

## Case Study

# Farm Credit Services of Missouri



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### ISSUES

Farm Credit Services of Missouri, headquartered in Jefferson City, Missouri, operates a network of branch offices through which it provides financial services such as loans for farm real estate, rural homes, investment properties, lots and acreages, equipment, machinery and livestock.

D. Michael Ogle, Regional Vice President, and Randy Beckemeier, Vice President and Branch Manager, wanted to establish a relationship with a local service provider that could help them realize their vision for how a branch should look, feel and function; provide long-term, reliable support; and keep a watchful eye on the overall budget.

“Not only was it important for us to feel totally comfortable with our supplier selection, but we also needed the assurance that all product selections would meet our design and quality expectations,” said Randy Beckemeier.

### APPROACH

POE assembled a project team consisting of Holly Jockenhoefer (design), Tim Naccarato (project management), and Neal Bolzenius (sales). The team met with Mike and Randy to discuss their vision for Farm Credit Services branch locations, identify specific operational requirements, and look at some potential solutions in POE’s 15,000 square foot showroom.

Based on their analysis of design, quality and cost issues, the POE team proposed a modified aesthetic that would provide a clearer implementation of the client’s vision at a lower acquisition cost.

POE then prepared color renderings for the proposed workstations and assembled fabrics and finishes on color boards to enable quick, accurate decisions.

### RESULTS

POE helped Farm Credit Services cope with a three-week delay in construction by holding the client’s products in our 25,000 square foot warehouse.

Once construction was completed, we proceeded with delivery and installation and Farm Credit Services members moved into their workspaces, excited with the new environment.

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