

*gadney* interio

## Product need:

We only had Aura & Stallion full ht. options for creating cabins in office workspace. With 'openness and transparency 'driving the design of modern work place, the trend for creating cabins has increasingly shifted to glass Partitions.

This is being increasingly supplies through interior contractors. So while we get workstation offers, cabin requirement can not be fulfilled by us with our current full height offerings.

This trend , more towards glass full ht. is prominently visible especially in IT, MNC's corporation as well as foreign banks setting up stop in India.

Budget is not a constraints for this segment but good aesthetics is primary requirement. We see opportunity to increase ourselves by offering glass partitions with but workstations.

Wall: Modern full height glass partition system is therefore targeted as premium segment of the Market and offers eminent aesthetics.

**INTRODUCING FULL HEIGHT GLASS**

**PARTITION.... WALL**

# ABOUT PRODUCT

Wall- full ht partition system whose simple & strong feature makes office possibility to be the infinite space .

Key feature of the product that the system is so designed that the product requires very less hardware to install.

Wall maintains the highest light transmission area by creating a bright & elegant office environment.



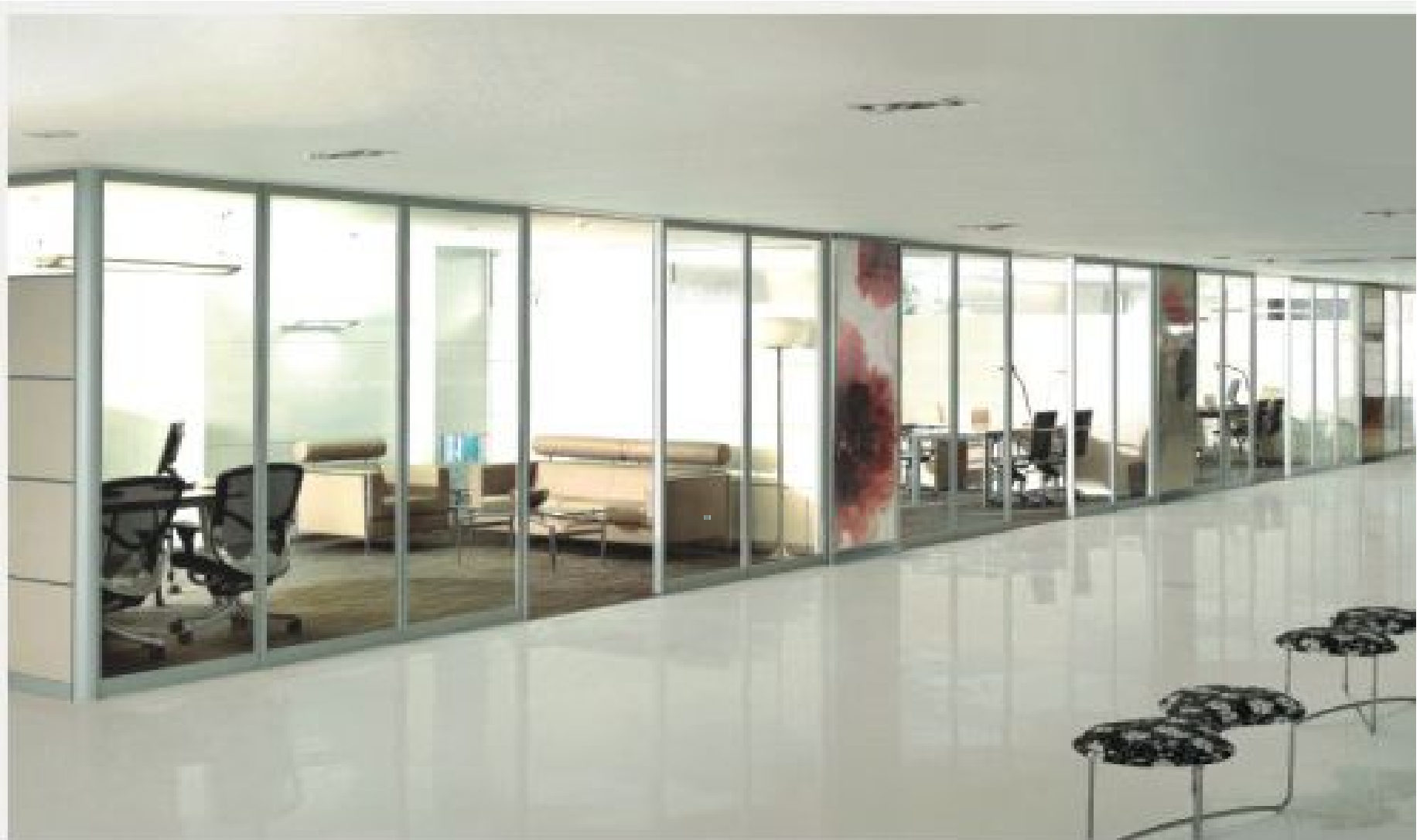
**Wall: 76mm thickness partitions...**

**One thickness of WALL is 76mm while regular ht is 2350-3050mm.**

**76mm thk. System is double sided system which can be made of double glasses, double skins/tiles in each side.**



**For 50mm, only glass is available, in 8mm thickness.**



All the screws are self drilling screws and no predrilled holes are required hence very flexible in nature



The quality and accuracy of the extrusions and finish is very precise.



# TARGET AUDIENCE

**WALL** has been designed keeping in mind the needs of MNC's, IT , Foreign Banking & Finance segment...

MNCs

Google™



vodafone

Microsoft®

Goldman  
Sachs

**Foreign banks**



Merrill Lynch

HSBC   
The world's local bank

Bank of America



# FEATURES..

## Partitions :

Thickness – 76 mm & 50mm (these systems can be offered in combinations of both the thickness).

Widths – 600 mm to 1200 mm

Height – 2400 to 3000 mm

## Glass Door Size & finish:

**Size** – W – 900 mm

H – 2100 mm

Thk-10mm

Finishes : Toughened frameless glass door with door hardware which contains hinges , handle cum lock & door stopper

## Tile sizes & finishes:

Size – W – 600 to 1200 mm

H – 300 to 750 mm

Finishes – a)Laminate, fabric non tackable/tackable tile, white board (12mm thk.) which will be used in 76mm thk system..

b) 5mm thk.toughened glass for 76 mm thk system(Double skin)

c) 8mm thk. toughened glass for 50mm thk. system.(Single skin)

**Finish:** All aluminum extrusions are in silver anodised finish only...

# Checklist:

Understanding site conditions & customer requirement..

To understand ask pertinent questions...

For site condition :

What is the false ceiling height ?

