

About Enwork



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Enwork is a classic American small business success story. Founded by David and Kelli Powell in August, 2003, the company started in an extra office space in their basement. To build the working capital necessary to get started, they mortgaged their family home.

The company's vision focuses on solving unique end-user needs at price and service levels unmatched in the marketplace. Enwork's initial product offering was cost-effective worksurfaces for furniture dealers, complimenting the system and open plan products available from the majors.

The first sale was made in January of 2004. After year one, Enwork had 54 dealers. By the end of 2005 the company had four employees, 110 dealers, and had expanded its product offering to include pedestals, cantilevers, and other components. In 2006 Enwork moved from Cascade to Lowell; it was growing and needed a warehouse capability. In 2007 Enwork entered the laminate casegoods business with the launch of Affinity. This was the same year that it began selling through an independent rep network.

From 2008 to 2010 the company continued to expand its Tables product offering. Late in 2010 Enwork launched Grid, a workstation product which was developed in just a few short months based on market feedback.

As with any start-up, there were new challenges every week. A few years earlier Kelli had left her international finance position to work full time raising their growing family. But with the new company came new responsibilities. Whether it was managing receivables, assembling finish chains, or running components to the air freight terminal (with the kids strapped into the minivan!), Kelli did whatever was needed to help build the business. By 2011, when their youngest was in first grade, Kelli was working full time in the rapidly expanding company as CFO and Human Resources Director. David fills the role of CEO and sets the company vision while designing many products.

Since its humble beginnings, Enwork has been committed to evolve with changes in the office furniture marketplace. Passionate about customer service, the Enwork team takes pride in developing unique, cost-effective solutions to challenging customer needs. In fact, many of Enwork's product lines were inspired by customs that were originally co-developed with designers and end-users for specific projects.

As a result of continuous adaptation and a focus on exceptional customer service, the company has enjoyed double-digit growth every year. Through strong support from the aligned dealer channel, today Enwork is the new market leader in Tables. Enwork has also become known for its Grid open plan environments, Steel Desks and Storage, Laminate and Wood Caseworks, and Support Furniture.

Completed in 2011, the company's new headquarters has a very different feel from that original basement office. But some things haven't changed. During the school year it's not unusual to find a couple of the Powell children doing homework at a spare table in the office area. At its core, Enwork is still a family business.

SPEED. PERFORMANCE. SERVICE

Enwork is guided every day by the company Vision, Brand Promise, Values and Culture.

The Enwork Vision Statement is to "Exceed customer needs through exceptional service, design, customization and value."

This Vision is fulfilled by delivering on the Enwork Brand Promise:

- Be fast
- Be easy to do business with
- No hassles
- Be a design-focused, needs-based problem solving company

Our Values – Honesty, respect, inclusiveness, caring, safety, accountable – guide us in everything we do.

Delivering on the Enwork Brand Promise is what continues to drive our growth. We get involved with companies and universities of all sizes that want to maximize their limited budget dollars without sacrificing aesthetic design, quality or service. Many are large, some are very small, but most are somewhere in-between – probably like yours.

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Enwork's rich history of outstanding value, rapid product development, and unparalleled customer service has resulted in a fast moving company providing solutions for emerging and custom applications. Today the Enwork dealer network is 900+ strong and covers all 50 states and Canada. That means regardless of where you are, and regardless of where your project may be, we can help. ✨