyTM Lounge



Steelcase
Campfire Lounge®



Coalesse Hosu[®]



Orangebox Away from the Desk

In-between Lounge Seating



Coalesse Lagunitas® Lounge



Coalesse SW_1® Lounge



Smith SystemTM Oodle[®]



Smith SystemTM



Steelcase Jennv[®]



Steelcase Slyvi Lounge



Steelcase Alight®



Coalesse
Ensemble Lounge System



Coalesse Sistema Lounge System

Desks + Tables



Steelcase Verb[®]



Steelcase Verb® Flip-Top



Steelcase Verb® Active Media Table



Steelcase Elbrook



Smith SystemTM Elemental®



Smith System™ Silhouette®



Smith System $^{\rm TM}$ Interchange®



Smith System[™] FlowformTM

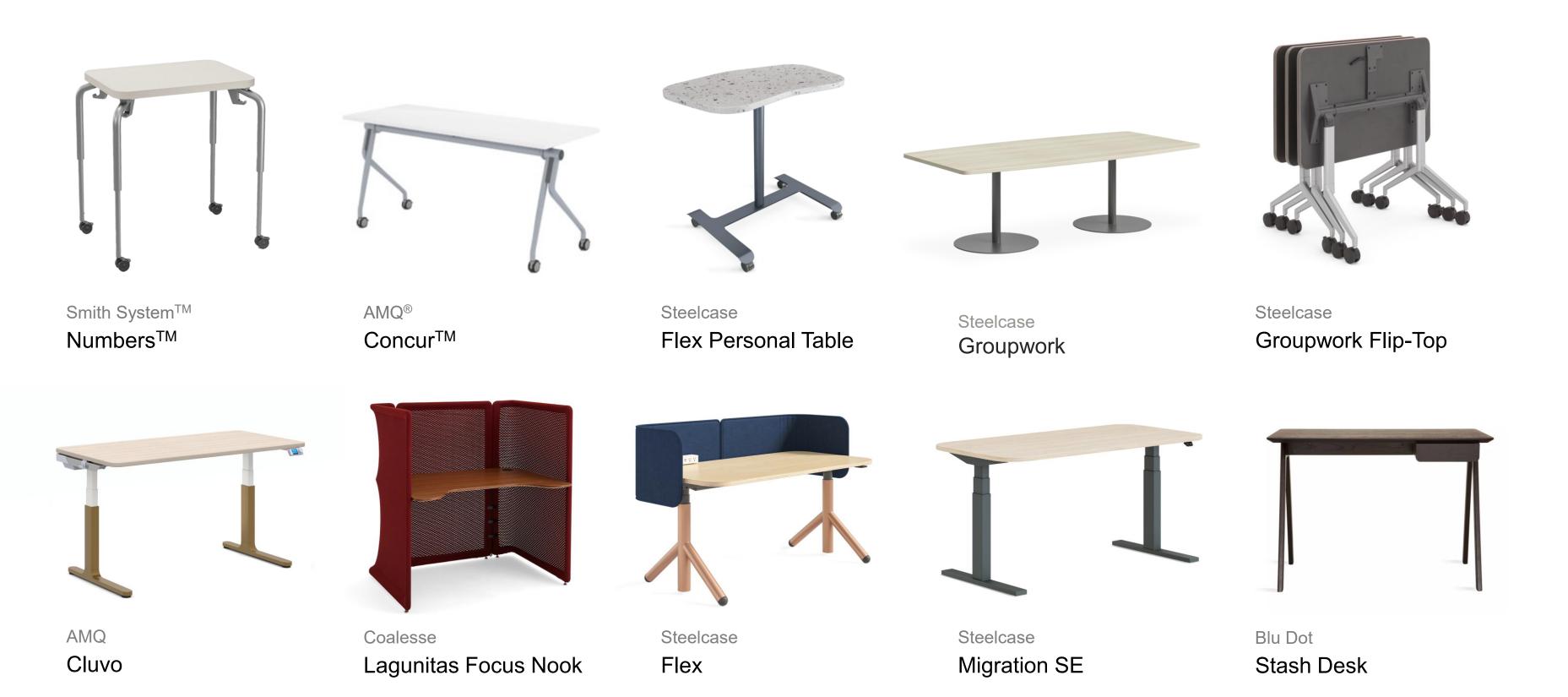


Smith System[™] Planner®

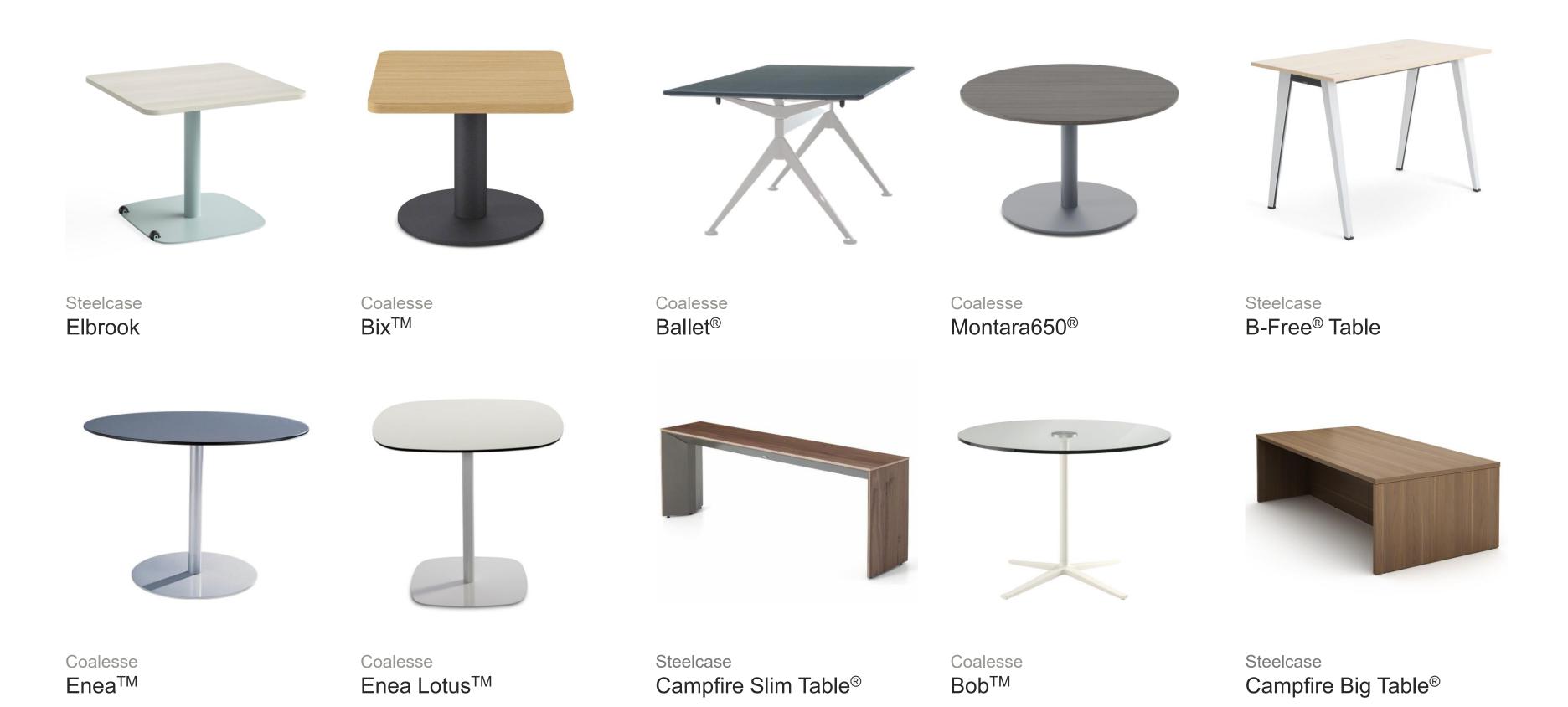


Smith System[™] Cascade® Desk

Desks + Tables



In-between Tables



In-between Tables



Steelcase Groupwork



Smith System[™] Café



Smith SystemTM FlowformTM



Steelcase Flex



Steelcase Simple



Steelcase Campfire Skate









Free Stand



Linear C

Whiteboards



Steelcase Verb[®] Personal Whiteboard



Steelcase Groupwork Mobile Easel



Steelcase
Flex Whiteboard + Stand



Polyvision® TexturaTM



Steelcase Verb[®] Easel



Steelcase HuddleboardTM Mobile Easel



Steelcase Groupwork Screen



