



Your Seating Companion



Viasit has been designing seating solutions for contemporary offices since 1980.

With each product, our goal is to combine good design with aesthetics, value for money, ergonomics and sustainability so the users work healthily, are motivated and feel able to perform to the best of their ability.



Strategy: Family

Viasit represents the true essence of a medium-sized family business. A great deal of our success is based on quick decisions (thanks to short decision paths) and continuity.

At Viasit, our corporate culture is based on partnership and collaboration. Many of our team members are long-term employees. We make sure that our relationships with our sales partners and importers across the world are personal, inclusive and based on mutual trust and respect.

As a company, we are always learning. We watch our marketplace closely and are open minded to innovations and developments, because our customers' ever-changing wishes and needs drive everything we do. This is reflected in our continuously evolving product range and the host of design and sustainability awards we continue to win.

At Viasit, we are inspired and look forward to inspiring you too!

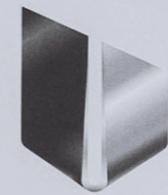
Werner & Thomas Schmeer



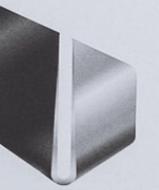


When designing our products, we always focus on people and what they need in terms of comfort, ergonomics and aesthetically pleasing surroundings.

Good design at Viasit has nothing to do with showing off - it's about finding the optimal combination of form, function and materials to provide intuitive usability, high quality and longevity.



german
brand
award



german
brand
award

The story of a Viasit product

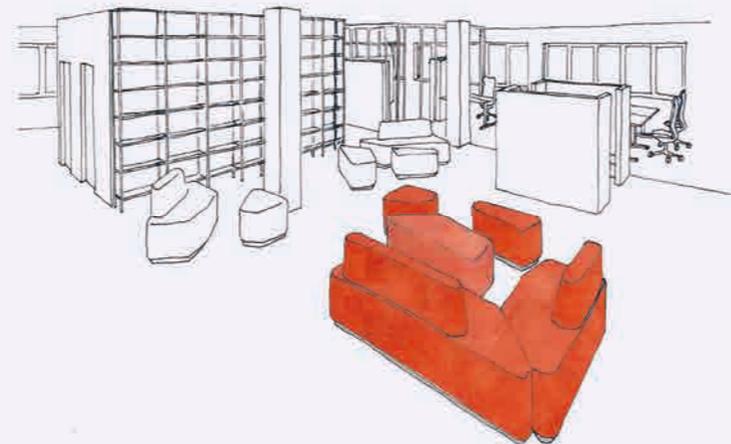
The start of the design process is to identify a need in the marketplace. We record all relevant requirements for the new product in a specifications folder.

We entrust the product design to independent designers and, depending on the requirement, rely on the fresh vision of new designers and the experience of industry veterans.

The initial conceptual sketches are created using computer-generated images and then discussed. Once the draft ideas have been thoroughly assessed and the selection whittled down, the most suitable designs are implemented. The first prototypes are created with the help of CAD data.

We engage with our component suppliers at an early stage to ensure serial production is as good as it can be from both an environmental and an economic perspective.

We place considerable emphasis on sustainability, throughout the design process. We choose materials which are healthy for users, have been produced sustainably and can be recycled in the future.



Value for money

Viasit received its first design award in 2001. Since then, our products regularly win international awards.

These include the Red Dot and Good Design Awards, Neocon awards, the German Design Award, Interior Innovation and the Mixology Award – all of which are awarded by independent juries of experts and reflect both our flair for innovation and the design quality of our products.

We are continuously proud to win so many awards and regard them as motivation for the future.

In 2017, Viasit was appointed a foundation member of the German Design Council (Rat für Formgebung). Membership of the foundation council is restricted to companies that have distinguished themselves through outstanding service and success in the fields of design and brand management.



