

# Discovery Back Series Sales Tutorial



PRESENTATION DATE

May, 2020



## Back Design

Discovery Back was designed for anyone whose main priority is working in full, user-oriented comfort.

Its special pear-back form was designed specifically to encourage healthier seating postures.



### “Scapular Release”

Cut-away design allows for full rearward travel of the scapula

## Back Design (cont.)

DB facilitates productivity

### Productivity

Discovery Back's signature design and shape facilitate productivity & easy side-to-side tasking



### Pear Back Design

Pear back design allows users to develop habits for a healthier back



### Upholstered Outer Back

Complementary backrest and backshell upholstery allows for a uniform and elegant appearance





### Double-Comfort Seating (DCS Technology™)

OM's unique double *molded* memory foam. Designed for maximum comfort, the results of a DCS cushion assist with prolonged sitting and back support.



### DCS Backrest only

**Models:** DB52, DB53, DB54, DB56, DB57, DB64, DB68



### DCS Seat Only

**Model:** DB78



### DCS Back & Seat

**Model:** DB74



### Back Heights

Discovery Back Series offers 3 different backrest sizes

Small / Med  
8" & 16" w x 18" h

**Pictured Below (DB53)**  
Other Models (DB52,  
DB54, DB64)



High Back  
8" & 16" w x 22" h

**Pictured Below (DB74)**  
Other Models (DB57,  
DB68, DB56)



Extra-Large  
11" & 22" w x 25" h

**Pictured Below (DB78)**



## Stools

Discovery Back Series offers 3 different backrest sizes

### Grande Spider Base (GSP)

- Spider base w/ chrome flat fixed footing
- Stool package w/ 8" chrome cylinder
- 22" fixed footing
- 65mm soft casters



### Adjustable Footring

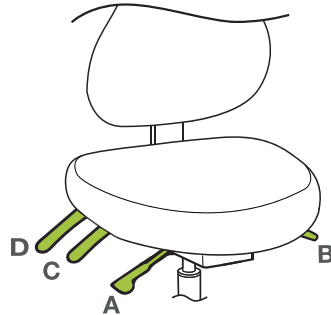
- Knobless, turn-lock footing
- Stool package w/ 10" chrome cylinder
- 20" adjustable footing
- 55mm black carpet casters



## Mechanism Adjustments

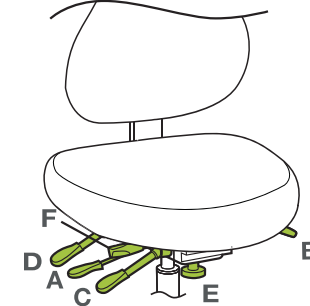
### Simple Multi-Function (Model DB53, DB57)

- A. Seat Height
- B. Seat Slider
- C. Infinitely Locking Seat Tilt
- D. Infinitely Locking Back Tilt



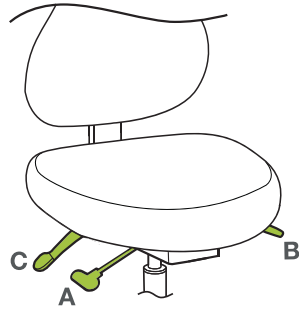
### Full Multi-Function (Model DB64, DB68)

- A. Seat Height
- B. Seat Slider
- C. Seat Angle Tilt and Lock
- D. Independent Back Angle
- E. Tilt Tension
- F. Forward Seat Angle (for perching & back relief)



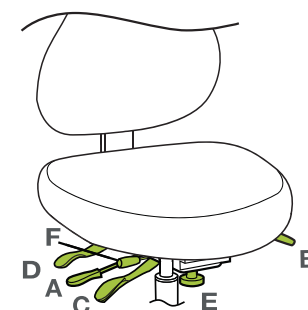
### Stools (Model DB52, DB54, DB56)

- A. Seat Height
- B. Seat Slider
- C. Infinitely Locking Back Tilt



### Management Synchro (Model DB74, DB78)

- A. Seat Height
- B. Seat Slider
- C. Forward Tilt
- D. Independent Back Angle
- E. Tilt Tension
- F. Forward Seat Angle







## Designed by OM Design Studio

(aka, Our “Very OM” Design Team!)

OM has been making seating since 1986. Over time, we’ve gathered valuable institutional knowledge about what makes good chairs great.

But, we truly believe that learning never stops. So, we take great pains to actually do what many companies say they do – we listen to customers, take in feedback and opinions from end users, ergonomists, designers, dealers, architects and more; in other words, our influencers.

We reject thoughtless copy-cattin, and we pride ourselves on having a diverse product development pipeline that enables us to ultimately find the right designs to bring to market.

