



PlanSCAPE<sup>®</sup>



DEDICATED TO  
MODERN LEARNING  
ENVIRONMENTS





# THE QUALITY YOU KNOW. THE POSSIBILITIES YOU MAY NOT.

This is about building the future. Where others see an empty space, we see endless possibility. It's decades of experience, while constantly looking forward. It's an attention to detail and sense of unbridled imagination done for a higher purpose. Because we believe a conversation now can affect interactions for a lifetime. With Virco PlanSCAPE, our mission is to help you with solutions you may not know exist.

From the first iconic chair and desk, we have been America's trusted brand building state-of-the-art products here in the USA. Fueled by the quality and experience of Virco, PlanSCAPE means the perfect campus is within reach. From planning and design, to procurement and installation, we do it all for you at any budget.

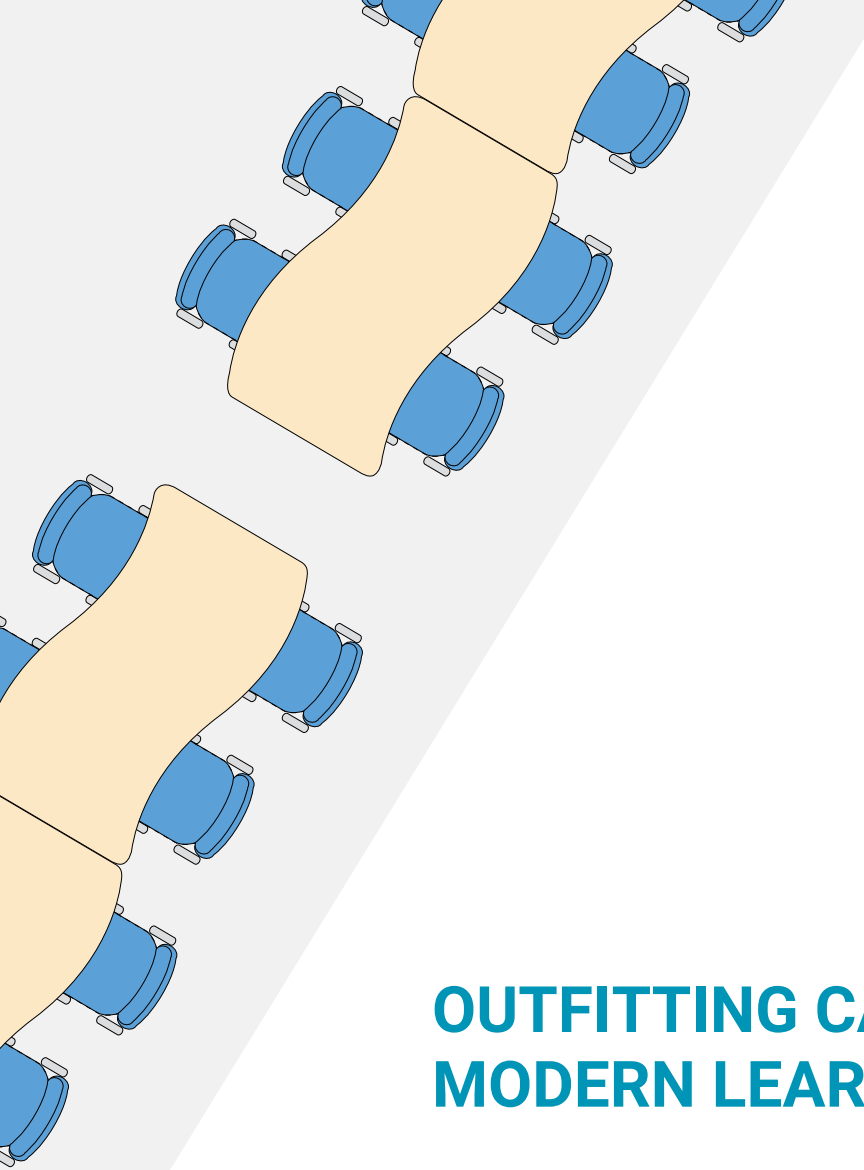
**Virco PlanSCAPE®.** *Dedicated to modern learning environments.*