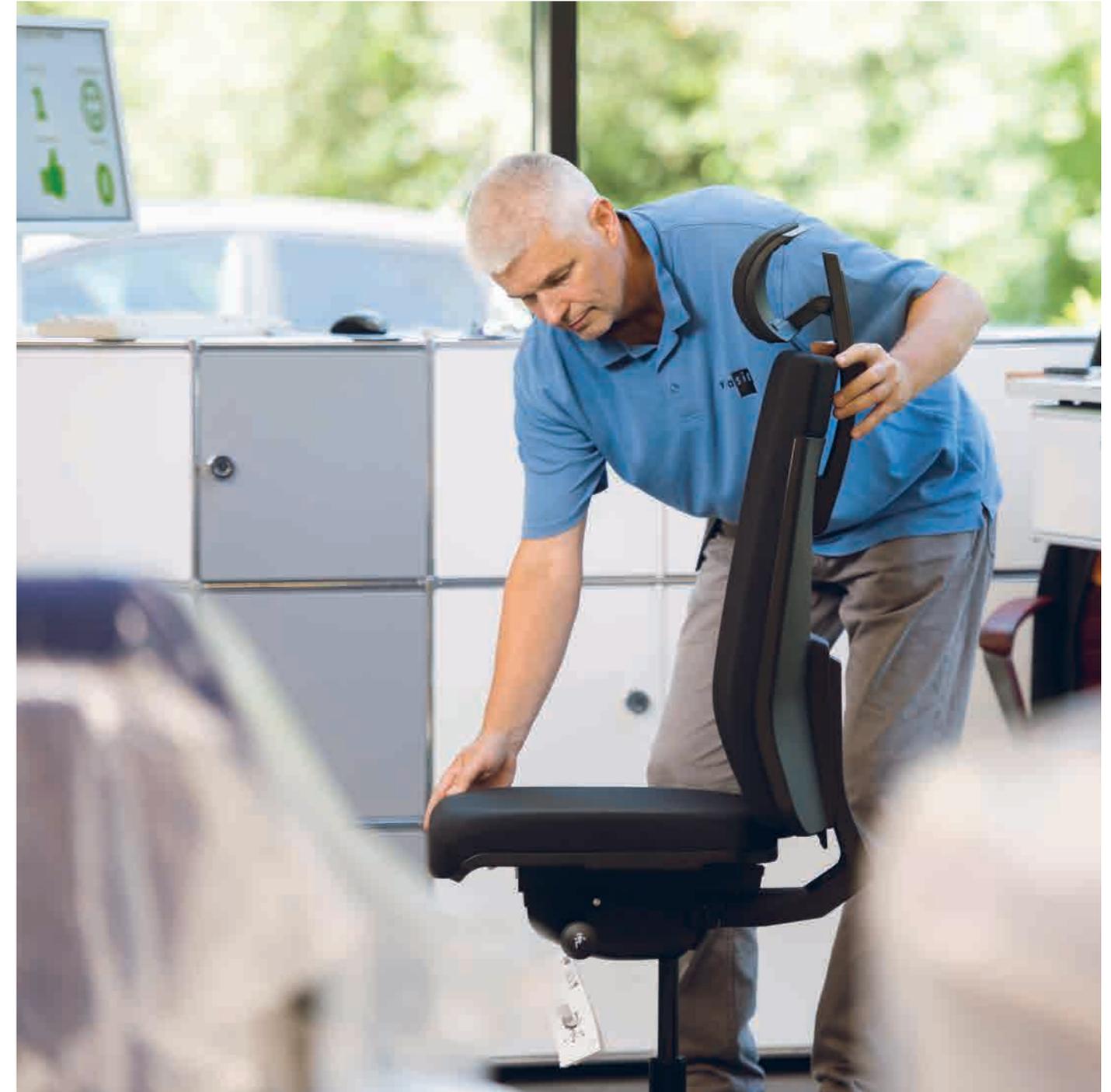
Quality, Quality, Quality.

Viasit currently produces 23 product lines, each of which features up to 230 models and countless options, and all are available to customers at any time. The resulting demands in terms of inventory control, logistics and particularly production quality are considerable.

Following final assembly, each technician is responsible for performing a thorough check

on his or her chairs using a digital route card. They then pass them on to colleagues in Quality Control, who perform an additional and final check.

Chairs are only shipped to customers once they have cleared all these hurdles.





Doing the right thing.

Everything we do is focused on people. We are responsible for the welfare of our employees, our customers and the neighborhood of our sites. This is why environmental and health protection is integral to our corporate strategy.



Sustainability is a corporate objective

Sustainability at Viasit means only drawing on the resources from the environment that can be naturally regenerated. We are getting closer to this goal every year, with every chair that we make, with intelligent solutions throughout the value chain, starting from environmentally sound product design through to the recycling of chairs at the end of their useful life.

This means valuable raw materials are used more and more to make new chairs rather than ending up in landfill.

Viasit achieved EMAS certification in 2017. EMAS is the most stringent system for sustainable environmental management and stipulates requirements that go far beyond ISO 14001 standards.

EMAS certification requires us to create new and clearly quantified environmental objectives each year, which we are then obliged to achieve. To ensure transparency in terms of our environmental performance, we produce an annual environmental statement which is available on our public website.



The things we look out for

- 1** We are committed to using natural resources carefully across all our work processes and to adopting sustainable working practices, because we want to leave our children and grandchildren with an environment that is still intact.
- 2** We think about the end result from the very beginning of the product design stage and use materials and processing measures that favour 100% recycling rates (if at all possible) in the future.
- 3** We develop reliable products that can be used for many years thanks to the quality of materials and timeless design.
- 4** We use environmentally certified materials and fabrics for all our products.
- 5** Our logistics personnel choose the best routes, adopt environmentally friendly practices and comply with the latest emissions standards when delivering our products to their final destination.
- 6** We reclaim used products at the end of their service life and feed them back into the materials cycle.



Customer service drives everything we do.

We are a medium-sized family business, so the short decision paths mean we could not be any closer to our customers – whether before, during or after a sale.

Viasit's own Service partners deliver our products to the customer's workplace at the time agreed. Our partners install the products and remove any packaging.



Logistics

We keep our promises, and this goes beyond product and service quality alone. Every year we invest significant resources to continue improving our logistics.

Our own Logistics Team supported by our logistics partners ensure your products are delivered on time and in impeccable condition. For each contract or order we take the necessary steps to ensure timely production and smooth delivery, no matter how tight your schedule might be.

