

# PARAGON SALES REFERENCE GUIDE



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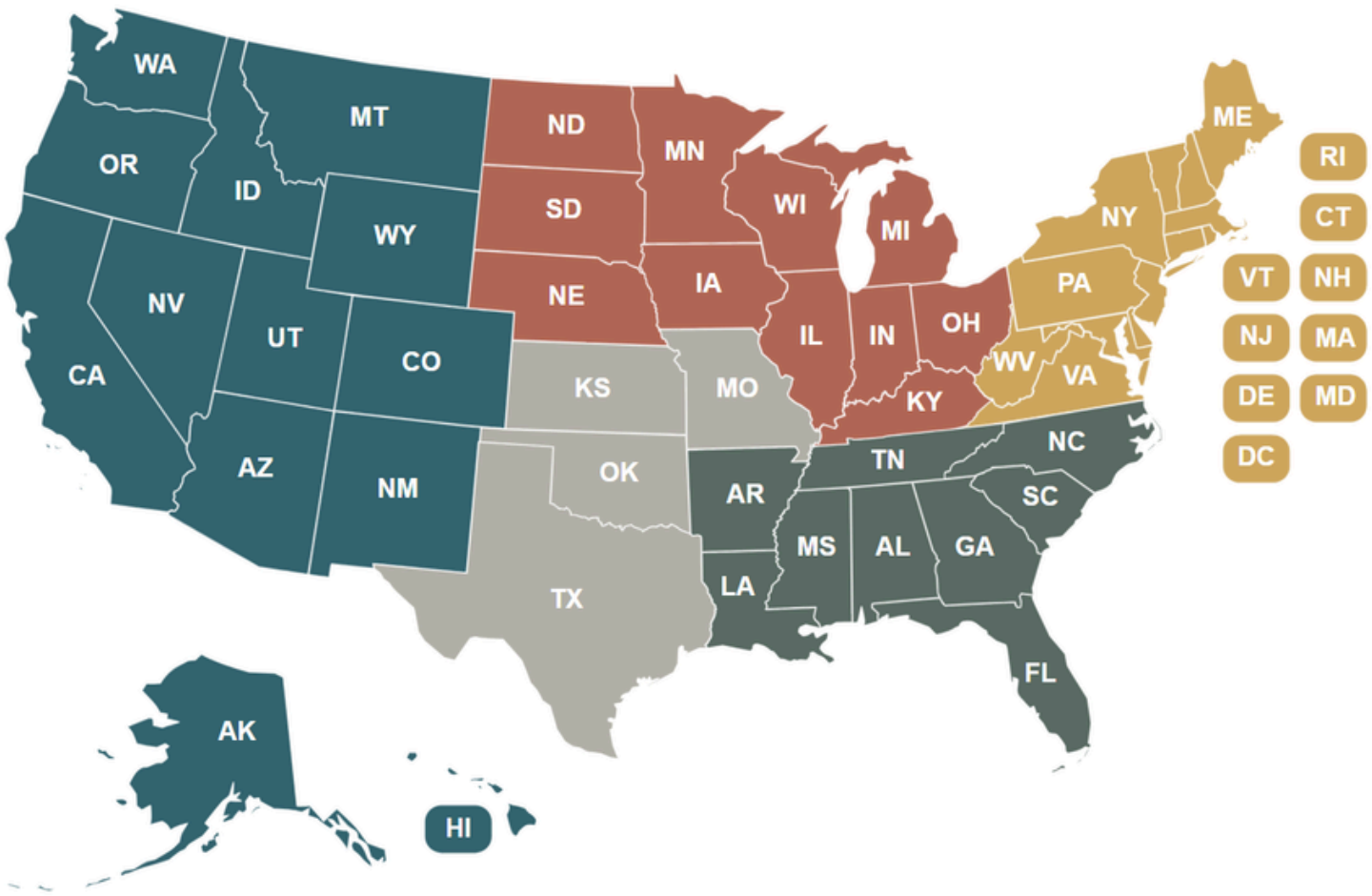
**Find Your Paragon Sales Team:**

Need help finding your dedicated Paragon sales and support team? We've made it easy with our interactive territory map!

Just head to our website and follow this path: Home > About > Who We Are > Sales Region.

Our Sales & Support team is organized into five regions—Mountain West, Central South, Southeast, Northeast, and Upper Midwest—with dedicated specialists assigned to each. Each region is supported by a combination of Paragon Regional Sales Managers (RSMs) and trusted independent representatives, ensuring knowledgeable, localized support. This structure allows us to deliver fast, accurate, and personalized service every time. At Paragon, unmatched support isn't just a goal—it's our standard.

