



HOW WE GOT HERE: A STORY OF INNOVATION.

We believe that good ideas will get you everywhere. Over the past 30 years, we've evolved from a start-up based on the simple intent to adopt lean manufacturing to become one of the most highly regarded names in the industry. AIS has earned acclaim for product design, ground-breaking manufacturing and unparalleled sustainability across the industry and within our local and regional communities. And, our deep roots in New England are a great source of pride for us.

Tremendous growth and recognition.

AIS set out to disrupt the industry through true innovation and sustainability—a vision that has consistently paid off for our company and our customers. The talented, enthusiastic AIS team has virtually reinvented product development and manufacturing processes, helping us grow far faster than industry benchmarks and earning OFDA Manufacturer

of the Year every year since 2010. Today, with sales teams across North America and 800+ employees at our new 600,000-square-foot factory and headquarters, we've risen to annual sales of more than \$220 million. One thing, however, will never change—our commitment to superior products with industry-beating lead times and attractive prices.

A series of successes.

- 1989 Founded
- 1992 Lean manufacturing facility
- 1996 MWall and AO2 product launch
- 2001 Post-9/11 Pentagon refurbish
- 2002 Matrix product launch
- 2003 Shingo Prize for Excellence in Lean Manufacturing
- 2003 Named as Industry Week's Top 25 Manufacturing Plants in North America
- 2005 AIS launches first seating lines
- 2007 Divi product launch
- 2007 First GREENGUARD® certification
- 2011 Calibrate Casegoods & Storage product launch
- 2012 BIFMA e3 level® 2 certification
- 2013 Best of NeoCon Silver - Oxygen Benching
- 2014 MassEcon Economic Gold Award
- 2015 Best of NeoCon Silver - Aloft Height-Adjustable Benching
- 2017 AIM Sustainability Award
- 2018 750+ employees and \$200 million in sales

- 2018 Selected Manufacturer of the Year by the State of Massachusetts
- 2018 Calibrate Conferencing product launch
- 2018 Day-to-Day Tables product launch
- 2019 Worcester Business Journal's Manufacturing General Excellence Award
- 2019 MassHire Central Region Growing and Readyng Our Workforce (GROW) Award
- 2019 Boston Business Journal Corporate Citizenship Award
- 2019 Day-to-Day PowerBeam product launch
- 2019 More than 800 employees and \$220 million in sales