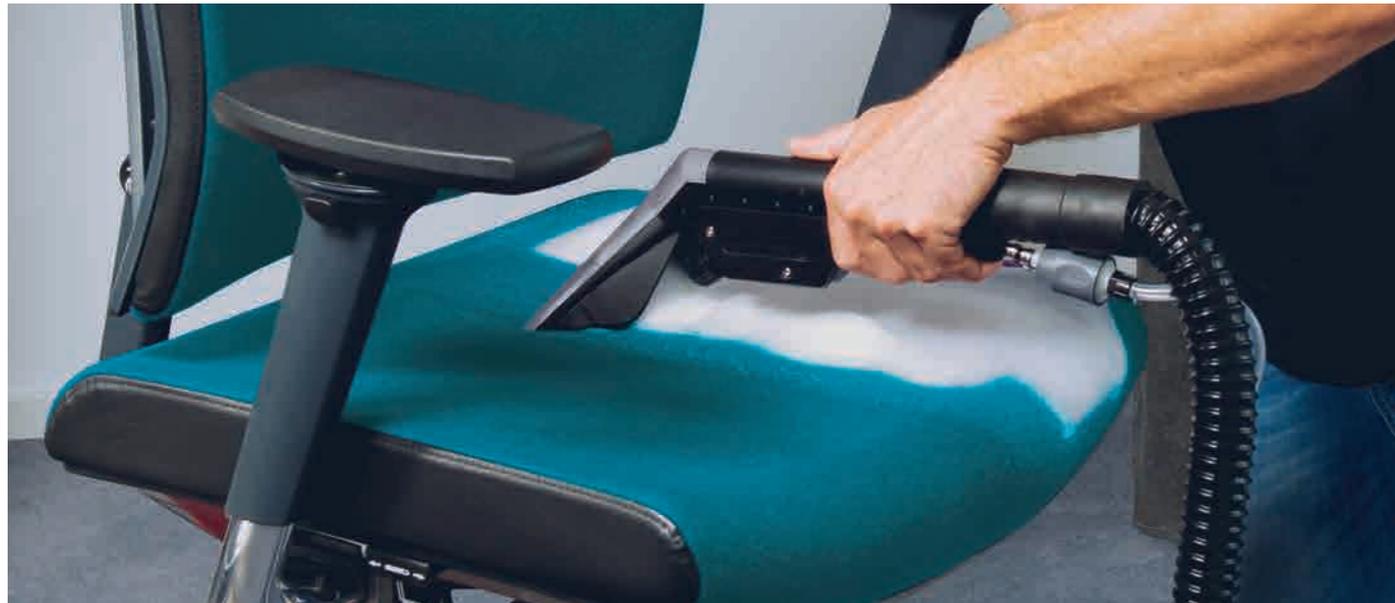


Maintenance and care

We do what we can to maintain the value and extend the service life of your office furniture.

Why not let our technicians check out your chairs on a regular basis? We are also happy to provide our maintenance service on site to minimise any disruption to your operations.

- Maintenance of all Viasit products
- Replacement of functional components
- New upholstery and covers
- Nano coating to repel dirt
- Service available on site



Leasing

Leasing frees up capital, improves liquidity and offers tax benefits for your business. These are all possible arguments, including when purchasing office furniture,

for considering this alternative financial instrument. We are happy to advise you on how to use leasing as a simple, no-fuss tool for extending your investment options.





Viasit products

The modern office is mobile and digital, can be an “open space” or at home, and is becoming increasingly heterogeneous as a place of work.

Workplace design has a direct impact on the satisfaction and creativity of employees.

At Viasit we help you to exploit the full potential of your office.





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Chairs

The choice of chair is more important than anything when it comes to creating a healthy workplace, and for the health of knowledge workers in the age of the digital office, a top-quality ergonomic chair that favours dynamic sitting through a range of useful functions is absolutely essential.

Viasit also supplies functional chairs designed for visitors, conferences, and events – all produced to the highest quality.





Soft Seating

The new office world is changing the way we communicate. There is a growing demand for spaces for multimedia-based exchanges and informal communication, as well as quiet havens for concentration without distraction. The idea is to create the kind of flexibility where all this can be integrated into open spaces. These requirements have prompted Viasit to develop the “Organic” product series.







Modular furniture with System4

The freedom to create, dismantle and reconfigure set-ups featuring tables, shelving, sideboards and integrated acoustics solutions. System4 offers you the flexibility to keep pace with your life and your ideas. The classic design, based on Swiss engineering, fits seamlessly into any design concept.

Tables

Whether it's the individual TRI table or the Conbrio system, Viasit leaves nothing to be desired when it comes to quality and flexibility. Robust, beautiful and functional table solutions for workplaces, conference and seminar rooms complete the product range perfectly.

