



INDUSTRIAL DEVELOPMENT IS CHANGING.
WHY? IN THE DISRUPTION ECONOMY,

INDUSTRY TRANSFORMS.

More than ever, success in industrial development depends on understanding **INDUSTRY**—how it is transformed by dynamic forces in the world, and how it transforms the world, with all its moving parts & entrepreneurial prosperity. Here's how we see it.

i3

*The i³ model of industry is accelerating manufacturing and distribution. Industry of the future is **INNOVATIVE, INDIVIDUALIZED, and IMMEDIATE**, reflecting an experience economy where speed-to-market is the golden ticket to creating value.*



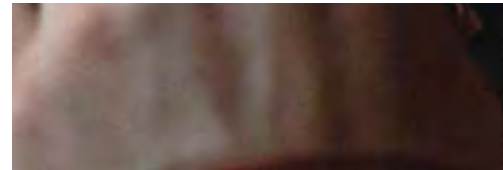
INNOVATIVE



INDIVIDUALIZED



IMMEDIATE



SEEING THE FUTURE

At KSS, we love thinking about **what's next**—new trends, hot markets, the future not just of design, but of the world. And here's the thing—we're pretty perceptive. In 2012, we said:

The future will demand customized products delivered instantly.

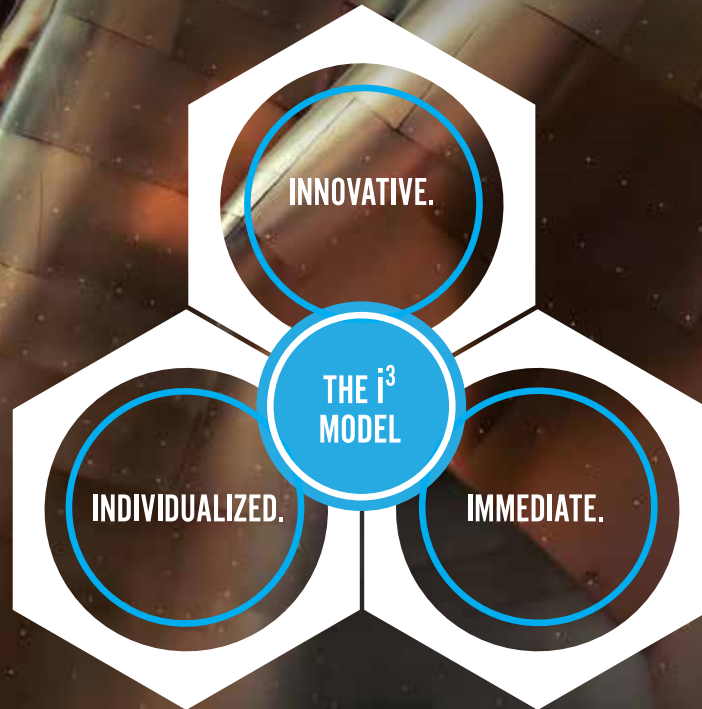
And that future is here—today tailored retail subscriptions and drone delivery in 30 minutes are key parts of the fulfillment lexicon.



So what are we saying **now**? To stay at the top of their game, industry leaders need to focus on

THE **i**³ MODEL

to transform & accelerate manufacturing and distribution.





INNOVATIVE.



We used to create products and then try to figure out ways to market them. Innovation is the modern response to that entrepreneurial spirit—exploration that recognizes needs and constructively exceeds them.

The value in bringing manufacturing back to the U.S. lies in an integrated approach to the full supply chain—when the production process is a key source for innovation, it's critical to co-locate design and manufacturing.

