



# State-of-the-art care meets comfort and style

Case Study | Cancer Treatment Centers  
of America® (CTCA)



**Project Specs:**

**Location:** Locations (3):

- Gilbert, Arizona
- Phoenix, Arizona  
(Rose Garden Building A, B, C)
- Scottsdale, Arizona

**Space:** Estimated total = 19,000 sq. ft. between three locations and buildings

**Stories:** Vary by location

The ODP Business Solutions™ Workspace Interiors team worked with Cancer Treatment Centers of America (CTCA) to provide product for three new Outpatient Care Centers. These new locations were designed to provide advanced oncology technology in an outpatient setting.

CTCA serves locations across the United States through several state-of-the-art hospitals and Outpatient Care Centers. Each location is staffed by cancer experts who combine advanced technology with integrative supportive services to deliver personalized, whole-person care. When CTCA wanted to open three new Outpatient Care Centers with a short lead time for product, they reached out to Workspace Interiors.





## Establishing the blueprint for success

The project began with the development of furniture floor plans for each Outpatient Care Center. During the review of the floor plans, revisions were made to all locations. Once approved, the floor plans were then finalized over the course of the winter holiday period. Due to the time of year, order entries and processing were complicated by factory holiday closures, inclement weather, and delays in shipments pertaining to the customer's specified fabric preferences.

### Furnishing care from the ground floor up.

The opening of three new locations provided convenient, more cost-effective outpatient settings to expand the way CTCA extends its Mother Standard® of care to more patients.





## Coming together to move care forward.

Progress was achieved on a compressed timeline through clear and consistent communication between both parties.

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## Putting partnership into practice

CTCA and Workspace Interiors worked together to ensure that projects for all locations progressed smoothly. Each care center had a firm opening date, so a strict timeline was put in place for Workspace Interiors to adhere to. Full visibility was given to CTCA throughout the design and ordering process, and this transparency made for a smooth process when unexpected construction delays occurred.



## Providing support at every step

Utilizing their Vizient® contract, CTCA selected Workspace Interiors (a Vizient contract holder) for a variety of reasons: first, the overall sales process was transparent; second, Workspace Interiors was able to quickly identify and meet the specific needs of CTCA in regard to their projects; third, Workspace Interiors was able to work within the budget established by CTCA and suggest product manufacturers that also held Vizient contracts, to help consolidate vendors, maximize discounts, and magnify contract benefits.

### Building on the foundation of trust.

CTCA was able to select top products at competitive prices. All steps in the procurement process were handled in an efficient manner.





## **Simplifying processes and establishing standards.**

Furniture standards were established for ongoing and future expansions utilizing AutoCAD design for the implementation.

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## **Facilitating the perfect fit**

The design team from Workspace Interiors presented a unique look that utilized the customer's own material (COM) fabrics. In addition, CAD drawings were prepared to confirm that every proposed product fit the spaces at each location and that the placement of the products was inviting for the CTCA clientele. As more projects were added, the process became simpler. Workspace Interiors developed a standards package presentation that let CTCA Materials Management show pictures of products to end users to verify necessity.



## Evolving objectives and elevating relationships

Workspace Interiors is proud to have met and exceeded all expectations. Since the completion of this project, Workspace Interiors has handled orders for add-on products and has also moved products from one location to another to help CTCA save money. CTCA has reported that their staff members and clients love the ambiance of the Outpatient Care Center locations. Our relationship continues to this day.

Count on Workspace Interiors to support the way your medical facility operates while promoting the well-being of your employees, patients, and family members.

### Delivering results by design.

Workspace Interiors was continuously engaged with the CTCA team throughout the entire process — from project inception to product installation.

### Learn more.

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