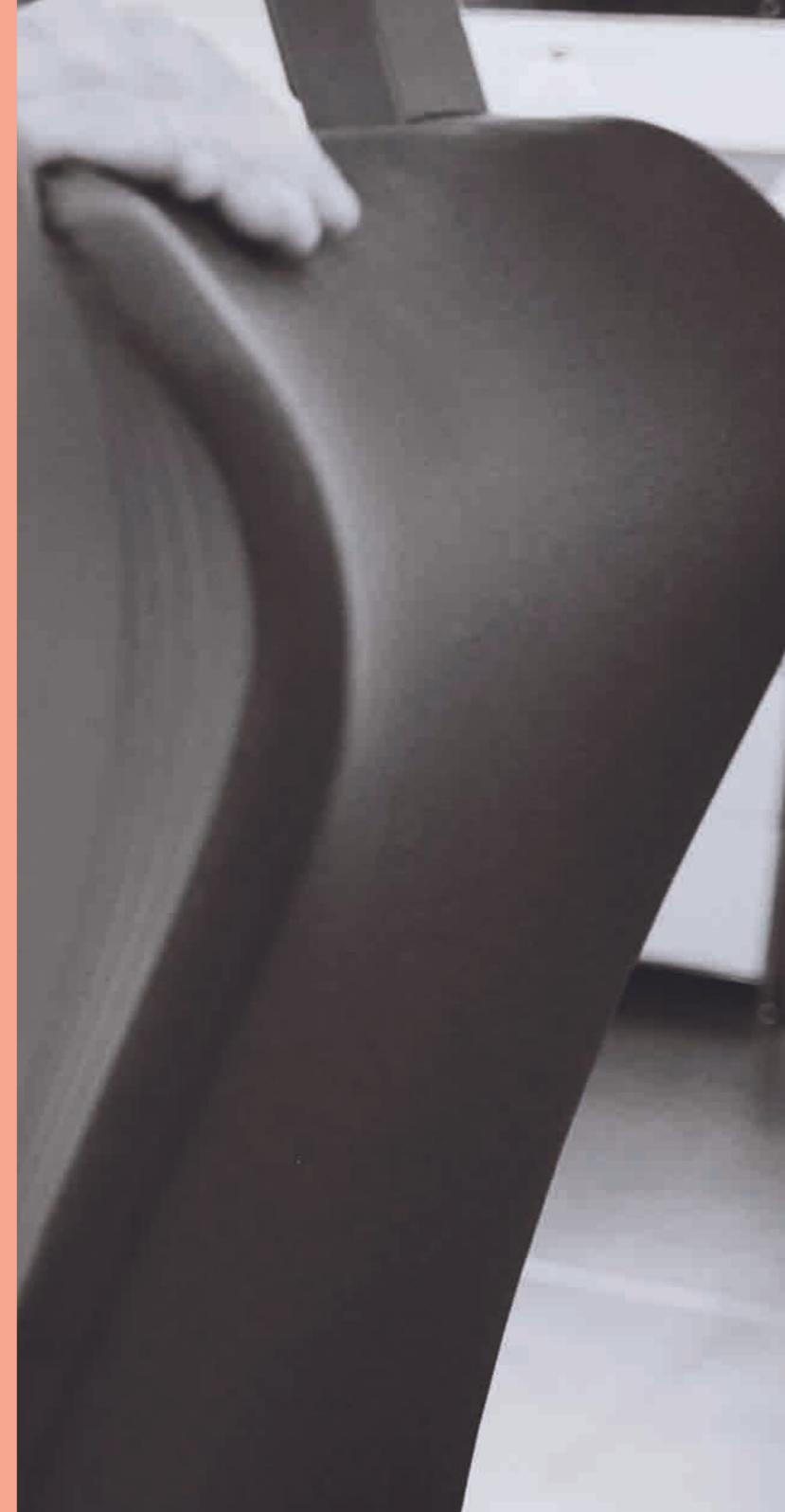




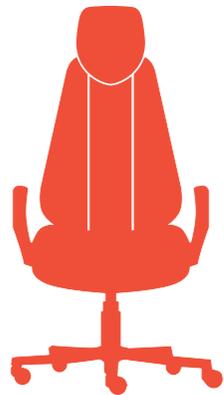
From a regional start-up to a renowned furniture manufacturer. As ambitious as ever.

We started out in 1980 as a small outfit with bags of ambition. Today, Viasit has developed into a furniture manufacturer with an international reputation.

Viasit stands for professionalism, reliability, flexible and customer-focused solutions, and treating people fairly. These values are practiced by management and employees across the production, logistics, administration and sales areas every day.



A success story



1980 Alfons Weber and Werner Schmeer found "Variasit".

1980 Production and business premises are purchased in a former paper factory in Wörschweiler.

1981 The company is renamed Viasit.

1990 The office furniture manufacturer Schaerf AG acquires a minority interest in Viasit.

1991 New production and administration facilities are built in Neunkirchen.

2000 Expansion of the company headquarters, increasing the space to 8,700 sq. mtrs.

2000 The Futura chair series is launched with its own distinctive design elements (investment volume of 1.5 million Euros).

2001 Good Design Award for Futura. The first design award!

2005 70 employees.

