

Dear Xybix Customer,

As the innovative leader in the dispatch furniture industry, Xybix is happy to bring you the latest news in our efforts to stay on the front lines of Form, Function, Health and Performance. It's been an exciting few months for Xybix and as we wrap up the year, we would like to share a few of our latest accomplishments.

Purchasing **Xybix** is now easier than ever!

With the recent addition of CMAS to Xybix's state and federal contracts including; COSTARS, GSA, HGAC and CT State, purchasing is now easier than ever!

California Multiple Award Schedules (CMAS) offer a wide variety of commodity, non-IT Services, information technology products and services at prices which have been assessed to be fair, reasonable and competitive.

Xybix is proud to offer state and federal agencies a complete line of ergonomic furniture and accessories.



Success Story #921:



The City of Englewood knew that they had to get new furniture that would last for several years. (Their previous furniture dated back more than

12 years.) The outdated stations had multiple surfaces and levels making it nearly impossible to get all the computer monitors at the same eye level. The existing furniture layout only allowed for three and a quarter workstations, making the space cramped and impractical.

Carrie Parman, Communications Supervisor for the City of Englewood, was familiar with Xybix Systems. Xybix's manufacturing facility and local offices are located in Littleton, CO, which is a neighboring city to the City of Englewood. Todd Parson, Xybix's Mountain States Territory Manager invited Carrie and her team to the Xybix show room where he gathered a foundation of their current needs and captured the essence of what they would like to see in their new center.

Honing in on the City of Englewood's limited monitor adjustment capabilities, Todd illustrated Xybix's patented focal depth adjustment system, Rollervision®. This would allow for 6 monitors on a single level with the option to stack on monitors quickly and easily in the future.

Finally, the City of Englewood's board granted the PO to Xybix; after deciding that the other vendor was not as qualified as Xybix. (Cont...)

Xybix strives to be the best at what we do. Should you need to speak to an expert about your upcoming furniture project, please don't hesitate to contact us at 1.800.788.2810 or email us at info@xybix.com.

Mention this XFactor Newsletter for a chance to have your story featured in an upcoming edition.

-The Xybix Team

Public Safety Communications Xybix Rollervision® 2011 HOT PRODUCT Focal Depth Adjustment Technology

The Association of Public Safety Communications Officials (APCO) International has chosen Xybix's Rollervision® as a 2011 Hot Product. Rollervision® is a multiple computer monitor focal depth adjustment technology allowing all monitors to move simultaneously forward and backward, to achieve optimal focal depth and reduce eye strain.

The editor of APCO International's official magazine, Public Safety Communications (PSC), and the review team select the most exciting products to be featured in the Hot Products article in the November issue of PSC.

Xybix is committed to working hard to improve the quality and foundation of public safety communications.



This year, Xybix is celebrating 20 years of providing unique, state-of-the-art consoles and furniture for 24/7 mission critical personnel. Our achievements alone can not be measured without the support of our customers. It is our loyal customers and fans that truly have made Xybix an innovative leader in ergonomic furniture.

As part of our appreciation, we'd like to reward the readers of XFactor with a \$60 gift card for PF CHANG'S.

Simply be the "20th" person to email info@xybix.com, mention this edition of XFactor for your chance to WIN!

Thank you for your loyal support!

Visit us at these upcoming trade shows:

- MS911 10/16-10/19 Tunica, MS
- IPSTA 10/16-10/19 Springfield, IL
- APCO Atlantic 10/24-10/26 Rockland, ME
- OK APCO/NENA 10/24-10/26 Tulsa, OK
- FL APCO 10/31-11/1 Weston, FL
- APCO Canada 11/6-11/8 Ottawa, Canada
- IAEM/EMEX 11/11-11/18 Las Vegas, NV



Xybix designer Judi Jump guided Carrie on color selection and workspace layout. Working with the City of Englewood, Xybix was able to incorporate its unique features including cable management, MyClimate and Rollervision® creating a customized feel for the communications center.



Once the planning was complete, the installation and final touches were added, giving the City of Englewood a new usable space. In addition, new paint and carpet was added, as well as new overhead lighting. Now that the project is complete, the City is hoping to use additional funds toward the purchase of new storage lockers to replace the existing ones.

Carrie and her team are pleased with their new center and hope that other centers will visit their new space.

At the 2011 APCO show in Philadelphia, PA, Xybix had a drawing for an iPod Nano, the winner was Steve Garvin from Dorchester County, 911.

Congratulations Steve! Xybix is continuing its social media initiative!

We are now on Facebook, Twitter, YouTube and Blogger! Find us on the web and follow us for the latest Xybix news and information.

Follow Us today!



8207 SOUTHPARK CIRCLE, LITTLETON, COLORADO 80120
PHONE: 800.788.2810 • FAX 303.683.5454 • www.xybix.com