**Territory Map:** <https://www.paragoninc.com/sales-regions/> 



**Our Focuses**



**CLASSROOM**



**MEDIA CENTER**



**MAKERSPACE**



**LOUNGE**

**Product Overview**

Our Step Into: Paragon Learning Spaces documents are a valuable resource available on our website, offering brief yet informative overviews of each of our unique learning environments. These guides help you quickly understand the purpose, layout, and key features of every Paragon space, making it easier to envision how they can support your educational goals. Whether you're planning a new space or exploring ideas, these documents are a great place to start.

You can view or download them all here: <https://www.paragoninc.com/step-into/>.



**STEP INTO: PARAGON EARLY LEARNING** PARAGON FURNITURE



Welcome to a world where little learners thrive! At this age, curiosity runs wild, imaginations soar, and every day is a new adventure. The right furniture is critical and can help make these magical moments even better.

Designed for tiny hands and growing minds, our early learning furniture is all about comfort, safety, function and creativity. Paragon helps make classrooms the perfect place for young students to explore, discover, and play.



EMOJI 12" CHAIR      BLENDER 12" SOFT SEATING      EMOJI 14" CHAIR

**STEP INTO: PARAGON LIBRARY** PARAGON FURNITURE



Welcome to the library – the heart of every school! Today's libraries are more than just shelves of books; they're dynamic spaces where students collaborate, create, and explore. Whether it's mobile shelving for quick rearranging, soft seating for cozy reading, or flexible options for those ever-changing layouts, Paragon has the right library solution. From elementary readers to high school researchers, our furniture makes every library a hub of inspiration. Let's make your library the ultimate destination for discovery!



**STEP INTO: PARAGON COMPUTER LAB** PARAGON FURNITURE



Welcome to the future of tech-focused spaces! A well-designed computer lab is more than just desks and chairs – it's a space that powers creativity & innovation. With smart cable management, built-in power solutions, and mobile seating, our furniture keeps the focus on learning (not tangled cords!). Whether you're outfitting a small lab or a sprawling technology hub, we've got sizes and configurations to fit every need. Let's create a space where technology meets productivity, and students thrive!



**STEP INTO: PARAGON EARLY LEARNING** PARAGON FURNITURE

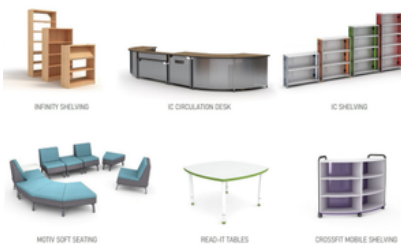
Here is just some of the fantastic furniture we manufacture specifically for early learning spaces. These products come in the right sizes & styles to fit in perfectly with a classroom full of little ones!



ADD ACTIVITY TABLES      CROSSFIT MOBILE STORAGE      EMOJI CHAIRS      BLENDER SOFT SEATING

**STEP INTO: PARAGON LIBRARY** PARAGON FURNITURE

Here is just some of the fantastic furniture we manufacture specifically for school libraries. From modern & mobile to traditional and solid, Paragon has library furniture that will fit perfectly into every type of school.



INFINITY SHELVING      IC CIRCULATION DESK      IC SHELVING      MOTIV SOFT SEATING      READ-IT TABLES      CROSSFIT MOBILE SHELVING

**STEP INTO: PARAGON COMPUTER LAB** PARAGON FURNITURE

Here is just some of the fantastic furniture we manufacture specifically for school computer labs. From tables that hide your cables to flexible seating & storage, Paragon has computer lab furniture that will fit perfectly in any educational tech space.



COMPUTE-IT TABLE      EMOJI CHAIR      READY CHAIR      CROSSFIT STORAGE      TRAIN-IT TABLE



## Top-Selling & Featured Products

Paragon has classroom furniture configurations that will work for just about any learning space, regardless of size, scope, or budget. Take a look at the 3 options below for inspiration covering 3 different classroom offerings that we implement in schools on a regular basis. The Essentials offers all the basic products you need to have a functional, well-rounded classroom. Enhanced offers some additional pieces to customize the needs of the classroom, and Premium is just about as good as it gets!

[View the classroom transformation animation video here:](https://www.paragoninc.com/classroom-options/)

<https://www.paragoninc.com/classroom-options/>



GOOD



BETTER



BEST

**Key Differentiators**

**PRODUCT HIGHLIGHTS**



**SURFACE / EDGE**

**HIGH-PRESSURE LAMINATE**

- Scratch, wear, heat & moisture resistant.
- Non-porous surface withstands frequent cleaning & disinfectant protocols.