2005 Viasit launches "Magnum" with automatic Kinetic-swing technology.

2006 System4 furniture system is added to the range.

2006 Shares repurchased from Samas. Viasit is a 100% family business once more.

2010 The subsidiary known as Viasit International Ltd., London, is founded.

2010 Viasit launches Scope with its pendolo mechanism – the most expensive in-house development to date.

2011 Thomas Schmeer becomes Managing Director as Alfons Weber retires.

2012 Showroom opened in Tilburg, the Netherlands.

2016 Annual turnover exceeds EUR 30 million for the first time.

2016 Viasit starts its collaboration with Amardeep, India.

2016 Viasit signs the Charter for Diversity.

2017 Viasit becomes a foundation member of the German Design Council.

2017 First certification in accordance with EMAS.

2017 Viasit wins the German Brand Award.

2018 Nominated for the 'Große Preis des Mittelstandes' (an award presented to medium-sized companies).

1980 – 1989

1984 Simultan, the first chair series developed in house, is launched and dominates the Viasit range for over a decade.

1985 "Meeting" the first table series, is launched.

1990 – 1999

1992 Sales partnership with Burgtec, Australia.

1994 Samas AG acquires Schaerf.

1996 First certification in accordance with ISO 9001.

2000 – 2009

2006 Sales operations in France are expanded.

2006 First certification in accordance with ISO 14001.

2008 Showroom opened in Paris.

2010 – 2015

2014 "Organic" series is launched, adding soft seating to the Viasit range.

2015 Viasit starts supporting S.O.S. Kinderdorf e.V.

2016 – 2018

2018 New showrooms opened in Frankfurt and Stuttgart.

2018 140 employees.

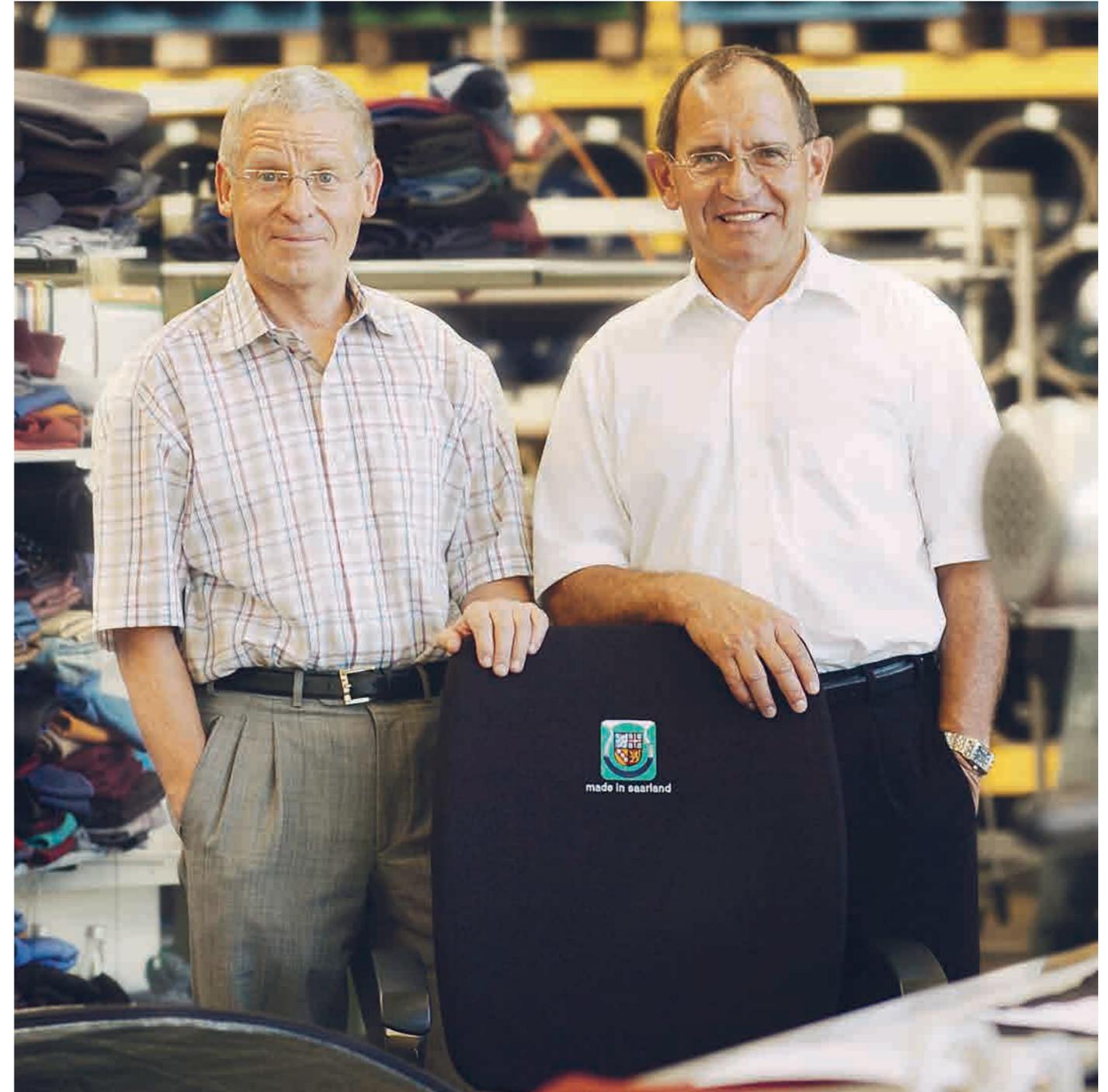
2018 Range features 23 product lines, sales partners in four continents.