We can provide partition only upto a ht of 3000mm.

How to grout partition with true ceiling?

- a. Partitions need to be grouted to false ceiling with the help of wooden battens.
- b. The client should make arrangement to provide batten fixing in true ceiling as per layout.
- c. Wooden battens will be booked us with order.

The partitions are getting fixed to what kind of walls?

Our partitions cannot be fixed to gypsum walls, they can be fixed to only masonry walls or walls with solid wood batten framework. Still please consult with HO mktg.

For Customer requirement :

What are the type of door required ?

We can provide only frameless glass door (10mm thk.) with essential door hardware

## Enquiry has come... what next??

### Guidelines for how to quote WALL...

#### Quotation process:

- a. Branch has to send actual detailed layout to ho mktg. for checking.
- b. After finalization of layout mktg will send it to vendor through purchase.
- c. The vendor will quote only for aluminum extrusions & required hardware as per layout.
- d. For Laminated /fabric/ white board tiles, brackets with hardware & wooden battens purchase will provide quotation.
- e. Finance will provide final quote for actual quotation to the branch.

**Pls note: If any change in layout will happen from the customer end we have to repeat the above process as the quotation will differ.**

# Order has come... what next??

## Guidelines for how to quote WALL...

### Booking process:

- a. Branch will send final layout which contain detailed plan, elevations, false ceiling ht.
- b. Mktg will book the order.
- c. Whole material will dispatch from plant except all glasses for which purchase will raise P.O. on branch. According to it Branch have to procure toughened glass locally .
- d. The skilled personnel will be required to assemble this system .The details will be provided by service separately .

\* Calculate the total length of partition required.  
Multiply with the ht specified to get total sq.ft area  
Multiply the sqft area with rate per sq.ft.

**Rate per sqft = 1400/- basic**

Pls note the above rate is for branch to get approximate price but for actual quotation for the customer you have to follow quotation process only..

## Some check points...

Get in touch with the site engineer or customer representative to get the updated site layout and site section.

Do the site marking to confirm the dimensions given in the layout

Get the mapped drawing approved from the customer.

Send the approved plan and elevation drawing with the finish details for quotation & then for booking.

For more details before sending the docket , pls contact Mktg.

**Promotional Material** : Images of the products which can be used for presentations are attached with the launch circular.

**Assembly and service** :The assembly guideline sheet and details about service components with coding & pricing will be circulated by service department separately.

**Delivery Period** : The lead time will be 6 week ex-works from the time of booking of the order .



Initiative by Godrej Interio

**THANK YOU !!!**