

## Trend Talk Questions

### 1. How does Sunline Synergy compare to Raco Glass?

- We have worked with several dealers against Raco Glass. They informed us that our pricing is at least 10% less in price, while still offering a Lifetime warranty, including parts and labor vs Raco's 1 Year Warranty

### 2. Does Sunline Stack have Beltline Power?

- Yes, Sunline Stack will have the option for beltline power, like our Sunline Signature system, offering unlimited potential with flexibility

### 3. Does Sunline offer a quick way to get a quote in your portal?

- Yes, we have pricing estimator tools for both workstations and demountable wall products.
  - [Workstation Estimator](#)
  - [Glass Wall Estimator](#)

### 4. What are your quick ship and factory direct lead times?

- Demountable Wall Products (from date of confirmed filed dimensions)
  - Quick ship- 3-5 weeks
  - Factory Direct- 10-12 Weeks
- Workstations & Seating
  - Quick Ship- 10 days
  - Factory Direct- 10-12 Weeks

### 5. How do we sign up for the portal?

- You can reach out to your local independent rep to sign up as a dealer and request portal access
  - [Independent Rep Locator](#)
  - [Request Portal Access](#)

### 6. Do dealers use the same discount for cubicles or are the walls custom quotes?

- As a construction item, Walls are sold in a NET pricing model + Freight
- Workstations are sold on a list pricing model, with freight included
  - [Dealer Discounts](#)

### 7. How does pricing generally compare to standard construction?

- Unlike other demountable wall products which tend to be higher than standard construction, the very low price of Sunline Synergy Walls compares favorably or sometimes even less expensive. Not only is the product inexpensive, but the installation is also simple and fast. When doing the comparison, it is prudent to compare the “all-in” cost (materials & labor) of building a standard construction wall vs the demountable wall total cost, plus labor.

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Factor	Sunline Synergy	Standard Construction (Drywall)
<b>Cost per Linear Foot</b>	~\$150-\$300+ (Depending on height, glass type, doors, and finish)	~\$80-\$120 (Framing, drywall, finishing)
<b>Installation Time</b>	Fast: Installs in <b>1-2 days</b>	Slower: Multi-day process (Framing, taping, and painting)
<b>Demountability</b>	Fully demountable and reconfigurable	Permanent - Requires demolition to change layout
<b>Finish/Aesthetic</b>	High-end, modern, glass, and aluminum	Basic painted drywall
<b>Long-Term Cost Efficiency</b>	High - reusable in future moves/expansions	Low - Rework cost add up
<b>Lead Time</b>	Typically 2-4 weeks with Sunline Quick Ship	Varies - Based on labor and materials availability
<b>Maintenance</b>	Minimal - Clean glass and touch up frames	Ongoing - Patching, repainting