



When it comes to caring for patients, the St. Francis Hospital and Health Centers in Indiana follows the tenets set down by St. Francis, patron saint of the poor: respect for life, merged with joyful service and compassionate concern. They're very humble about the exceptional quality of their healthcare services - St. Francis is simply following their mission of caring for the sick through the body, mind and soul. Clearly, part of that mission is to create a healing environment where patients and their families feel comforted - and comfortable.

The Cardiac and Vascular Care Center at St. Francis did not want patients and visitors to feel overwhelmed by their environment; the staff wanted the interior of their new facility to reflect their hospital's overall mission and values. It also had to be inclusive of nature and natural surroundings. They wanted patient furniture that had great style, was inviting to sit in, yet was durable and renewable. Fortunately, creating a soothing environment that stayed true to their appropriately modest design aesthetic didn't mean having to go with plain, low-end furniture.

"I've known and worked with KI for years," says Interior Designer Dene Dresch Nidiffer, IIDA of Lohr Design. This progressive design firm has previously recommended KI products in other departments at St. Francis to rave reviews. Dresch Nidiffer notes, "KI products are attractive, but they're also workhorses." Perhaps most importantly, KI was able to provide upholstery options through Pallas Textiles as well as accommodate the desire to specify C.O.M. for added design flexibility.





■ “This was a very challenging budget, but I knew that going direct with KI would allow us to negotiate pricing without compromising quality. Not only were we able to save money, but we were able to get great furniture, textiles and more pieces than we originally thought we would.”

- Dene Dresch Nidiffer, IIDA, Lohr Design

#### **Product List**

AGI Flex™ Tables  
AGI Perth® Lounge Sleepers  
AGI Perth® Multiple Seating  
AGI Perth® Patient Chairs  
AGI Three® Lounge Seating and Benches  
Engage® Chairs  
E-Series® Files  
Maestro® Chairs  
Portico™ Tables  
Precedence® Chairs  
Versa® Basic Chairs  
700 Series® Desks

#### **Project Participants**

Client: St. Francis Hospital Cardiac and Vascular Care Center  
Architecture: BSA Lifestructures  
Interior Design: Lohr Design, Inc.





St. Francis has been pleased with previous purchases from KI, but this particular project had a very strict budget - and equally strict deadlines. KI allowed direct procurement - which eliminated the need to go through a middle man. That provided Lohr Design the opportunity to specify more furniture for more areas...without sacrificing higher-end quality due to budget constraints.

Tom Malasto, executive director of Cardiac and Vascular Care for St. Francis, was especially impressed. "Smaller renovation projects tend to be piecemeal. Given the size and scope of this project, being able to consolidate all our furniture needs through one company was a significant advantage for us."

Susan Binford, the KI representative, was able to provide more than 30 different furniture solutions and ideas. Even after St. Francis selected waiting room seating, task chairs, nurses' station chairs, stools, sleep chairs and patient chairs, they were still able to achieve their budget goals.

■ "In healthcare, if we are not completely prepared to care for the patient, we take the necessary time to become prepared. KI understood and accommodated us."

- Tom Malasto, Executive Director of the Cardiac and Vascular Care Center,  
St. Francis Hospital and Health Centers

The family members who stay overnight at St. Francis love the Perth Lounge Sleepers. The progressive hospital and healthcare center wanted a lounge sleeper that was easy to operate, yet aesthetically pleasing. "Some overnight chairs require a master's degree to figure out," says Malasto. "The Perth Lounge Sleeper was functional yet still comfortable."

St. Francis serves three groups: the patients, their families, and the medical team. It's critical that the medical team be comfortable, and KI Engage Chairs were up to the challenge. The construction and comfortable seats make it easy for healthcare professionals to work at their stations without feeling fatigued.

St. Francis chose KI furniture for four other locations. That's because they know KI doesn't sacrifice comfort for design. St. Francis realized they would get top quality furnishings and great aesthetics without over-the-top prices. They also knew KI always exceeds service needs while striving to meet budget challenges.





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We make the rest.®**

Of course KI solutions work better for you. They're made for you. No one pays more attention to customer needs than we do. We don't design our furniture to win awards (even though it does). We don't rely on one-size-fits-all solutions (even though they would make our life easier).

We find out what you need. And, we make it. The same applies to our service, distribution channels... everything we do. It's all built around knowing what you want and giving you the choice. KI solutions work, because we're working for you.

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