

Furniture 101: Navigating the Contract Furniture Industry

Course Numbers

AIA Course #: HAW-1100 – 1 LU / General Designation / Introductory
Project Planning & Design/Building Design

IDCEC Course #: CEU-123566 – 1 LU / General Designation /
Subject Code: 3. Interior Design Education/1. Instruction

Course Description

This course offers a comprehensive overview of the furniture industry, project management, and procurement processes. Participants will gain valuable insights into contract furniture, key industry roles, project phases, partner selection, pricing strategies, purchasing procedures, and installation practices. It delivers a well-rounded understanding of the contract furniture industry.

Learning Objectives

1. Learn about the definition and scope of contract furniture, the differences between open line and closed line manufacturers, and the roles and relationships between manufacturers and dealers within the industry landscape.
2. Gain an understanding of the typical phases of a furniture project, including pre-construction, schematic design, and design development, and the support and resources available during each phase.
3. Learn about the processes and purposes of Request for Proposal (RFP) and Request for Information (RFI), the benefits of early partnerships, and the steps involved in awarding a project and kicking off the design process.
4. Understand key pricing terms such as list price, budget price, and sell price, and the factors that influence furniture pricing, including price agreements and contracts.
5. Learn about the made-to-order manufacturing process, lead times, distribution, and the steps involved in furniture installation, including delivery, assembly, and post-installation services.

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