

Baylor Regional Medical Center at Plano, Texas - an adult medical and surgical hospital that is part of the Baylor Health Care System - takes a unique approach to patient care. The distinguished facility thinks of its patients as guests. And it is dedicated to ensuring all guests enjoy comfortable and elegant settings. The private, larger-than-average hospital rooms feature Internet access, soft lighting and 30-inch LCD televisions. The result is a soothing environment where healing and comfort are embraced in practice...not just in theory.

Baylor Plano, a member of VHA, the nation's leading healthcare alliance, realized considerable savings by accessing the Novation® agreement for KI furniture. Novation negotiates contracts on behalf of VHA members and is the nation's leading group purchasing organization.

In addition to Novation, KI is a preferred supplier to other supply chain and e-procurement companies. Notably, KI's furnishings complemented the building and interior architecture designed by PageSoutherlandPage, an architectural firm with specialized expertise in healthcare.

"Baylor was looking for a chic, upscale look," states Sandy Christensen of the Spencer Company, a healthcare environments and workplace consulting practice. "Baylor wanted something different from an ordinary hospital look."

Kala Heffren, also with the Spencer Company, notes the desired image was inspired by the concept of creating a "hotel-like" environment.





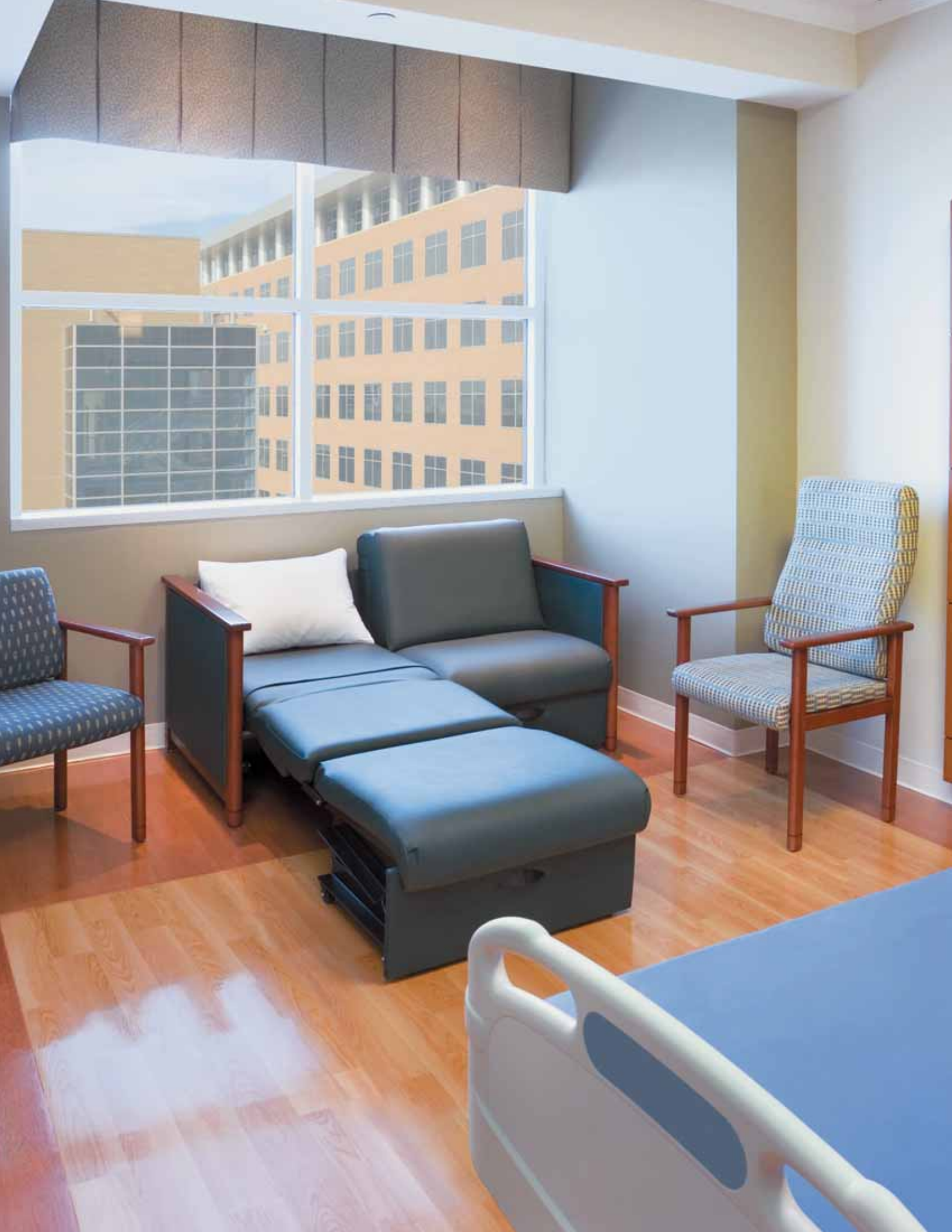
■ Warm colors and comfortable furniture create a soothing environment - KI fits this vision.

