



SMARTER  
FURNISHINGS  
*Rest easy!*™



# ALABAMA

# A&M

# UNIVERSITY

*On-Campus Housing*

## The Partner

A long-time partner of Smarter Furnishings, Alabama A&M (AAMU) has been calling on our team to furnish their residence halls for years. What started with one project several years ago has since evolved into a mutually successful partnership that thrives on exceptional hospitality and a “people first” approach to business.

After working together on multiple previous projects, AAMU came to us in 2022 with a new request: furnish 175 student dorms across three residence halls. This million-dollar contract called for durable, high-quality furniture that, to this day, helps enhance the student living experience while complementing the unique aspects of the on-campus buildings.

## The Process

To kick start this project, Partner & Managing Director, Dean Harvison, and other key members of our team worked with our contacts at AAMU to ensure the ordering process went smoothly. Dean personally visited the Huntsville campus to evaluate the site and plan for an efficient delivery and installation. However, no project is without its challenges...

One of the primary hurdles we faced during this install was the limited access for trucks and dumpsters, which made the removal of existing furniture a challenge for both teams. The residence halls (situated atop a steep hill) also required more walking and a more

"We don't just take furniture orders. We try to know their properties as well as they do."

- *Dean Harvison*

physically-demanding installation – and yet, it was a challenge our team was up for!

## The Outcome

Throughout this project, AAMU's collaboration with our team was instrumental in meeting goals. As a result of our shared dedication to the project's success, we were able to overcome uncontrollable campus challenges and efficiently complete another project for this university. Most products installed were from our Apex and Franklin collections, with features from our Horizon, Cornerstone, and Lenox collections as well as a variety of finishes that complement the distinct styles of the buildings.



Today, students of this well-respected HBCU enjoy upgraded living spaces in the Normal Hills and Foster residence halls. Moving forward, as students continue to use and enjoy their furniture, we hope our partners at Alabama A&M can rest easier knowing we've got their furniture covered, whether it's a quick-turn replacement or new, long-term solutions.



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We believe you deserve a partner that will give you peace of mind with proven furniture solutions.

*Learn more about our solutions and our commitment to service! Allowing our customers to rest easy is why our customer partnerships are among the longest in the industry.*



**Book a Virtual Consultation**

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