



TRANSPORTATION INTERIORS EXPANDS TO NINE U.S. CITIES WITH HQ EXECUTIVE OFFICES

TI GAINED A DYNAMIC WORKSPACE CONDUCIVE TO CREATIVITY AND COLLABORATION FOR EMPLOYEES

EXECUTIVE SUMMARY

Established

1998

Industry

Transportation Interior Design

Challenge

Rapid growth necessitated expanded office solutions; need for a professional image and local presence in multiple cities

Results

- Expanded from a home office to 10 locations across major U.S. cities
- Grew from \$1.8 million in revenue in 1998 to \$23.6 million in 2023
- Increased staff to 85 employees across all locations
- Established a strong, credible business presence in key markets
- Maintained flexibility and cost-efficiency in office space management

Privately Held

Georgia Corporation

Locations

10

Sales Growth Rate

12% Annually

Solution

Provide scalable office and location support tailored to evolving business needs

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"Partnering with HQ Executive Offices was a game-changer for Transportation Interiors. The flexibility and professional infrastructure they provided allowed us to scale rapidly without the heavy overhead of traditional office leases. It gave us the credibility of a prestigious business address from day one, which was crucial for attracting our first clients."

Steve Green, CEO-TI

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BACKGROUND

Transportation Interiors, Inc. (TI) stands as a beacon of success in the niche industry of retrofitting commercial airplanes, public transportation buses, rapid-rail cars, and passenger trains. Founded by Steve Green in Atlanta, Georgia, in 1998, TI commenced its journey from a humble home office. Fast forward to 2024, the company has expanded its reach far and wide, with offices flourishing in key cities like Atlanta, Charlotte, Chattanooga, Tampa Bay, Nashville, Birmingham, Dallas, Washington, D.C., Cincinnati, and Chicago. Such an impressive expansion, coupled with exponential revenue growth, from \$1.8 million in 1998 to a whopping \$23.6 million in 2023, didn't happen overnight. Behind this remarkable success lies a strategic partnership with HQ Executive Offices, which played a pivotal role in facilitating TI's physical and logistical growth trajectory. A glimpse into the symbiotic relationship between Transportation Interiors and HQ Executive Offices unravels the strategies that propelled TI to its current stature.

CULTIVATING COLLABORATION

As TI started gaining traction and expanding its operations, the need for a collaborative workspace became imperative. HQ Executive Offices seamlessly transitioned TI into a coworking setup, providing a dynamic environment conducive to creativity and collaboration. This shift not only fostered team cohesion but also facilitated knowledge exchange and innovation. Employees found themselves immersed in a vibrant community of like-minded professionals, fostering a culture of collaboration and synergy.

EMPOWERING EXPANSION

With growth on the horizon, TI found itself at the crossroads of expansion. HQ proved instrumental yet again by offering flexible meeting room solutions tailored to TI's evolving needs. Whether it was client presentations, strategy meetings, or brainstorming sessions, TI leveraged the state-of-the-art meeting facilities provided by HQ Executive Offices to make a lasting impression on clients and stakeholders. The seamless integration of meeting room services into TI's operations empowered the company to scale its business operations efficiently, without the burden of hefty infrastructure investments.

HQ Executive Offices played a pivotal role in facilitating TI's growth by providing a dynamic workspace conducive to creativity and collaboration for its expanding staff. The unique interior design replicated across all locations solidified the company's brand in the marketplace.

THE BEGINNING

In the nascent stages of TI, Steve Green faced the quintessential challenge of establishing a credible business presence while operating from a home office setup. Recognizing the significance of projecting a professional image, Green made a strategic move by partnering with HQ Executive Offices in 1998. By opting for a virtual office contract, TI gained access to a prestigious business address in Atlanta, along with essential services like mail handling and call forwarding. This enabled TI to project a corporate image, instilling trust and credibility among potential clients and stakeholders.

However, with a growing staff, TI faced several challenges. The home office setup was no longer sufficient to handle the volume of work or the need for dedicated meeting spaces. Communication was becoming fragmented, and the need for a professional environment that could support spontaneous brainstorming sessions and client presentations was paramount. Moreover, business relationships were expanding across different regions, necessitating a physical presence in key markets. This was crucial for building trust and providing localized services to clients. HQ Executive Offices offered the perfect solution by providing flexible office plans that grew with TI, ensuring the right infrastructure at every stage of the journey.

PAVING PATH TO PERMANENCE

As TI continued its upward trajectory, the need for a dedicated workspace became apparent. HQ Executive Offices once again rose to the occasion, offering bespoke private office solutions tailored to TI's specific requirements. These fully furnished private offices provided TI with the autonomy and flexibility needed to conduct business operations seamlessly. Moreover, the strategic locations of HQ facilities in key cities facilitated TI's geographical expansion, enabling the company to establish a physical presence in new markets with minimal hassle and investment.

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“As we grew, HQ Executive Offices seamlessly accommodated our evolving needs, from virtual offices to coworking spaces, and eventually private offices in multiple cities. This partnership empowered us to focus on our core business—retrofitting interiors—while HQ Executive Offices handled our workspace logistics.”

Steve Green, CEO-TI

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HQ EXECUTIVE OFFICE SUITES VERSUS TRADITIONAL OFFICE SPACE

The executive office suite plan offered by HQ Executive Offices was far more advantageous than a traditional office space. The primary reasons were flexibility and cost-effectiveness. HQ provided fully furnished, ready-to-use office spaces that could be scaled up or down based on company needs. This flexibility was crucial as TI's business needs evolved rapidly.

Additionally, the suite model included essential services like reception, mail handling, IT support, and meeting rooms, all bundled into one package. This meant we could focus on our core business without worrying about the operational aspects of managing an office. The professional environment and prime locations of these suites also helped us project a strong corporate image, which was vital for client trust and business growth."

As the staff expanded, it became critical to provide them with a professional and comfortable working environment. This not only boosts morale and job satisfaction but also aids in attracting and retaining top talent. The amenities and support services provided by HQ Executive Offices contribute significantly to creating a positive workplace culture.



NAVIGATING CHALLENGES TOGETHER

Throughout TI's journey, HQ Executive Offices emerged as a trusted partner, providing unwavering support during times of uncertainty and challenges. From navigating regulatory hurdles to adapting to evolving market dynamics, HQ stood by TI every step of the way, offering strategic guidance and operational assistance. The collaborative partnership between Transportation Interiors and HQ Executive Offices exemplifies the power of synergy, where two entities come together to overcome obstacles and achieve collective success.



The success story of Transportation Interiors, Inc. stands as a testament to the power of strategic partnerships and relentless determination. Through its symbiotic relationship with HQ Executive Offices, TI not only transformed its business operations but also charted a path to unprecedented growth and success. From its humble beginnings in a home office to its current stature as an industry leader with a nationwide presence, TI's journey epitomizes the spirit of entrepreneurship and resilience. As TI continues to soar to new heights, its partnership with HQ Executive Offices remains a cornerstone of its success, underscoring the importance of collaboration, innovation, and adaptability in today's dynamic business landscape.

Ready to take the next step?



Request additional information or contact HQ Executive Offices today to learn more about office solutions to address your unique business needs: 1-404-880-1234 sales@HQExecutiveOffices.com