Product List

AGI Briar® End Tables
AGI Briar® Lounge Sleepers
AGI Briar® Patient Chairs
Portico® Tables
Rapture® Chairs

Project Participants

Client: Baylor Regional Medical Center
Architecture: PageSouthernlandPage
Interior Design: PageSouthernlandPage
Healthcare Consultant: Spencer Company





With assistance from a KI representative, a mock patient room was set up to show off the versatility and unified styling of the Briar line to Baylor's nursing staff. The display showed how the collection allows them to customize the seating in every room - because every patient has different needs - yet match the aesthetics throughout the medical center.

Baylor Plano guests appreciated the numerous standard features of the Briar Patient Chairs. A particular favorite is the flex back styling, which offers a soothing motion to alleviate tension. In addition, the Briar Lounge Sleepers are proving popular with visitors, many of whom stay the night in the patient's room.

The entire Briar collection strives to be soothing, stylish and convenient. For example, Briar Patient Seating has a respect for the human form while meeting aesthetic preferences, as well. Removable upholstery covers provide easy "in-field" replacement for busy hospital staff.

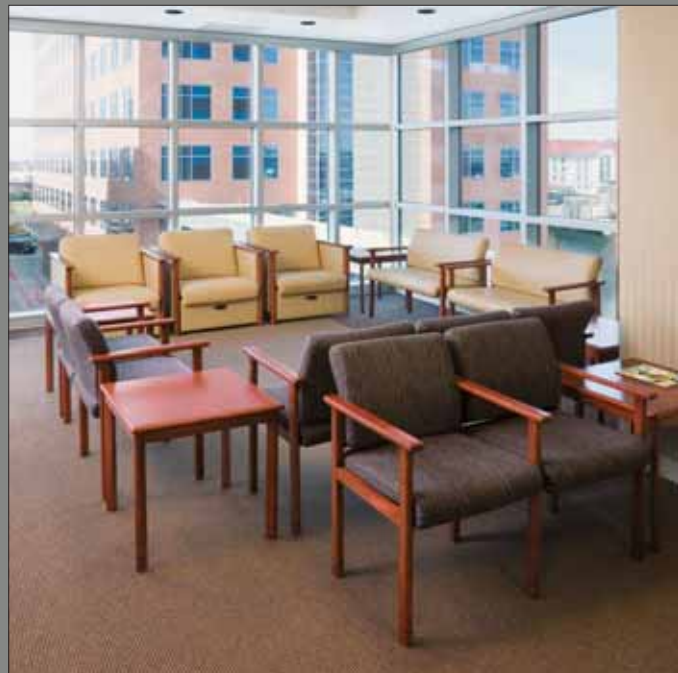
- Today's acute care facilities are patient-centered. Hospitals like Baylor Regional Medical Center want patients to be in a healing environment. The comfort, look and feel of KI furniture solutions fit this need.

The Briar Recliner supplies head-to-toe comfort. It's structurally solid and comes with a variety of functional options, from IV pole to articulating side table. Much like the patient seating, this unique recliner has an easy-to-remove upholstery cover. All that, and it looks great in any setting.

Similarly, the unique Briar Multiple Seating system offers character through contrast...and is flexible enough to accommodate space limitations.

Complementary tables accompany the entire collection to complete the look and feel of the environment.

The fact that KI is known for product and service excellence made the purchasing decision simple. "KI has a great reputation," says Christensen. "Every day in our job, we hear from manufacturers who want to show us their new products, but we work only with companies who will be around for a long time and whose work and reputation stand the test of time. KI is one of those companies."





- Everybody loves the lounge sleepers. They're so well designed, comfortable and easy to open, guests don't require the help of hospital staff to use them.

**You make the rules.
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.

KI
1330 Bellevue Street
P.O. Box 8100
Green Bay, WI 54308-8100
1-800-424-2432
www.ki.com

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