

| JUST DO IT!

In her new role at Herman Miller (HM), Jana takes this mantra seriously. She believes and lives by the following plan: Action, take first, fail fast. This relates to not only her work, but her personal life. She is raising three children whom she takes to the dance studio, performing arts center or the baseball field on a weekly basis. In her role as an executive and a mother, she takes every opportunity to set the right example and act as a role model, especially for her daughters. She is teaching them all about “Women Power” and reinforces it as they watch her move through the day. Go Jana!

In speaking with her, she shared trends and her thoughts about the market. Today, the biggest change we have seen in our industry is this Amazon mentality, meaning we can get all our needs met immediately upon request. It makes it difficult in our world where there are complex sales and planning that require strategy. Our customers are expecting us to provide solutions to their business challenges or obstacles they are facing in their workplace, at that same pace. As Jana mentioned, she is not sure what the answer or solution is as we are all finding this to be a challenge in all aspects of our lives.

HM spans over different vertical markets with corporations in different industries from professional services to entertainment. The change is more start up organizations that have big ideas on what they want their culture and space to be. Typically, the challenge for these organizations is that the abundance of information at their fingertips can be hard to digest. HM is working as a consultant to help blend their workplace strategy with their business strategy. In relation to physical applications (furniture), they typically will have a 3-5 business plan to execute for sale, so not interested in making these investments. It is up to HM to prove to these organizations what their return on investment would be by simple investments in product applications.

It is typical that customers are looking for a simple procurement process, single point of contact, and reliable service. HM can set itself apart is by providing a consistent experience across the country. Regardless of corporate client locations, HM has a proven approach to workplace strategy, which they use through

the “Living Office” methodology, a streamlined process that helps keep a consistency with culture and the physical environment. These methodologies have proven productivity in the workplace, attraction/retention rates, and providing a best experience for the user sitting in their environments.

Jana noted, “CoreNet provides a good balance between personal and professional development. It provides value back to partners in the industry by not only helping with the individuals, but by providing value back to our organization while helping promote brand.”



Thanks for taking the time to meet with us and to Herman Miller for being one of our Platinum Sponsors!