Ongoing recognition from the Office Furniture Dealers Alliance

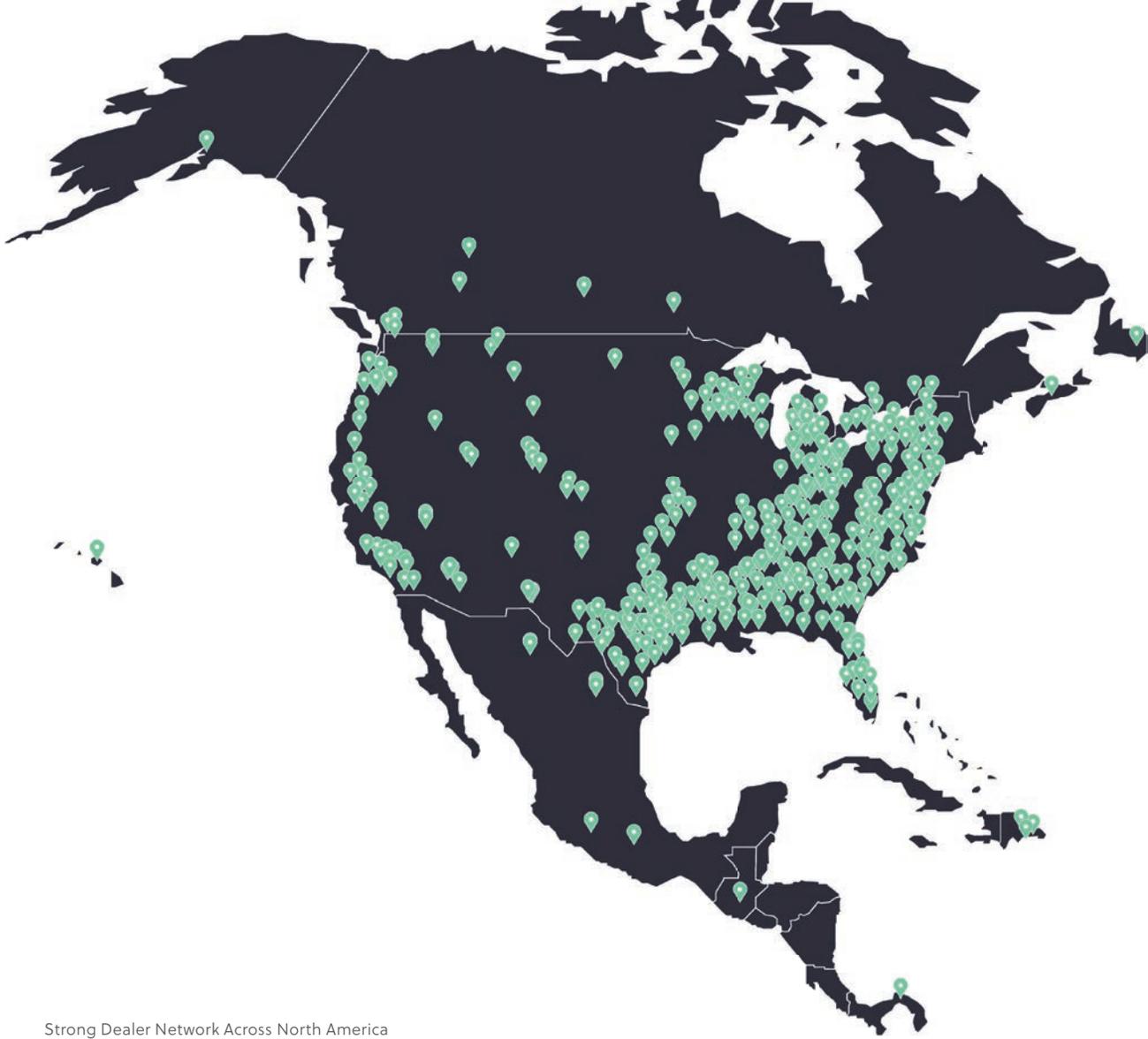
- 2008 OFDA Bronze
- 2009 OFDA Silver
- 2010-2018 OFDA Dealers Choice Award
- 2018 OFDA Dealers Choice Award: Workstations, Casegoods, Seating, Tables

More than providers. True partners.

Through a robust network of expert dealers, our employees drive to continually break new ground with inventive products and processes, and unwavering dedication to our customers and community. AIS has established itself as a partner of choice—whether furnishing a start-up space or fulfilling a new vision for a Fortune 500® firm.



2003: AIS groundbreaking ceremony in Hudson, MA.



Strong Dealer Network Across North America

Sustainable from the start.

Since the beginning, AIS has led the way in sustainability—making social responsibility and our environment a top priority. Our visionary team recognized early on that efficient manufacturing is naturally more sustainable, requiring fewer resources and less energy. We've invested in alternative energy and moved toward carbon neutrality. And as a privately held firm, AIS has greater freedom to explore innovative processes and equipment, as well as ways to eliminate wasted time, steps, inventory and resources, as we strive to inspire a greener industry overall.

Today, all AIS products are SCS Indoor Advantage™ Gold certified for air quality, and AIS systems contain at least 40% recycled materials. What's more, we've achieved BIFMA e3 level® certification on our products, and more than 50% of the power used in our state of the art facility is returned to the grid through our rooftop solar panels.

How can we help?

From the talent we hire to the way we design, manufacture and distribute our products, AIS has always thought differently.

Let us put some of that thinking to work for you.