



THE SCION GROUP

Off-Campus Housing

The Partner

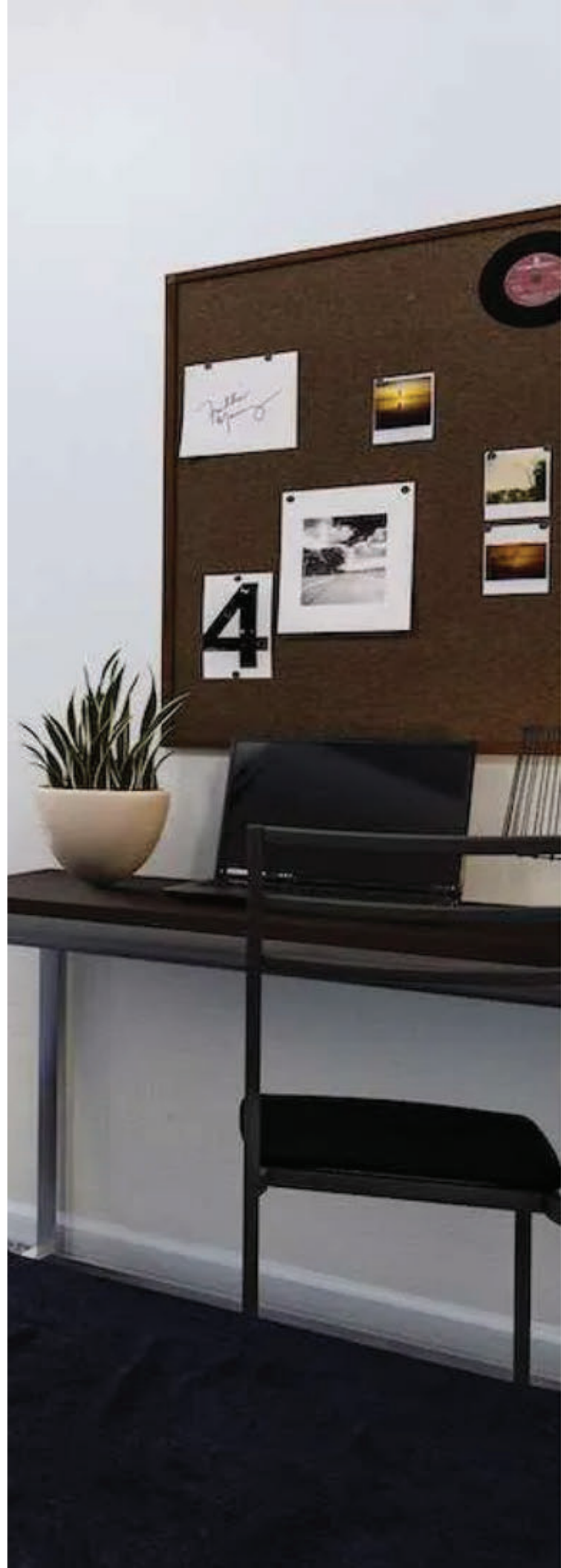
As North America's largest privately-held owner/operator of student housing, The Scion Group manages a vast portfolio that demands precision, reliability, and proactive planning – qualities that we rely on in our approach to furnishing off-campus properties.

For many years, Scion has worked with Smarter Furnishings almost exclusively, with our partnership beginning in 2012 when we took on a few of their properties. Today, we support Scion during turn season and beyond, ensuring their student housing properties are fully equipped with durable, built-to-last products well ahead of the busy move-in season.

The Process

Thanks to a long-standing relationship with Scion and our business intelligence software, we're able to access comprehensive order history and specific property needs for this account. On a 2024 portfolio project, this allowed us to make projections and plan months in advance, proactively ordering materials to ensure that nearly all of Scion's products were ready for delivery by mid-March to mid-April. For this account, furniture provided included a mix of Cornerstone and Apex products in West Elm/Graphite.

As a vertically integrated company, we were also able to streamline Scion's ordering and delivery by managing logistics, warehousing,





and product transportation in-house, giving us more control and eliminating reliance on external vendors. Additionally, we introduced a dedicated account manager to serve as a direct point of contact for Scion's properties and regional managers, ensuring they receive consistent, personalized support and timely deliveries well ahead of busy move-in seasons.

The Outcome

Scion's early engagement, combined with proactive planning from both teams, ensured a smooth, stress-free experience. By receiving deliveries well ahead of the traditional rush, Scion was able to complete quarterly inspections without the pressure of looming deadlines, easing the workload for property managers and allowing residents to move into fully furnished, welcoming spaces.

As for savings, the long-term partnership and consistent nature of Scion's product needs helps to reduce manufacturing costs, so we can proactively order and efficiently maintain inventory. This forward planning avoids

"The Scion Group has partnered with Smarter Furnishings for over 20 years. We always receive expert advice and exceptional customer service. Each member of this team is reliable, professional, and genuinely friendly, providing quality products at great value. It is a pleasure to work with them."

- Margaret Hanson, Director of Contracts & Compliance for The Scion Group



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.*



last-minute expenses, such as expediting or fixing orders, further optimizing efficiency for everyone involved in the process.

Today, our partnership with Scion continues to thrive, driven by our team's consistent reliability, the enduring quality of our furniture, and the trust built over more than a decade.



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Book a Virtual Consultation

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