**HIGH-DENSITY FIBERBOARD**

- 100% post-consumer super-compressed wood composite with moisture resistant phenolic backing.

**EDGE BANDING**

- 3mm impermeable, flexible PVC applied with aircraft-grade EVA hot-melt adhesive to achieve tightest possible seal between surface & edge.



**LEGS / FRAMES**

**PARATUBE**

- Proprietary flattened-oval steel tube that provides the most rigid structure for legs & frames.

**8-POINT BEZEL SLEEVE**

- Patented 8-point bezel sleeve provides a system to easily adjust leg height while increasing the strength of the connections.
- Polypropylene design adds accent color to the leg for functional, aesthetic appeal.



**CHAIR SHELLS**

**READY CHAIR**

- Gas-assist polypropylene shell creates a flexible back that allows for 18° of controlled flex
- Sleek chamfered edge increases leg comfort & reduces strain.

**EMOJI CHAIR**

- 3 distinct shell designs highlight Sensory Ergonomics for each age range.
- Hole patterns on each chair creates proper air flow & narrow mid-section allows for 4-way sitting.



**TABLE / DESK CONNECTIONS**

**STEEL THREADED INSERTS**

- All table/desk legs connect to the surface using 6 steel threaded inserts.
- Greatly increases the durability of the connections & simplifies assembly.

**STEEL GUSSET BRACE**

- Full gusset brace creates superior structural integrity compared to wire braces & increases overall stability of the table/desk.



**SHELVING**

**INFORMATION COMMONS**

- IC Shelving has steel ParaTube outer frame creating a solid, rigid structure that can withstand significant book weight.
- Decorative side panels are available in multiple materials & colors to add aesthetic appeal.

**INFINITY**

- Fiberboard shelving is reinforced with steel brackets at each connection point.
- Classic appearance complements traditional & modern library designs.



**SOFT SEATING**

**MOTIV**

- Full wood inner-frame with reinforced steel base for increased durability.
- High-density foam cushions with hundreds of choices of durable textiles in a wide range of colors & patterns.

**BLENDER**

- 95lb ILD high-density foam core with 3/4" plywood base & nylon glides.
- Double-stitched upholstery available in a huge array of durable colors & patterns.

**Key Differentiators**

Paragon offers a helpful At-a-Glance document—a brief yet robust brochure that highlights everything you need to know about our company and the innovative products we create. It’s the perfect quick-reference guide for getting familiar with who we are and what we offer.

Click here to download and view the full document: <https://www.paragoninc.com/glance/>



**THE RIGHT FIT**



12"  
EARLY LEARNING - PRE-K



14"  
KINDERGARTEN - 1<sup>ST</sup> GRADE



16"  
2<sup>ND</sup> - 4<sup>TH</sup> GRADE



18"  
5<sup>TH</sup> - 12<sup>TH</sup> GRADE



ELEMENTARY HEIGHT  
16" - 24" H



STANDARD HEIGHT  
24" - 34" H




GIRAFFE HEIGHT  
24" - 38" H

**Additional Highlights**

**Paragon Product Specifications**

**READY CHAIR**



Range of flex up to 18 degrees.

Gas-assist, injection mold shell.

Both chairs have bumpers for ease of stacking / protection from scratching.

Deep chamfered edge reduces leg strain and allows for comfortable 4-way sitting.

Available in 5 base styles: 4-leg, cantilever, task chair, lab stool, 4-leg stool.

**READY CHAIR**  
(14", 16" & 18" HEIGHTS)

**EMOJI CHAIR**



















Perforated design work to reduce the user's thermogenic activity level.

Semi-Rigid Back w/ Flex provides ergonomic lumbar and upper back support.

Slight bend in the back 2 legs to minimize tripping.

**EMOJI CHAIRS**  
(12", 14", 16" & 18" HEIGHTS)

**16 SHELL COLOR OPTIONS**

 FIRE TRUCK RED (A)	 VANILLA BLUE (E)	 PURPLE (P)	 BLUESCAPE (U)
 BLACK (B)	 GRASS GREEN (I)	 GREEN BEAN (Q)	 ORANGESICLE (X)
 MOD NAVY (C)	 GRAPHITE (M)	 GRAPE (R)	 LELLO (Y)
 COFFEE (D)	 COOL GRAY (O)	 TANG (S)	 WISDOM (Z)

**5 FRAME COLOR OPTIONS**

 BLACK (B)	 TITANIUM (T)	 WISDOM (Z)
 FLANNEL (F)	 COOL GRAY (O)	

**Additional Highlights**

**Paragon Product Specifications**

**A&D KOI STUDENT DESK**

1-1/4" High Pressure Laminate top with machine applied durable 3mm edge band.