CASE INDUSTRIES: INNOVATIVE

BIOTECH

LUXURY

SEMI-
CONDUCTORS

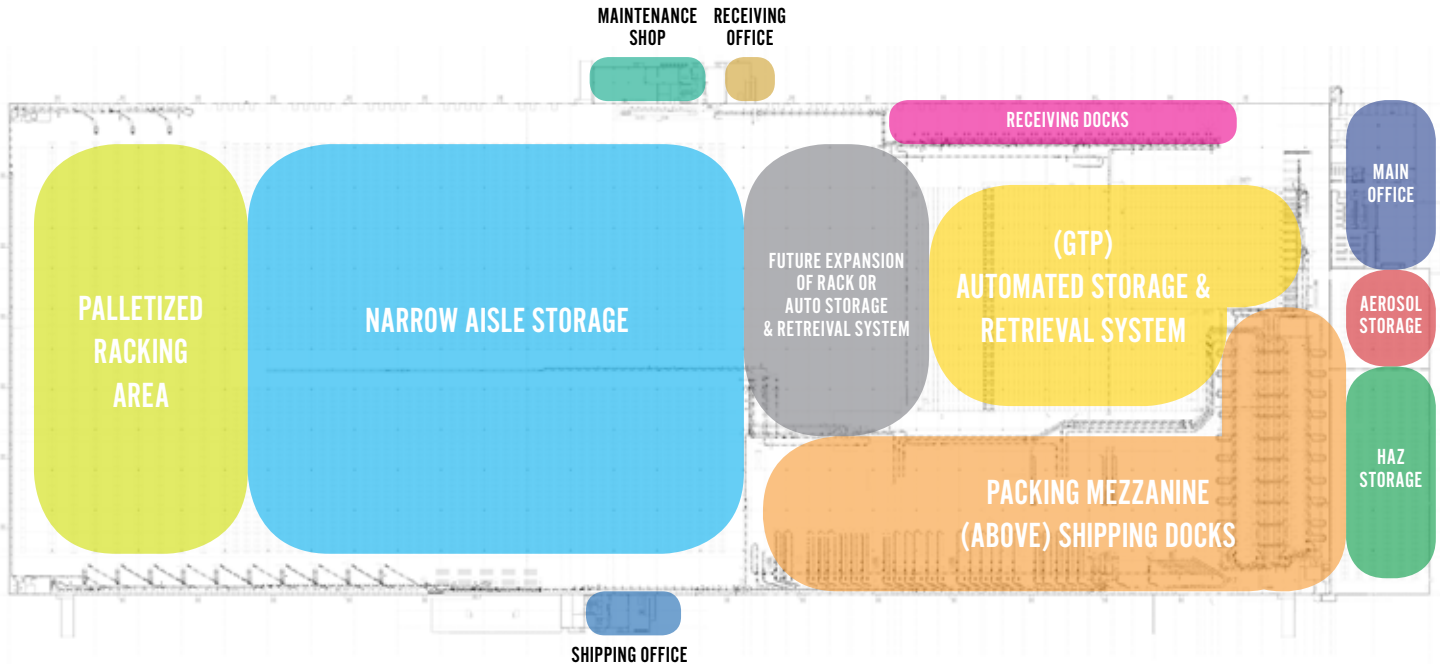
ELEC.
CIRCUITRY

NANO-
MATERIALS

PHARMA

AT THE CUTTING EDGE OF DISTRIBUTION

W. W. Grainger Northeast Distribution Center





The Center integrates fulfillment into distribution, revving up speed to market. This is THE new model of distribution for innovation.

KEY FEATURES





GRAINGER



The new building features an integrated distribution approach & an integrated work approach.



INDIVIDUALIZED.



Experiences are memorable, personal, sensational. Today's economy favors businesses that provide fulfilling experiences, expanded beyond the backdrop of commodities, goods & services. The experience economy realizes the power of engagement—people moving across & beyond communities.

As the industrial market becomes more experiential, B2B & B2C companies alike are recognizing the ***value of having the customer engaged at the beginning & end of the supply chain.*** This launches individualized products & services that capitalize on the proximity of people, design & fulfillment.