## OUTFITTING CAMPUSES FOR MODERN LEARNING

# ONE CLASSROOM AT A TIME

PlanSCAPE provides solutions for dynamic environments with transformational furniture. Our 21st Century Classroom solutions deliver the tools necessary to facilitate learning in all of its modern forms. Collaborative activity tables and desks can be grouped in a variety of ways from tiered classrooms to stand-up workstations to interactive hubs or independent study areas. Healthy Movement seating further supports active learning offering ergonomic movement for improved comfort and concentration. Technology-ready tables and mobile storage keep classrooms up to date and organized.





## OUTFITTING CAMPUSES FOR MODERN LEARNING

# ONE COMMONS AREA AT A TIME

Encouraging inquisitive minds and the exchanging of ideas – PlanSCAPE’s commons solutions create comfortable environments that inspire collaboration and group engagement. For instances where independent study is preferred, our solutions can be easily reconfigured into settings that support self-learning and exploration.





## OUTFITTING CAMPUSES FOR MODERN LEARNING

# ONE FLEX SPACE AT A TIME

The 21st Century campus is all about flexibility and collaboration. Today's classrooms are dynamic and engaging – giving students and teachers the opportunity to create unique educational spaces. The best solutions are often those that enable a variety of learning and activity zones within the same classroom offering choices to accommodate all learners and learning styles.



## OUTFITTING CAMPUSES FOR MODERN LEARNING

# ONE CAFETERIA AT A TIME

Stylish, functional and hard-working – an array of options for diverse dining settings. From lounge furniture to large-scale tables, to café tables and seating, our assortment of dining and cafeteria solutions are designed to fit any space.

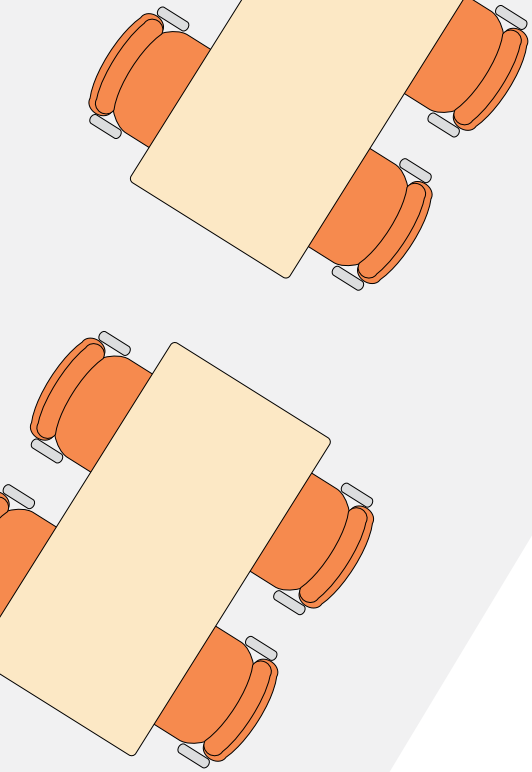




## OUTFITTING CAMPUSES FOR MODERN LEARNING

# ONE PERFORMANCE CENTER AT A TIME

From theaters and stages to music rooms and auditoriums, today's campuses offer diverse spaces for artists to shine. PlanSCAPE solutions for these unique environments include theater arts furniture such as wardrobe and make-up stations and scene construction tools and accessories; seated and standing risers, music and conductor stands, podiums, chairs, and carts as well as costume and music storage.



## OUTFITTING CAMPUSES FOR MODERN LEARNING

# ONE STEM SPACE AT A TIME

Taking learning to the next level – solutions that support the next generation of great thinkers. By encouraging innovation and hands-on learning, our Makerspace and STEM solutions provide spaces that foster communication, collaboration and experimentation.