2019



From an early stage, company founders Alfons Weber and Werner Schmeer concentrated on developing products in house

to a high standard of design, and this approach laid the foundations for the continuous growth that has followed.



Viasit in numbers

700

units a day are produced in Neunkirchen

~150

fabric and leather varieties in our standard range

95%

sourcing from Europe

175.000

units

produced a year

42%

Export share

The "Scope" office chair is available in

350.000

versions

employees in total

143

0,5% 98%

of all Viasit office chairs are supplied in black or grey

of all office chairs are supplied in white

9

companies listed on Germany's DAX index are Viasit customers

Viasit is represented in

26

countries

11

from

13

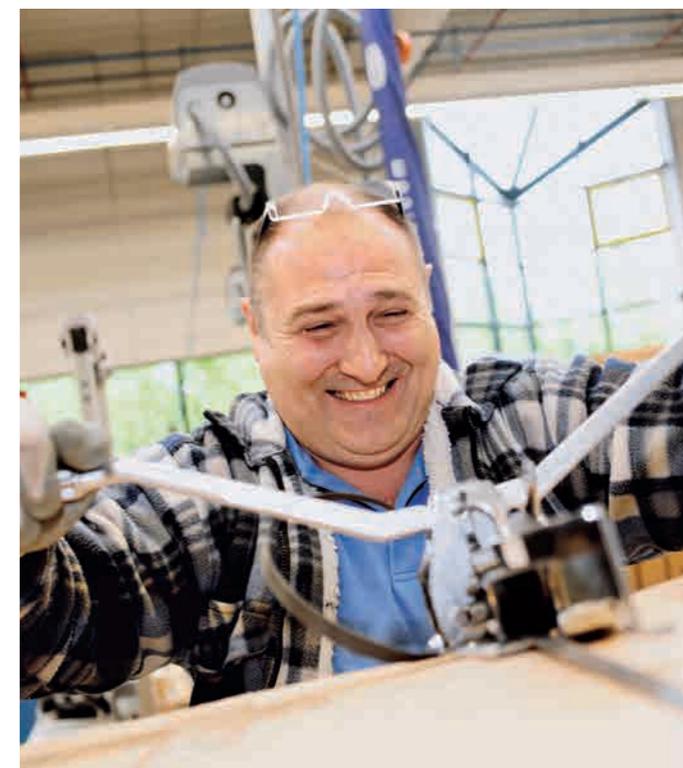
countries



Integration instead of exclusion

Viasit signed Germany's "Diversity Charter" in 2017. This means we are committed to creating a working environment free from prejudices and exclusion – whatever people's

age, religion, nationality, gender or sexual orientation. We are therefore, establishing an open corporate culture for our employees based on inclusion and mutual respect.



Structural change in Neunkirchen

The iron works in Neunkirchen was once synonymous with the town and used to employ 12,000 people. The land where its blast furnaces stood until 1982 – providing a living for local people, but creating plenty of soot and dirt in the process – is now home to Viasit's

environmentally friendly factory, which covers 8,700 m² of floor space in the middle of a pleasantly green site. It serves as an example of successful structural change in the former steel and coal landscape of the Saarland region.





The newly configured administration floor at Viasit features “benches” that promote communication, quiet havens for retreat and open spaces.



Employees were given a chance to state what they wanted from their future workplace during workshops.



Thanks to our network of strong partners, we have a presence on four continents.

With our own showrooms in Neunkirchen, London, Paris, Tilburg, Frankfurt and Stuttgart, and at our sales partners, you can try our seating solutions, check out the materials used and see the quality of our office furniture for yourselves.

You can also talk to people about how to plan your office projects.

International trade fairs at home and abroad give Viasit and its partners the chance to show we are in tune with the times.