CASE INDUSTRIES: INDIVIDUALIZED

FASHION

GAMING

VIRTUAL
REALITY

CRAFT
PRODUCTS

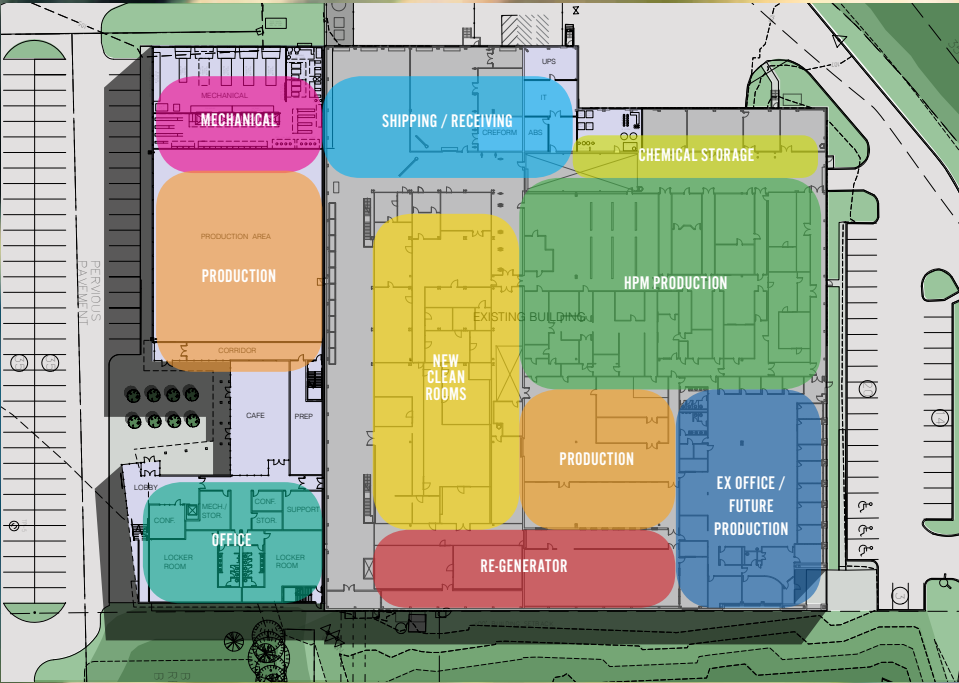
PERSONAL
TECH

SPORTS

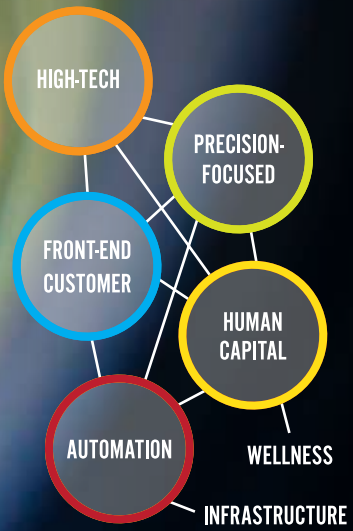
EMBRACING AN EVOLVING BUSINESS MODEL

TRUMPF Photonics Masterplan & Expansion

TRUMPF's expanded manufacturing facility capitalizes on the needs of precision technology, where value is derived not from economies of scale, but from cutting-edge precision.



KEY FEATURES









The building transformation is less about making successful products and more about designing opportunities for tailored, client-driven solutions.





IMMEDIATE.



We are experiencing the now revolution—people don't desire fast service, they desire instant service. As digital natives become leading consumers and mobile becomes a leading platform, service needs to be one swipe away.

What does this mean for industry? ***Processes need to be lean mechanisms with a seamless fit between R&D, design & production.*** Branding becomes integral to the experience instead of a stick-on afterthought. And manufacturing moves back into the hearts of towns—where skilled people are accessible & orders can be fulfilled just in time.