## OUTFITTING CAMPUSES FOR MODERN LEARNING

# ONE MEDIA CENTER AT A TIME

The Library or Media Center of today is a true multi-functional space. Zones are created to accommodate technology, social interaction, training, project-based activities as well as reading areas and spaces for introspective study. Furniture selection is often a mix of flexible table-based arrangements in stand-up and seated heights paired with soft seating to create informal group and individual learning spaces.





“When you’re furnishing a school, it’s important to have a vision, but what’s most important is to find a partner to help you realize that vision. For us, Virco has been an ideal partner.”

**DARIN HEADRICK**

*Superintendent | Kiowa County Schools | Kansas*




# INVESTED IN INNOVATING SOLUTIONS FOR MODERN LEARNING

A truly comprehensive solution—as a manufacturer and distributor offering full scope project management—PlanSCAPE furthers Virco’s mission to create a positive impact through a commitment to the modern learning experience.

With Virco PlanSCAPE, your ideas and pedagogical goals will be supported by an experienced team of K-12 learning environment professionals. This team truly understands the unique set of requirements and challenges you may face. As a value-added service, PlanSCAPE is designed to complement Virco’s product line—turning educators’ ideal solutions into reality.

PlanSCAPE’s phased approach to projects engages experts to guide your project from visioning, planning, design, and procurement to installation management and close out, and it’s all done with the peace of mind that decades of industry leadership can provide.





# OUR COMPREHENSIVE 4-PHASE PROCESS MEANS YOUR PERFECT CAMPUS IS WITHIN REACH

Whether it's a new campus or a renovation, our PlanSCAPE team will be there, working with you step-by-step on each phase of your project, from visioning to final sign-off.

## 1. DESIGN PHASE

Define the project scope in terms of space, product selection, design and timeline.

## 2. PROCUREMENT PHASE

Secure products and services. Plan delivery schedule.

## 3. INSTALLATION PHASE

Receive, assemble, and install products. Verify satisfactory completion.

## 4. CLOSING PHASE

Resolve open issues. Finalize administrative tasks and conduct lessons learned.

# THE IMPORTANCE OF DESIGN

**PlanSCAPE recognizes that no two schools are exactly alike.**

That's why we don't use a "one-size-fits-all" approach to furniture and equipment packages. Instead, we work with you to understand your vision and expertly assess your school's individual needs and requirements to find the solution that's right for your school. A thorough PlanSCAPE needs assessment includes an evaluation of your school's learning environments; space-planning challenges; furniture and equipment preferences; and delivery and installation deadlines. When designing your ideal environment, you get the assurance that your school's FF&E requirements have been comprehensively analyzed and state-of-the-art tools have been used to expertly create a solution that achieves your school's vision.



# PROCUREMENT IS PARAMOUNT

Virco's vast product inventory as well as a large array of vendor partner products complement the full design of your space with the added advantage of great lead times for thousands of furniture and equipment items. Using Virco's comprehensive contract with OMNIA Partners, Public Sector or the state or national contract that best suits your situation, you can purchase furniture and equipment through Virco PlanSCAPE at excellent prices. Whether we are manufacturing products for your space or procuring from one of our many vendor partners, we are closely monitoring the progress of this phase. A dedicated PlanSCAPE Project Facilitator will be tracking the status of each product on your order working with production, purchasing, traffic and logistics, and field service to make sure that your products are ready and shipped on time to meet the installation target.

