

Press release

Sales performance of Wilkhahn subsidiary *foresee*™ continues to show positive development

In January 2005 office furniture manufacturer Wilkhahn from Lower Saxony, Germany, established an independent company that emerged out of the business segment of "future work environments". In spite of the investment involved in setting up the company, *foresee*™ GmbH posted a positive result in the first business year. And sales are still on the increase in the current year too.



The InterWall is, for example, used at Siemens Munich for interactive visualization in conference settings.



The InteracTable links up teamwork in the training centre of the ETH Zurich in Bergell with the research team in Zurich.

Bad Münders. *foresee*™ GmbH develops and sells interactive roomware concepts and furniture for globally networked teamwork as well as for interactive showrooms and events. The company therefore concentrates on the interface between space, processes, digital technology and human needs. Interactive furniture helps to prevent media and process disruption between individual work and teamwork, and allows the networking of globally distributed work groups.

foresee™ has since shown in numerous projects that this form of collaboration and presentation is no longer a dream of the future: "We have proven that innovation is achievable. For interactive conference interiors, locally or globally networked teamwork, intelligent learning environments or innovative customer consultation – our customers use Roomware in many different ways", *foresee*™ managing director Frank Sonder explains. The company therefore develops solutions that are perfectly customized to the task in hand.

Wilkhahn Managing Director Dr. Jochen Hahne has every reason to be proud of the subsidiary company: "The products of *foresee*™ are no longer in their infancy but have long since come of age. For many customers, an innovative style of work has become an integral part of daily work and facilitates many processes. I am convinced that this business will continue to develop positively." In foreign markets in particular, people are very open-minded towards truly new solutions. In London, Dubai or Moscow – *foresee*™ is on board as a partner in many trendsetting projects.



Customized: the InteracTable in the VIP area of the exhibition stand of INTECO merges perfectly with the stand design.



Russian Economics Minister German Oskarowitsch Gref and Head Town Planner of Moscow Alexander Kusmin were also intrigued by the result.



"We put everything on the table" Hanover's theme for Expo real is truly reflected by the InteracTable

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For example: German-Russian cooperation

foresee™ carried out an extensive project with Hamburg architects Bothe/Richter/Teherani (BRT) and software partner MACINA for INTECO, which is one of the largest real estate companies in Russia: the initial briefing was the design and development of an exhibition stand at the MIPIM in Cannes, Europe's most important real estate fair. Several InterWall® and InteracTable® units were integrated into the stand designed by Hadi Teherani. This allowed visitors and sales staff to share the interactive experience of real estate projects.

This form of interaction convinced the BRT architectural company and the investor to such an extent that *foresee™* products will also be used in future collaboration. For this very purpose, a further InteracTable will be installed in Hamburg shortly which will be networked with the INTECO project office. This will permit a more efficient process of discussion and agreement as current project plans can be worked on jointly online and amendments can be carried out in real time.

For example: expo real

The InteracTable will also be in the limelight when the city of Hanover is presented in the autumn at the Expo Real in Munich, the International Commercial Property Exposition. In collaboration with the DA CAPO Agency from Hanover, an exhibition concept will be presented that will enable real estate specialists to navigate through Hanover by means of interactive satellite images.

Last but not least, *foresee™* products are in use in many conference and project work spaces.

At a Swiss bank, at the OECD in Paris or at the Regus Business Centre in London.

The interactive concepts and products of *foresee™* mark a decisive step, especially for project-oriented cooperation of globally distributed teams: apart from the fascination with the innovative function, processes can be accelerated quite considerably and travelling time and cost can be reduced so that investments pay off quickly. In view of extensive property development projects by large European architectural companies, *foresee™* sees great business potential in this segment in coming years too.

Eagerly awaiting further developments ...