

## The Power and Reach of IDNNA

When presented with a challenge, teamwork is always the best solution. Collaboration and open-minded thinking are the building blocks of a strong, well thought out plan. A team's communication and trust are the fundamentals that allow that plan to be executed smoothly and efficiently. It is these types of core values that play to the strength of IDNNA, and led to one of our most successful large-scale projects to date.



In November of 2009, IDNNA member Mike Pappas of The Pappas Company was contacted by a Boston-based architect needing help with a layout for a TD Bank prototype located in Brooklyn, NY. This call began an eight-year long project, servicing over 300 TD Bank stores spanning Maine to Florida. Every retail store was outfitted with the Modernfold 362SR-DRS moveable glass wall system. It created a separation between the bank's main lobby and the ATM vestibule area when the bank was closed. Utilizing glass walls allowed clear sightlines for added visibility and security.



With the client in mind, it was critical to create efficiencies in order to accomplish an undertaking of this size. First, it was important to set up a single-point-of-contact management model.

With TD Bank's headquarter located in Cherry Hill, New Jersey, Ron Kohn of ModernfoldStyles, Inc. was identified as the primary point of contact. Ron, in partnership with other IDNNA members, helped establish an efficient coordination between the client, team members, manufacturer, and logistics across multiple locations. This resulted in clear lines of communication, logistic and installation efficiencies, and transparency throughout the project life cycle.

Equally important was simplifying the contract terms and mutually agreed upon by all TD Bank regional stores and IDNNA members. That led to an expansion plan that fell under one banner contract – one unified pricing structure regardless of location, differences in taxes, freight, and labor costs. To further facilitate a transparent workflow, a centralized database was established and maintained. This was key in overseeing and managing the complex project spanning the East Coast corridor.

The strength and core values of IDNNA were the driving factors in being awarded TD Bank's expansion project. Having a single point of contact also played a critical role in swiftly resolving any issues. Teamwork, cooperation and years of experience of all participating IDNNA members, and open communication with all involved, led to the successful completion of this eight-year endeavor. Projects like TD Bank are what IDNNA was created for and a true testament to its power and reach.

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Having a single source for all communications with key stakeholders was beneficial to the success of the project.

~ Ron Kohn  
ModernfoldStyles, Inc.

**IDNNA Team:** Pappas Company, Modern Door, Modern PA, ModernfoldStyles, Wilco

#### About TD Bank, America's Most Convenient Bank

TD Bank, America's Most Convenient Bank, is one of the 10 largest banks in the U.S., providing more than 9 million customers with a full range of retail, small business and commercial banking products and services at more than 1,200 convenient locations throughout the Northeast, Mid-Atlantic, Metro D.C., the Carolinas and Florida. In addition, TD Bank and its subsidiaries offer customized private banking and wealth management services through TD Wealth®, and vehicle financing and dealer commercial services through TD Auto Finance. TD Bank is headquartered in Cherry Hill, N.J.