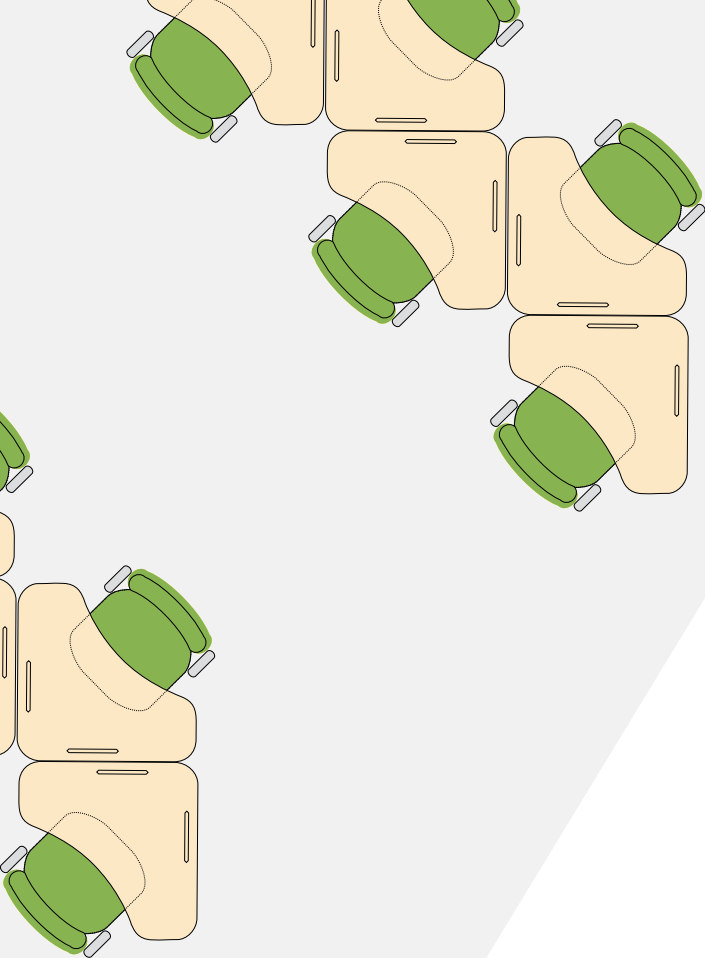




# MAKING THE DREAM A REALITY

The real excitement happens when you are able to finally see the outcome of all the planning and the decisions you've made.

Once your PlanSCAPE project begins, we'll stay in touch with you every step of the way. As we prepare for installation, we will conduct a site readiness visit and provide a full delivery schedule with room-by-room summaries to ensure smooth execution. For greater efficiency, we'll consolidate products from various manufacturers at the Virco warehouse that's closest to you. In addition to minimizing the risk of freight damage, consolidation gives you the benefit of fewer deliveries to your school, enabling your project to be completed as quickly as possible. PlanSCAPE professionals are committed to the success of your project. Listening to you and providing you with the industry's best furniture, equipment and service are our top priorities.



## CROSSING THE FINISH LINE

At the conclusion of the project, your dedicated team of professionals will work together with you to ensure that everything is completed to your satisfaction. The punch list from the installation will be reviewed during a final walk-through, making sure every detail has been addressed and your project is 100% complete. One of the goals of the PlanSCAPE program is to perfect every step of the process to ensure that it is predictable, reliable, and always evolving to be better.



“The people who work in the various areas of Virco are dedicated to creating a quality product, and also realize that what they make will be part of making an educational experience worthy of our students and staff. PlanSCAPE saved us money and time by ensuring our purchases were exactly what we wanted.”