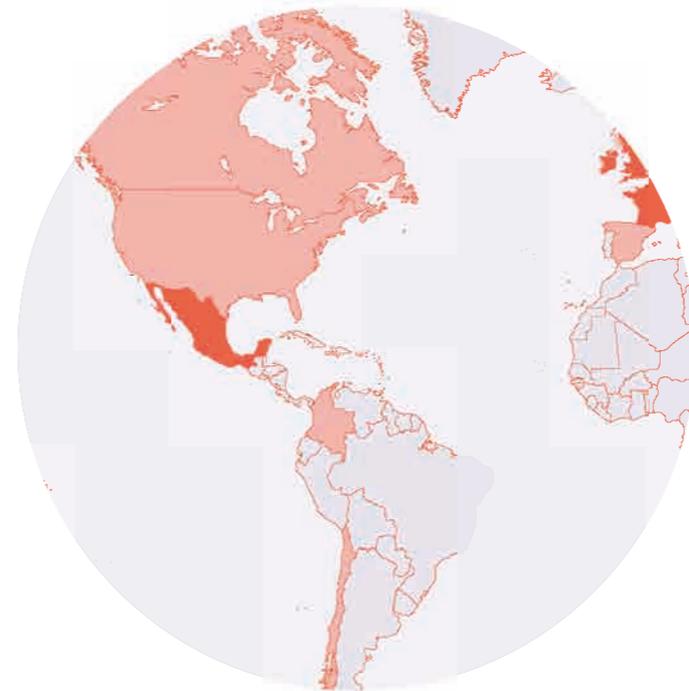
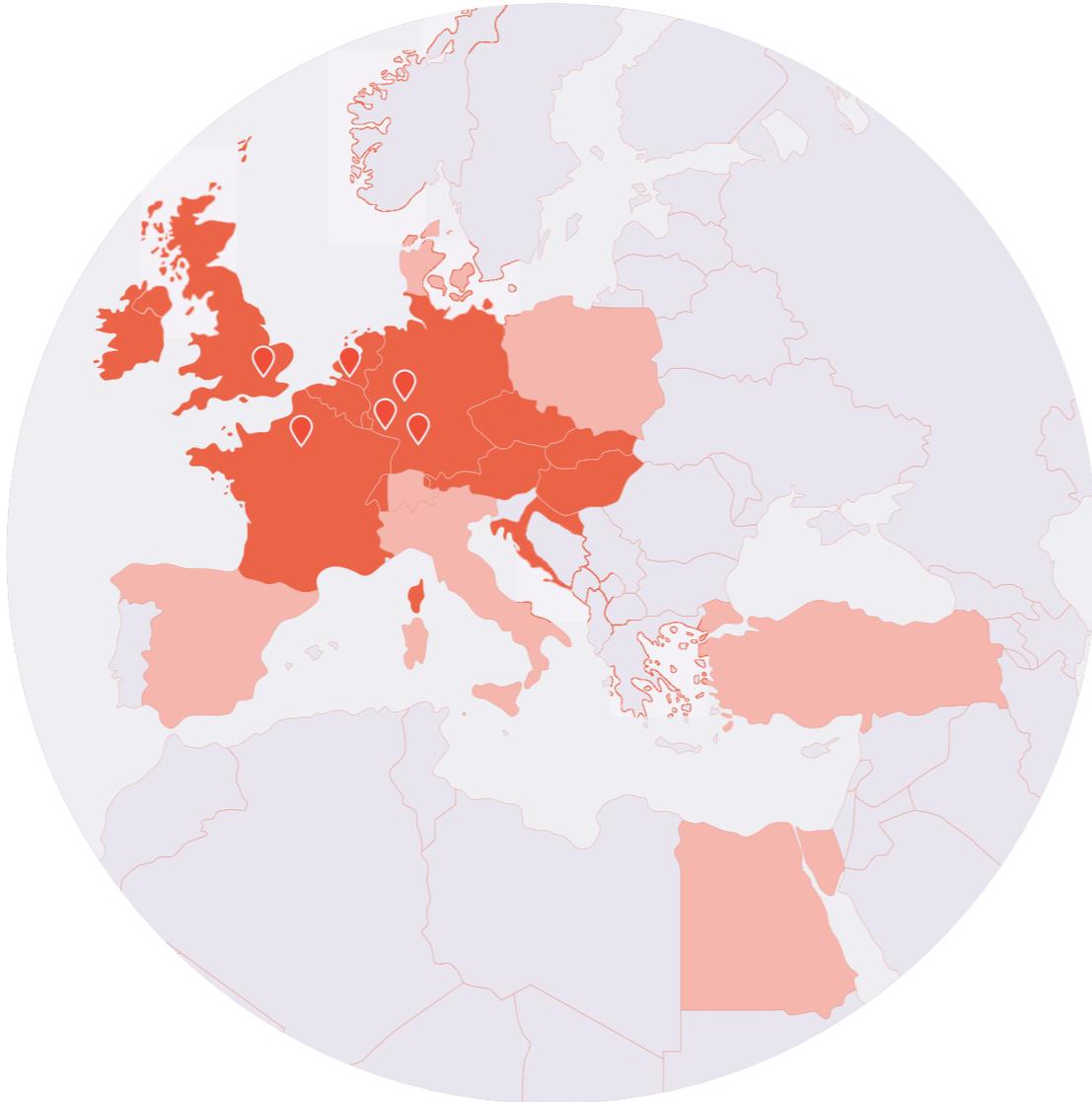