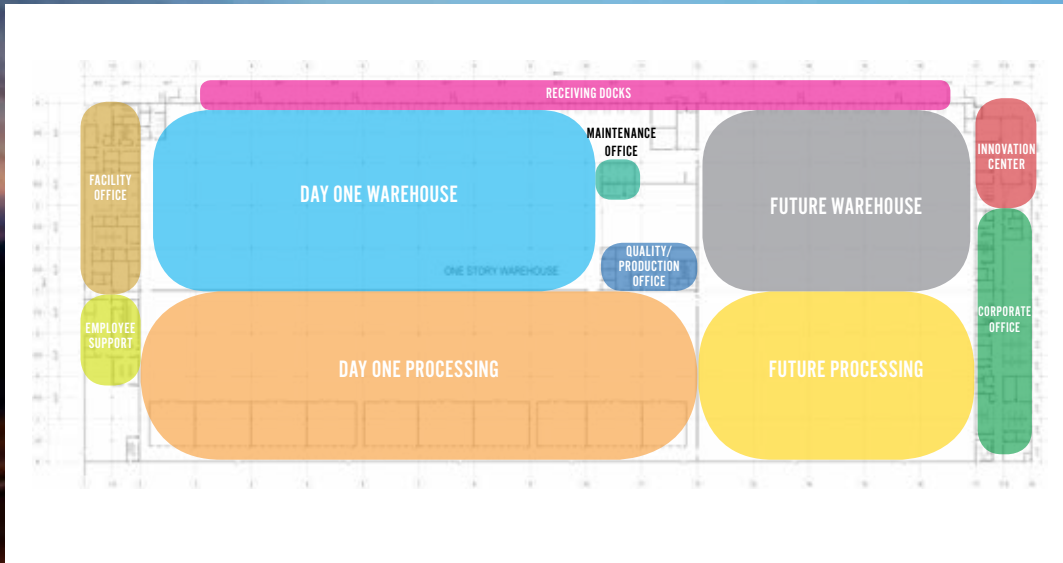
CASE INDUSTRIES: IMMEDIATE

- TECH
- AUTOMOTIVE
- TOOLS & HARDWARE
- FOOD
- PUBLISHING
- PACKAGING

ACCELERATING TO THE SPEED OF INNOVATION

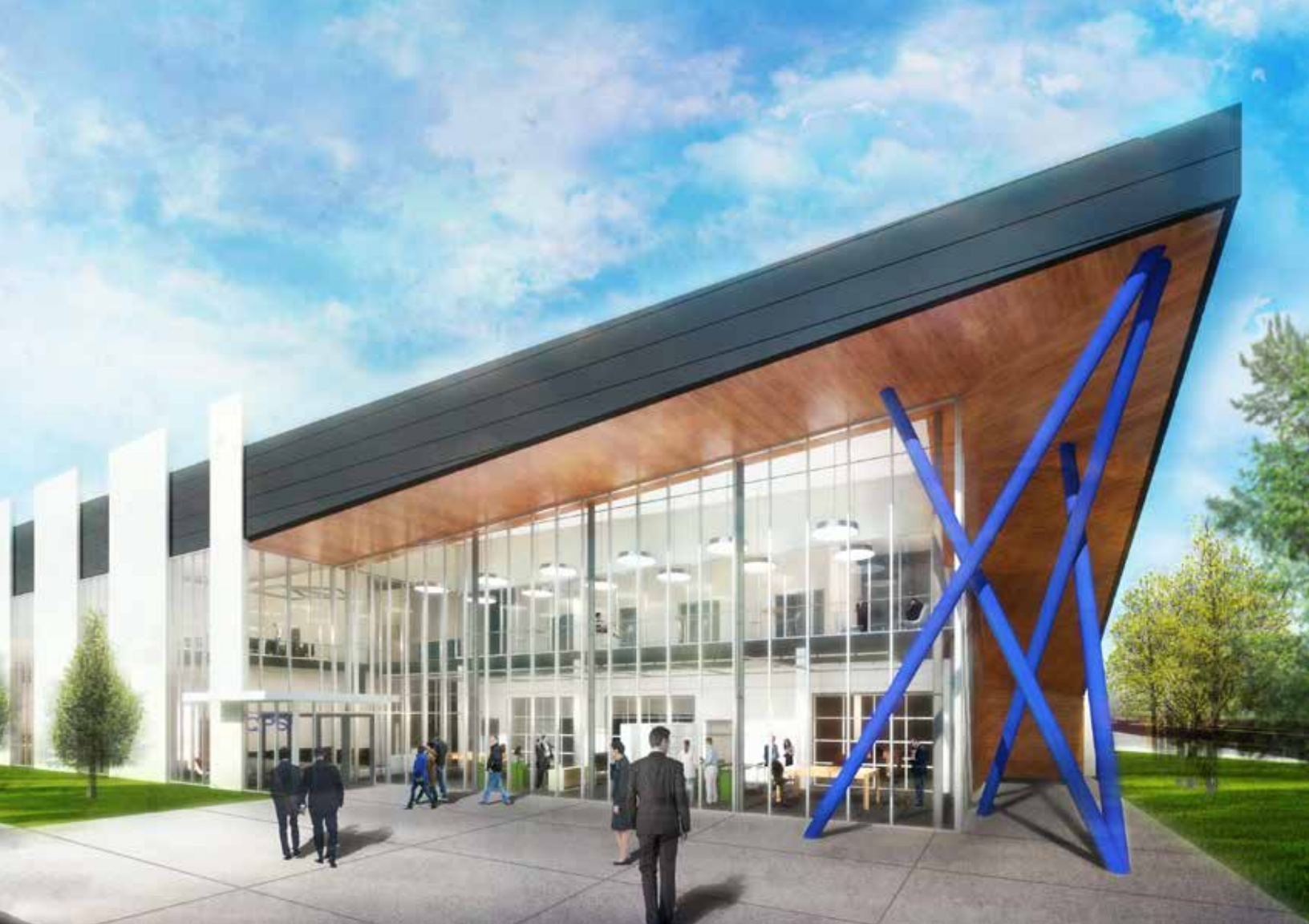
QPSI Project Megatron

QPSI's new center is designed with velocity in mind—be agile, be lean, be responsive. The result? A process that's quicker than lightning.



KEY FEATURES





QPSI





QPSI's front-end customer approach guarantees that
**INNOVATION IS TAILOR-MADE
TO THE CONSUMER.**



EMERGING STRATEGIES IN INDUSTRY

The i³ model didn't appear out of thin air. And it can't be implemented without effort—crafting real vision and success arises from an integrated approach to decision-making.

Industry leaders are applying human innovation, additive methods, and authentic disruption to become leaders in i³ strategies.

BULLETPROOF STRATEGIES

TO SUPPORT THE i³ MODEL

**HUMAN
INNOVATION**

**ADDITIVE
METHODS**

DISRUPTION

HOW COMPANIES
CAN CAPITALIZE ON

HUMAN INNOVATION

BUILD IN-HOUSE
INNOVATION
CAPACITY

Example:
Hiring people to do
good work in areas
with new or novel
skill sets.

RAMP UP LEAN
MANUFACTURING

Example:
Designers, engineers
& assembly-line workers
collaborating to own
metrics & meet goals.

UNDERSTAND
FUTURE
GENERATIONS

Example:
Invest in research
to determine new
trends brought on
by Generation Z.

HUMAN INNOVATION

*Taking advantage of human
capital is the basis of human
innovation—building capacity,
collaborating, and understanding
the value of skills and experience.*



**RAPID
RATE
ADVANCEMENT**

**PERFORMANCE
IMPROVEMENT**

AUTHENTIC DISRUPTION

Authentic disruption isn't just technology—it's any process, method, or idea that has the capacity to improve performance while advancing at a rapid rate.

CREATIVE

**ADDITIVE
METHODS**

SUSTAINABLE

INTERACTIVE

ADDITIVE METHODS

Taking advantage of additive methods like 3-D printing harnesses global trends like craft & creative enterprises, direct product interaction with the customer throughout the supply chain, and sustainable practices.





WHAT'S NEXT?



