



draper fisher jurvetson

“I LOVE the One Workplace team. I have never worked with a company that has been so helpful. We went through the showroom and the Account Manager explained all the different levels of the product in great detail. She was very patient with us. And the office turned out so beautifully. The building owner actually takes people on tours through our office!”

Karen Mostes

Draper Fisher Jurvetson

Executive Assistant to the Managing Director

Imagine seven different partners, with seven unique working styles, all trying to decide upon one office solution, and you begin to get a feel for the skill needed to navigate the world of office furniture at companies such as venture capital, finance, legal, and more.

In July of 2003 Draper Fisher Jurvetson (DFJ), a prominent seed and early stage venture capital firm, moved its headquarters to Menlo Park, California. The new offices, however, had not been renovated in over 30 years. DFJ hired Kenneth Rodrigues and Partners, a leading Bay Area Architectural firm, to completely remodel the space. Rodrigues, who had worked with One Workplace in the past, knew that One Workplace's ability to skillfully navigate the complex furniture needs of a high profile client would complement his design team perfectly.

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Each of the seven DFJ partners had specific ideas about how their office should look and feel, and each office required individualized attention. The One Workplace Account Manager met with the partners individually to ascertain his or her requirements, and then put together a suite of products that met both their budget and needs. Specifications went through many revisions, and each step of the way the One Workplace Account Manager worked with each partner to make sure everything from drawer pulls to wood finishes to storage capabilities met their needs.

In addition to the private offices, One Workplace also furnished the conference rooms, boardroom, analyst and associate workstations, lobby, storage room, break room and patio. Each of these areas, particularly the meeting rooms, needed some level of approval from the partners. The One Workplace Account Manager became the key to facilitating buy in from each of the DFJ partners. She attended board meetings and made weekly visits to the office to facilitate the decision making process. She took the partners step-by-step through the process and educated them about the advantages and functionality of key furniture pieces like teleconferencing modules and conference room chairs.

The build out of the open space cubicles also required specialized attention. Steelcase Montage was used for the analyst and associates workstations, with cascading glass privacy walls to subtly differentiate between the employees' roles. This required a specific permit from the city. One Workplace negotiated on behalf of DFJ for the installation permit as well as coordinated with the building manager for all facilities needs. One Workplace dealt with many of these facilities contracts directly, leaving DFJ free to focus on more important things, like its core business.

Now, the One Workplace Account Manager continues to serve as liaison between DFJ and the property management world, functioning much as a facilities manager would. One Workplace supports all of the furniture needs of DFJ, helps plan the future of its technology furniture, and supports any rental needs for DFJ's affiliates. One Workplace has become a trusted and integral partner in helping to make DFJ facilities and operations as forward thinking as the companies it invests in.

For more information, contact us today at (800) 899.4324 or visit us at www.oneworkplace.com.

Furniture used

Front page: Montage by Steelcase.
Above: Think and Jersey Guest
by Steelcase and Monterey by
Woodtec.