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Lifecycle by Living Edge

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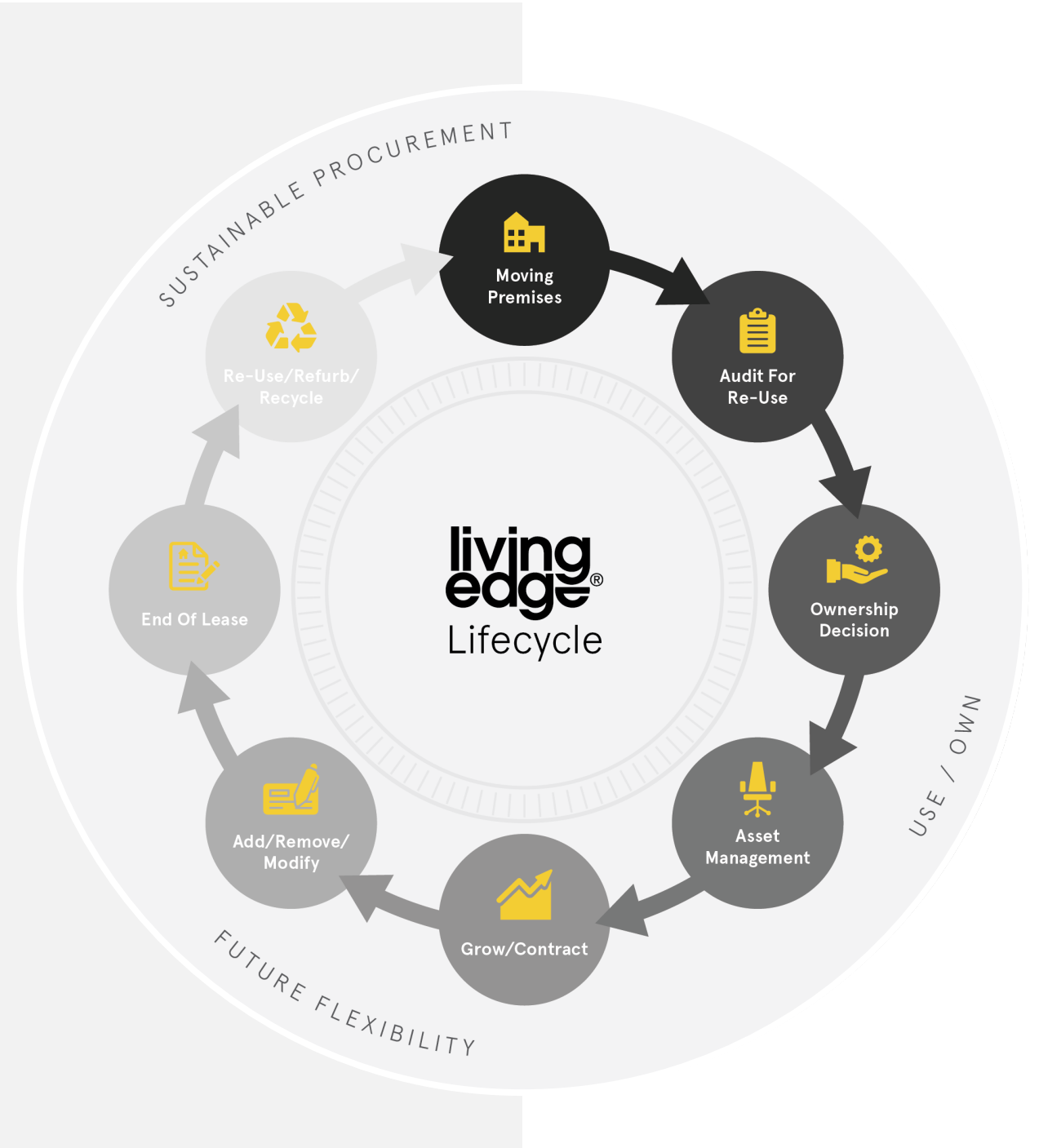
Lifecycle is a circular procurement model developed by Living Edge to enable a more flexible and sustainable approach to furniture procurement.