**JULIE K. YAMAMOTO**

*Principal | Ridgevue High School | Idaho*

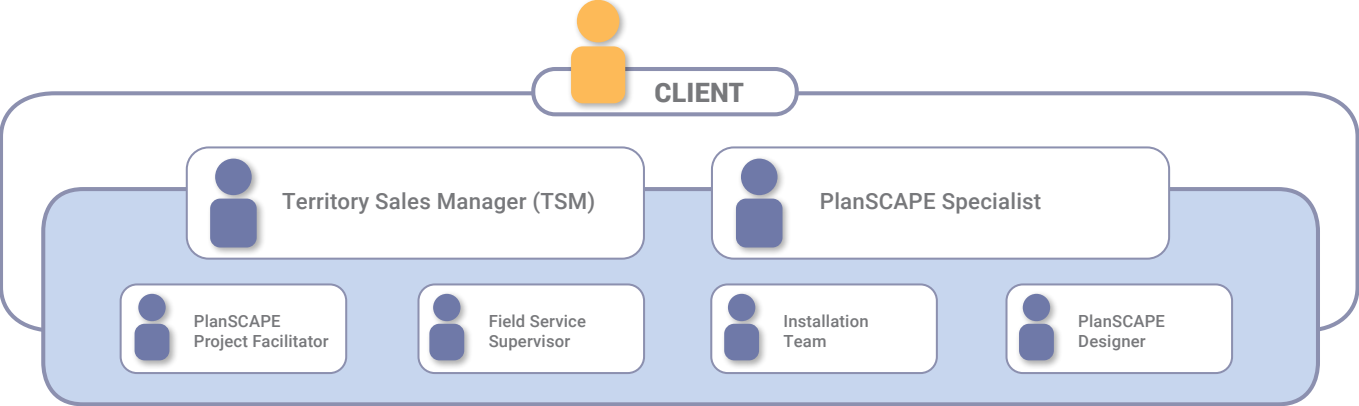


# AMERICA'S LEADING MANUFACTURER AND SUPPLIER OF FURNITURE AND EQUIPMENT FOR K-12 SCHOOLS

Innovating modern furniture and equipment since 1950, Virco offers good, better, best solutions for campuses across the country. Designed and built at state-of-the-art factories in California and Arkansas, imagined by accomplished designers like Peter Glass and Bob Mills, Virco has long developed products for emerging applications.

# MEET YOUR PlanSCAPE TEAM

Once we engage with you on a PlanSCAPE project, you will have a dedicated team who will bring all the skills needed to your project. Below are the key roles with which you will work throughout your project.



## TERRITORY SALES MANAGER (TSM)

Your Territory Sales Manager is Virco’s direct representative and is responsible for all business-related activities. The Territory Sales Manager has extensive experience in sales and customer service as a furniture and equipment consultant for educational institutions, state/county and religious organizations, and event centers. They will be a liaison throughout the PlanSCAPE process and will be active in all project phases.

## PLANSCAPE SPECIALIST

Your PlanSCAPE Specialist is a project professional whose primary focus is to create K-12 learning environments for new construction and major renovation projects. As a primary point of contact, they will serve as your project manager and will consult with you during the initial vision meetings, programming, space planning, design, and budgetary phases of the project. They will be available to facilitate site-based presentations and design meetings, as well as coordinating the final punch list walkthrough and project close-out.

## PLANSCAPE DESIGNER

Your PlanSCAPE Designer is an accredited interior design professional who supports the PlanSCAPE Specialist with in-house production level design support. This includes high-level rendering capability and technical support with the space planning platform, as well as finish selection coordination and presentation development. Serving as the BIM manager, the PlanSCAPE Designer can directly engage with the project architect or construction management groups as needed.

## PLANSCAPE PROJECT FACILITATOR

Your PlanSCAPE Facilitator supports the team by assisting with all phases of your order, ensuring processes are followed and deadlines are met. They will become engaged once the purchase order is received and will facilitate communication between all team members (e.g., sales, manufacturing, vendor partners and logistics) throughout the duration of the project.

## FIELD SERVICE SUPERVISOR

Your Field Service Supervisors are responsible for the installation professionals who will provide a white-glove level of service for your project installation. They will coordinate site-readiness visits and will work with the team to ensure that all final project steps are completed, and all items are in proper working order.

## INSTALLATION TEAM

Your Installation Team is responsible for the receiving, unloading, staging, room by room distribution, installation and project clean-up that will result in a stress-free installation process.



“PlanSCAPE handled the challenge by identifying all the spaces in each school that required furniture, providing detailed product recommendations. Classroom, administrative and joint-use areas were all covered in a thorough, organized manner.”

**ANNA KLOVSTAD**

*Project Manager | Tahoe-Truckee Unified School District | California*



“My project goals were to transform traditional classrooms into collaborative and active learning spaces... Those goals were definitely met and exceeded.”