Viasit worldwide



- Viasit sales and dealer network
- Exclusive importer
- Showroom

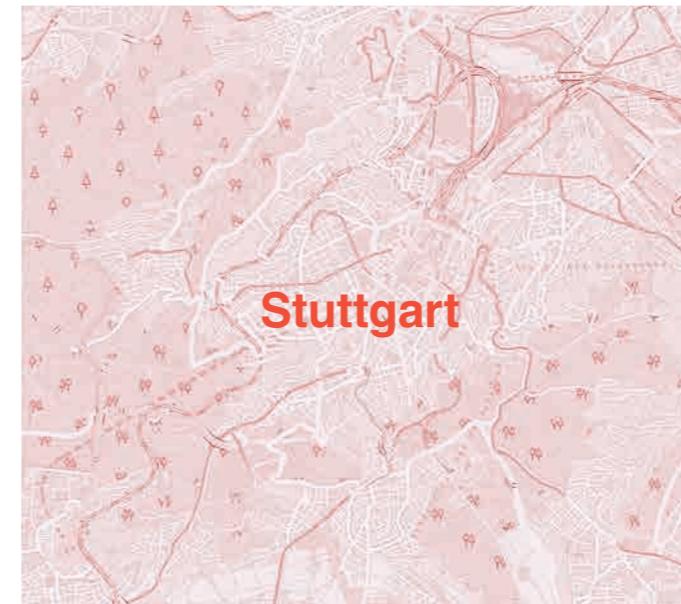
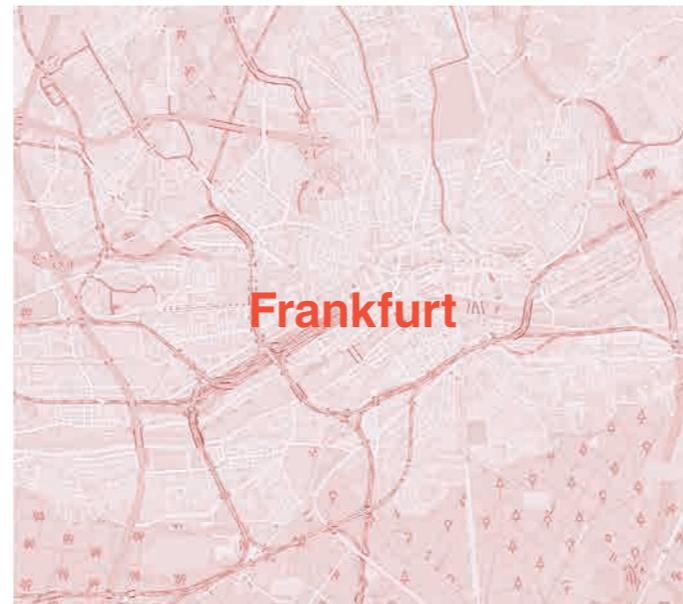
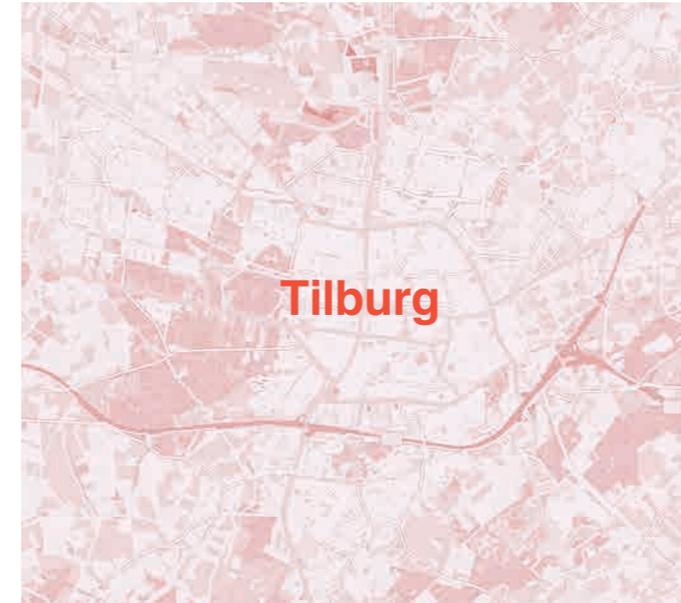
- Europe**
- Germany
 - France
 - United Kingdom
 - Belgium
 - Netherlands
 - Ireland
 - Croatia
 - Austria
 - Slovenia
 - Switzerland (French-speaking)
 - Czech Republic
 - Hungary
 - Denmark
 - Italy
 - Poland
 - Spain
 - Switzerland (German-speaking)
 - Turkey



- America**
- Mexiko
 - Canada
 - U.S.A.
 - Colombia



- Asia**
- United Arab Emirates
 - Qatar
 - India
- Australia**
- Australia
- Africa**
- Egypt



Showrooms

Viasit International Ltd.
104-110 Goswell Road
London EC1V 7 DH

Viasit Design Center
97, rue Réaumur
75002 Paris

Viasit Nederland
Jules Verneweg 94a
5015 BM Tilburg

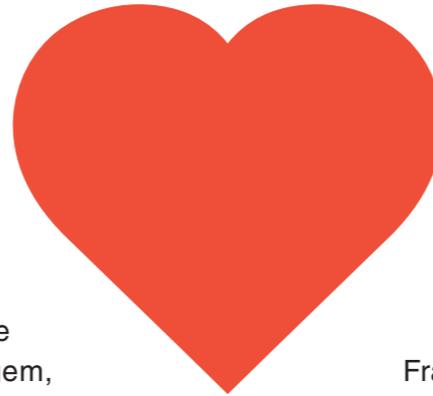
Viasit Bürositzmöbel GmbH
Boxbergweg 4
66538 Neunkirchen

Showroom Frankfurt
Hanauer Landstr. 186
60314 Frankfurt / Main

Showroom Stuttgart
Sigmaringer Strasse 107
70567 Stuttgart

References

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