Lifecycle is delivered through a **leasing model**, allowing our customers to benefit from using our best-in-class products whilst Living Edge retains ownership of, and ultimately responsibility for, those assets. Lifecycle is based on the circular concept of **usership over ownership**.

Lifecycle includes a suite of integrated services that enhance the usership experience and enable Living Edge to deliver **furniture-as-a-service**.

Through consultation, Living Edge can create a product service package that is tailored to your organisation's specific needs and circumstances, **all delivered through a simple monthly fee**.

Most importantly, Lifecycle includes an inherent product stewardship commitment that focuses on keeping high-quality products in use for multiple lifecycles, before they are retired through **sustainable end-of-life pathways**.



Lifecycle : The Benefits

1. A Sustainable Approach

1.1 Eliminate Waste

The Lifecycle model is based on the circular economic principles of eliminating waste and keeping products and materials in use for as long as possible. Lifecycle is designed to eliminate furniture to landfill by enabling recovery, reuse, resale, and recycling at the end of the lease term.

1.2 Reduce Lifecycle Emissions

Less waste and extended product lifespans equals reduced lifecycle embodied energy. Most of the embedded carbon in furniture is generated during raw material extraction and processing. Reducing furniture turnover will reduce lifecycle emissions.

1.3 Built-In Product Stewardship

By retaining ownership of – and ultimately responsibility for – the assets, Living Edge maintains stewardship of the products throughout their lifecycle, ensuring they are recovered for repair, remanufacturing, reuse, resale, or recycling.

2. Future Flexibility

2.1 Adapt to Change

Through consultation in the planning phase, an allowance for change can be built into the lease model. By combining a kit-of-parts approach with stock programs and asset management tools, Living Edge can help your organisation respond to change with agility and pace.

2.2 Streamlined Procurement

Lifecycle's integrated service model will allow your facilities team to instruct moves, reconfigurations and product exchanges, all within an agreed monthly fee, significantly reducing procurement time.

