

Case Study

Kimball® Office



Xsite's slat tiles encourage personalization and keep work tools close at hand, allowing M.D. Business Solutions employees to feel like they "own" their space.

The Cincinnati, Ohio headquarters of M.D. Business Solutions, a company that specializes in business management for radiology practices, was designed in part to help win the trust and enthusiasm of its medical clients. Kimball Office was chosen to support that image and the challenging work done by the company's staff.

M.D. Business Solutions



Traxx horizontal mounting rails, with Footprint Worksurfaces & Storage, utilize the building's walls to create a personal space that performs on a high level.

M.D. Business Solutions

M.D. Business Solutions tends to the financial health of medical groups and clinics — offering services that range from medical billing and accounting to total practice management, including marketing and public relations.

Of course, to sell those services, the Cincinnati company has to win the confidence of the medical community — not always an easy thing to do. So it's vital for M.D. Business Solutions to project a successful image.

In addition, the company needs hard-working furniture to support the challenges its staff faces in managing multiple practices. Knowing that, CEO and President, Mark Grossman, turned to Design Details, a Cincinnati firm known for its trend-setting corporate facilities.

“Kimball Office products were more up-to-date.”



Traxx horizontal mounting rails attach directly to walls, allowing Xsite panels to be placed anywhere along the run. This maximizes floor space and eliminates the need for extra panels against the wall.

“It's very important to us that everyone in our company has a space that feels like their own. Kimball Office helped us accomplish that.”

Mark Grossman, CEO and President, M.D. Business Solutions



Xsite's system details, finishes and fabrics complement the contemporary aesthetic of M.D. Business Solutions. Sloped edge thermofoil worksurfaces provide high durability and ergonomic comfort.

Design Challenge

The new M.D. Business Solutions offices features 20-foot ceilings — breathtaking, but potentially baffling in terms of system selection.

Design Details chose Traxx private offices and the Kimball Office Xsite system. The design firm considered several other competitors, but “We felt that the Kimball Office products were more up-to-date,” said Mark Grossman.

“We enjoyed working with Kimball Office. Our philosophy is to treat people right in business, and they do the same. That’s the way to build long-term relationships.”

The Kimball Office Solution

The client chose Kimball Office products “because it met both his aesthetic and financial requirements,” says Pam Irvin of Design Details in Cincinnati. “It’s an industrial-looking, contemporary space, much of it dramatic and bold. Kimball Office products really complement that look.”

Further, she points out, “Since Mark (Grossman) wants his employees to feel like they ‘own’ their space, he especially liked Xsite’s customization capabilities, such as the ability to add work tools on the Xsite Traxx, and to have them on slat tiles inside the station.” Also, he loved the Xsite finishes, the metals and the fabrics.

Product Specifications: Xsite® system; Footprint® Worksurfaces & Storage; Traxx®; Skye® and Bingo® seating; Fundamental® Files.

Project Team: Pam Irvin, Design Details;
Joel Osterman, OstermanCron.

Kimball® Office. A place that works for you.



In the private offices, Footprint Worksurfaces & Storage with Traxx create a clean, contemporary aesthetic.



A highly-functional work-wall is created by incorporating Traxx-mounted slat tiles above the Fundamental metal filing.

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