**BRANDIE WRITE**

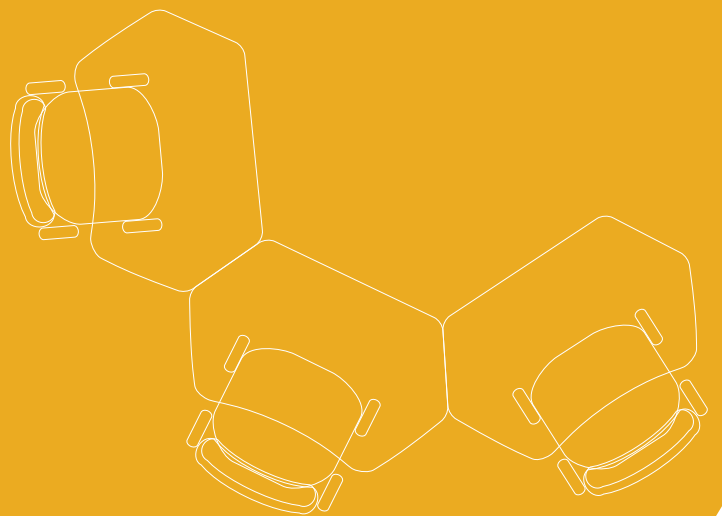
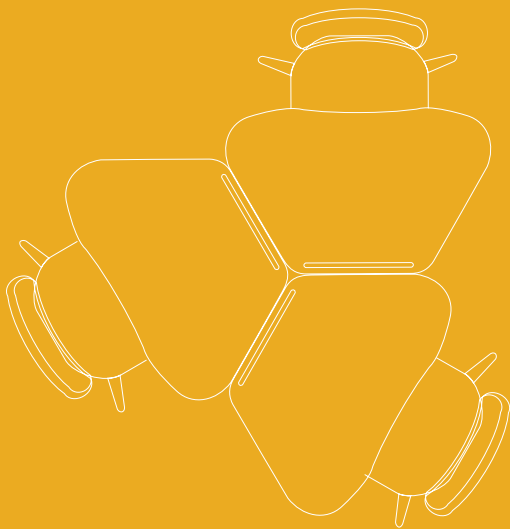
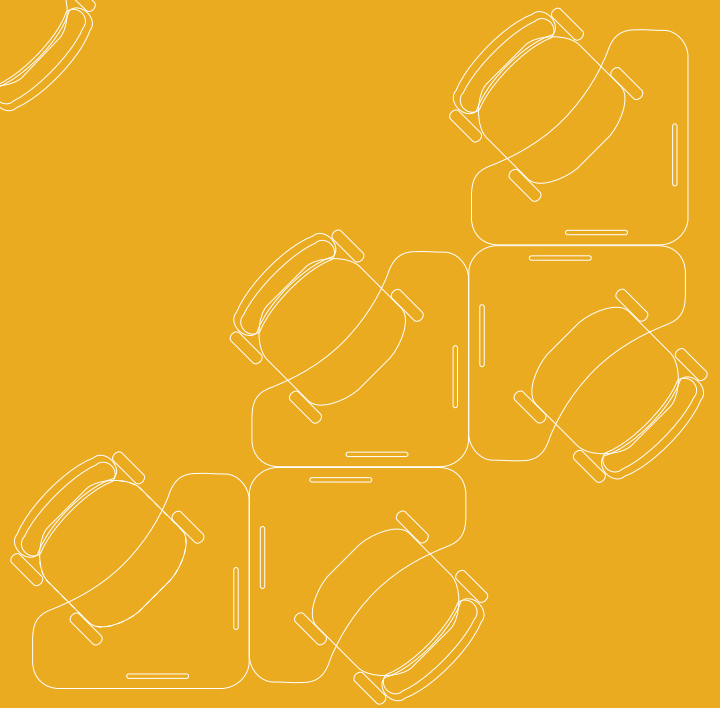
*Applied Technology Coordinator | Newport News Public Schools | Virginia*



OUTFITTING  
CAMPUSES  
FOR  
MODERN  
LEARNING



**PlanSCAPE**



**PlanSCAPE**

**Virco Inc.** | 1-800-448-4726 | [virco.com](http://virco.com)  
2027 Harpers Way, Torrance, CA 90501

PRINTED IN THE U.S.A. 8/22  
REF# 22044