3. Economic Benefits

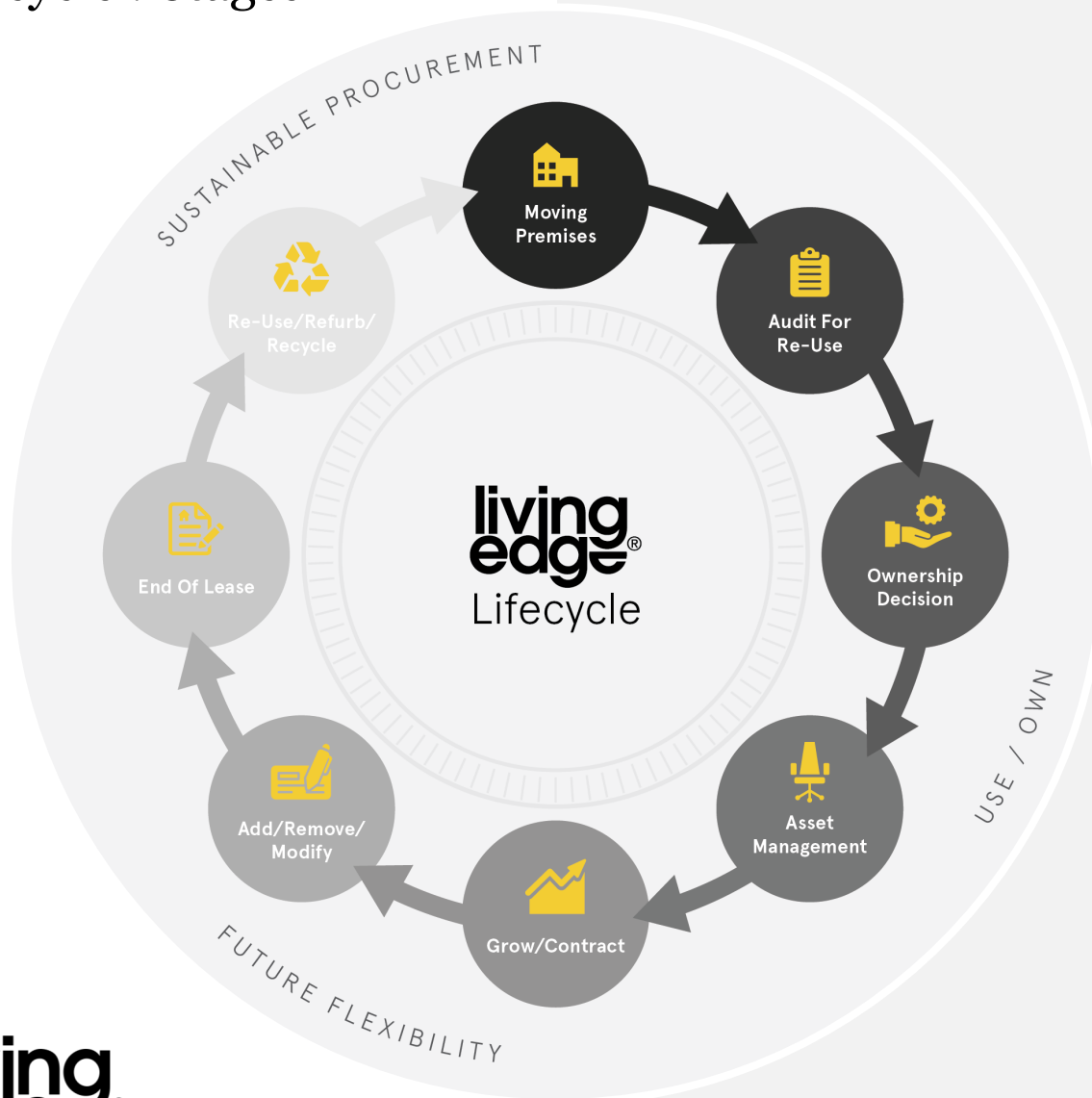
3.1 Improved Economic Outcomes

Lifecycle's lease model allows you to focus your resources on revenue generating activities. By transferring CAPEX project funding to ongoing OPEX, your organisation can benefit from spreading cashflow over the tenancy and reducing the total cost of ownership over the lease term.

3.2 Maximise Return on Investment

Lifecycle is designed to maximise utilisation through intelligent asset management and extend lifespans through maintenance and care. Lifecycle prioritises adaptive reuse over new procurement, ensuring maximum value is extracted from every asset.

Lifecycle : Stages



1 / Moving or Refurbishing Premises

Your organisation identifies a lease event or refurbishment and seeks to minimise the impact of the project.

2 / Audit for Re-Use

We carry out an audit of your existing furniture assets and identify opportunities for refurbishment and reuse.

3 / Ownership Decision

Through economic modelling, we help your organisation identify the best procurement strategy for your new project.

4 / Asset Management

We provide your organisation with an end-to-end asset management solution, allowing you to maximise the return on your investment.

5 / Grow / Contract

Your organisational needs change as internal and external conditions influence your property strategy.

6 / Add / Remove / Modify

Furniture assets can be added, removed, and modified in response to these changes, without generating unnecessary waste.

7 / End of Lease

We carry out an end-of-lease audit and offer advice on end-of-life solutions, including adaptive reuse for your next project.

8 / Re-Use / Refurb / Recycle

Your assets are returned, reused, refurbished, resold, donated, or recycled – significantly reducing waste to landfill.

Lifecycle : Furniture-as-a-Service

Lifecycle is more than a just product solution, it's a long-term service commitment. Lifecycle includes a suite of managed services that enhance the usership experience and enable Living Edge to deliver *furniture-as-a-service*.

Lifecycle Account Manager

Your Lifecycle Account Manager will provide a dedicated single point of contact for the duration of the lease. Your Account Manager will strive to understand your organization's needs and provide advice on guidance on how to maximise the value from your furniture assets.

Service & Maintenance

Your Lifecycle Account Manager will work with the Living Edge Customer Care team and our national network of service technicians to proactively manage service & maintenance requests. Your assets are our assets, so we are motivated to ensure they are regularly serviced and maintained.