Steelcase Pivot®



Polyvision® MobileTM



Coalesse Exponents®

Whiteboards



Steelcase
Flex Board + Cart



Polyvision® SerifTM



Smith System[™]
Planner[®] Studio



Polyvision® FlowTM



Polyvision® **Motif**TM



Steelcase SentiTM



Polyvision® SansTM



Steelcase 110 + 555 Series



Polyvision® NotaTM



Steelcase EdgeTM Series

Architecture + Space Division









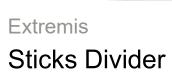
Orangebox
Campers & Dens

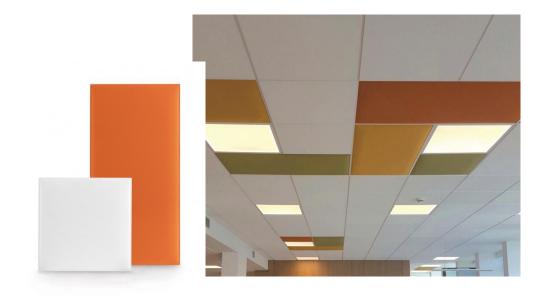
Orangebox Air3

Orangebox
On the QT

Steelcase
Ocular View







Snowsound IN Acoustic Ceiling Panels



Steelcase Flex Screens



Steelcase
Campfire Screens

Technology



Steelcase Verb[®] Active Media Table



Steelcase Media:scape®



Steelcase Roam Cart



Steelcase Flex Media Cart



Steelcase

QTPro Sound Masking



Steelcase
Powerstrip Intro



Steelcase Thread



GoBright
Room Booking



Logitech
Rally Bar Video Conferencing



Newline Interactive Displays







Thank You!

Have questions about Learning Spaces?

We would love to hear from you!

Whether you need general information or are planning a project, our dedicated team is here to help you at any stage.

Reach out today!

Contact@waldners.com





