

# Beyond the Desk.

Exploring the Future of Workspaces

## From Fit Out to Fulfilment: How a Strong Furniture Wholesaler Enables Successful Commercial Projects

In commercial environments, furniture is never just furniture.

Behind every successful office fit out, education space, healthcare facility or government workspace is a complex chain of planning, coordination and execution. While designers, project managers and installers are often front of mind, one critical partner is frequently underestimated: the furniture wholesaler.

A strong commercial furniture wholesaler plays a central role in ensuring projects are delivered on time, on budget and to specification. From product consistency to logistics and after sales support, the wholesaler is the link that turns a great design concept into a functional, real world outcome.

For OLG Office, we work closely with our reseller partners, designers and project teams across Australia, to do just that.

### The Growing Complexity of Commercial Furniture Projects

Workplaces are evolving to support hybrid work, collaboration and wellbeing. At the same time, organisations are demanding faster delivery, tighter budgets and higher levels of compliance and sustainability.

Many projects now involve:

- Multiple product categories across large footprints
- Staged rollouts or multi site installations, state and national
- Strict compliance and certification requirements
- Consistent finishes and specifications across locations
- Shorter lead times and less tolerance for delays

In this environment, relying on fragmented suppliers or inconsistent stock availability introduces unnecessary risk.

This is where the role of a commercial furniture wholesaler becomes critical.

### Ensuring Product Consistency Across the Entire Fit Out

One of the most common challenges in large commercial projects is maintaining product consistency.

Small differences in finishes, dimensions or comfort can undermine the overall design intent, especially across multi floor or multi site rollouts. A strong wholesaler mitigates this risk by:

- Offering a curated range of commercially proven products
- Maintaining consistent specifications across production runs
- Supporting repeat orders for expansions, replacements or future stages



OLG's product ranges are designed for scale. This ensures that when a project grows, relocates or refreshes, you can rely on continuity rather than starting from scratch.

### Managing Availability, Lead Times and Risk

Delays are costly in commercial projects. A dependable wholesaler plays a key role in minimising risk by ensuring:

- Reliable stock availability
- Clear communication on lead times
- Contingency options if specifications change

Rather than sourcing products from multiple suppliers, working with a wholesaler allows project teams to consolidate procurement. Simplifying timelines and reducing the likelihood of unexpected disruptions. This predictability is invaluable, especially when projects are tendered with fixed delivery milestones.

### Logistics That Support Projects, Not Complicate Them

Commercial furniture logistics are not the same as residential deliveries. Projects require careful coordination, including:

- Staggered deliveries aligned with installation schedules
- Site specific access and compliance requirements
- Bulk handling and damage prevention
- National distribution for multi location projects

As a capable wholesaler understanding these complexities and structuring logistics, accordingly, ensures furniture arrives when and where it's needed, ready for installation and fit out schedules. This behind the scenes coordination is often what separates smooth project delivery from costly last minute issues.

### Supporting Designers, Dealers and Project Managers

A commercial furniture wholesaler is not just a supplier; they are a partner.

Strong wholesalers support project teams by:

- Assisting with product selection and alternatives
- Providing technical data, specifications and certifications
- Supporting tender documentation and compliance needs
- Advising on suitability for different environments
- Warranties that are adequate for commercial use, enabling product use and longevity.

Additionally, working consistently with a single wholesaler, who can support the entire fitout is highly beneficial. It provides a clear point of contact for any questions or additional support the end user may need. This consistency also helps ensure product reliability, particularly in a commercial setting where some wholesaler partners may offer warranties that are not sufficient. Prioritising products with a minimum 10-year warranty and partnering with a wholesaler that delivers consistent quality and support is therefore essential.

At OLG Office, we are proud to support Australia's commercial furniture market by doing exactly that.