RFID Asset Management

RFID technology can significantly improve the way furniture assets are identified, tracked, maintained, and recovered. RFID asset management will enable you to maintain a register of unique asset records, schedule and record service requests, track asset movements, and quickly and easily carry out high volume audits.

Resources for Moves & Changes

We can build an annual allowance for churn, moves, changes into your Lifecycle agreement, enabling you to access project management and installation resources and instruct moves and changes, all within your standard monthly payment.

Annual Condition Audits

As part of the Lifecycle service, your Account Manager can organise and manage a program of regular auditing to track asset movements and ensure your assets are kept in the best possible condition. When combined with the RFID asset management platform, our auditing can quickly produce detailed reporting.

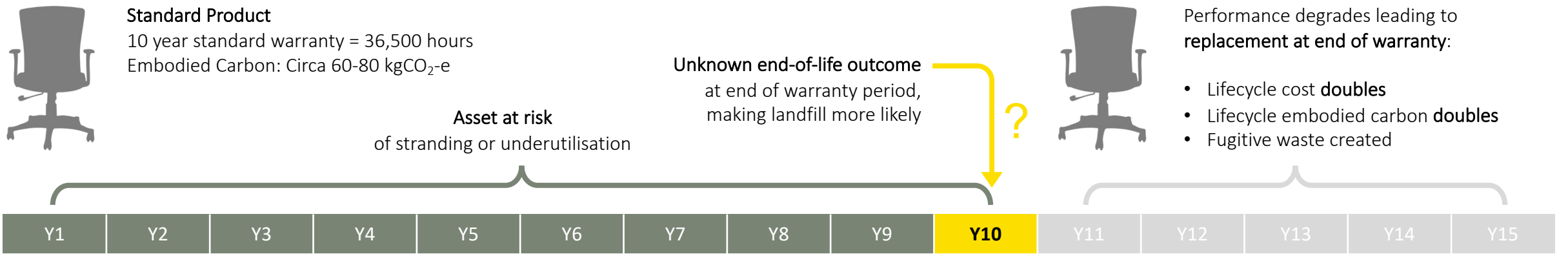
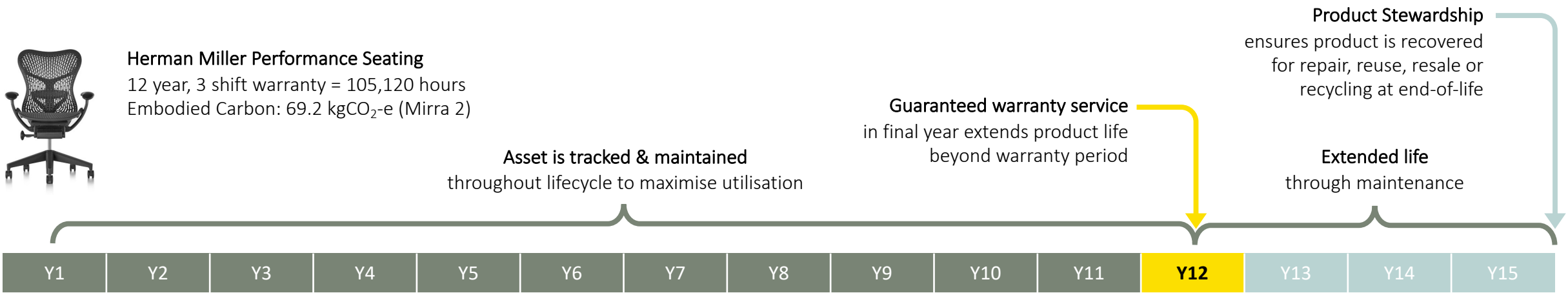
Living Edge Design Studio

If your needs change or you find a space or furniture setting isn't delivering maximum value, our in-house Design Studio team can help with space planning and 3D modelling to develop a new solution to deploy.



Lifecycle : Long-Term Benefits

Extending product life and maximising utilisation is a core principle of circularity. Over a 15+ year period, we can demonstrate how purchasing Herman Miller performance seating can **halve the lifecycle embodied carbon of task chair assets**, and create long-term cost efficiencies.



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Thank You