The i³ model is what's happening NOW in industry. But we're always interested in what's next. And we have a hunch that as we move more toward tailored, experience-based products and services, ***industrial development will become increasingly consumer-centered—manufacturing, distribution, retailing, and product fulfillment integrated into a seamless, compact bundle.***

At KSS, we share our ideas because we believe this is a collective pursuit—our industries are part of a greater whole that can create shared value for the world. Together, we can design that world.



KSS ARCHITECTS

FIRM HISTORY

KSS Architects is a full-service architecture, planning, and interior design firm in Princeton, New Jersey and Philadelphia, Pennsylvania. Since our founding in Princeton in 1983, KSS Architects has matured, growing in size, abilities, and ambitions. KSS today has a staff of near 60 talented and dedicated design professionals passionate about creating built environments that stimulate commerce, learning, and community.

GUIDANCE through the process

Our clients are leaders in the fields of business, industry, education, development, cultural and social impact. They call us their trusted advisor because we have honed a process of ideation, built upon intensive listening, deep research, and collaborative imagining.

INNOVATION in the intersections

We consistently use creativity to turn opportunity into reality. We are relentless and fearless in our reimagining of what places can be, creating meaningful innovation that realizes many goals at once.

RELATIONSHIPS that are lasting

We believe that deep human relationships are the heart of all great architecture. We value building those relationships as much as the building of stone and steel. We are experts at building bonds between people and project, client and community.

DESIGN that inspires

Architecture, when steeped in expertise and insight, can affect meaningful change—transforming the heart of the matter beyond metal and mortar, into empowerment, creativity, knowledge and achievement.

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