Whiteboard laminate standard option.

3mm edge band and phenolic backer create complete incasement that provides moisture resistance to core.

Bag hook comes standard.

Phenolic backing for moisture resistance. \*HPL

Flattened 16 gauge oval set of our single-post legs. Height adjustment is achieved with 8 contact points.

Plastic molded end cap is held in place with the insertion of the floor glide. Glass filled nylon design adds accent color to the leg for functional and aesthetic feel.

**A&D KOI STUDENT DESK (63 LAMINATE OPTIONS)**

**MAKER INVENT TABLE**

Reinforced base structure.

Laminate, butcher block, chemical resistant and phenolic work surface options.

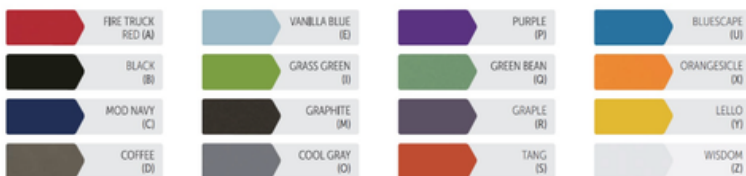
Pegboard holes that allow for tools & containers to be attached.

Two storage shelves.

Adult Height: (40")  
Mid Height: (36")  
Youth Height: (30")

**MAKER INVENT BUTCHER BLOCK TABLE (63 LAMINATE OPTIONS)**

**16 EDGE/ACCENT COLOR OPTIONS**



**5 FRAME COLOR OPTIONS**



**Additional Highlights**

**Paragon Product Specifications**

**CROSSFIT STORAGE**

Available with doors, without doors, totes only, shelves only or a combination of shelves and totes.

Markerboard is available on the back side for dual purpose use.

3/4" melamine with machine applied durable edgeband.



16 gauge perforated sides have welded supports.

Available in double and single storage.

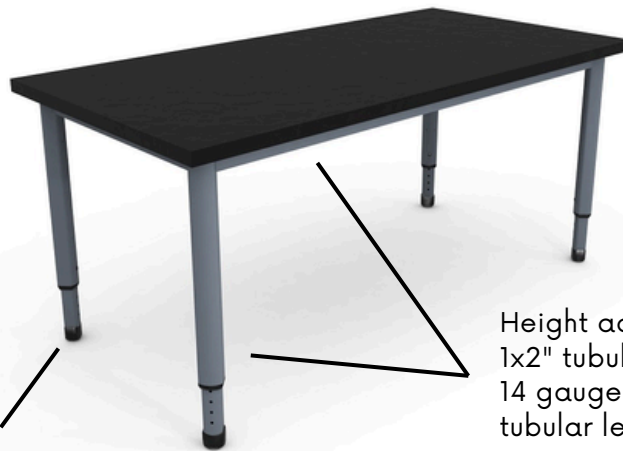
Heights" 30", 42 & 60"

CROSSFIT STORAGE  
(7 MELAMINE OPTIONS)

**ALL-WELDED TABLE**

Available with High-Pressure Laminate (HPL), Butcher Block, Chemical Resistant or Epoxy Tops.

Glass filled nylon design adds accent color to the leg for functional and aesthetic feel.

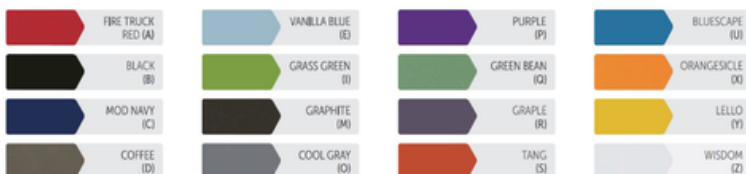


HPL & Chemical Resistant Tops are 1 1/4" thick with rounded corners and Epoxy tops are 1" thick with square corners.

Height adjustable, 16 gauge 1x2" tubular frame welded to 14 gauge flattened oval tubular legs.

ALL-WELDED TABLE  
(63 LAMINATE OPTIONS)

**16 EDGE/ACCENT COLOR OPTIONS**



**5 FRAME COLOR OPTIONS**



## Design Capabilities

We are 100% integrated in CET, and you can easily download our product extension to access our full product library directly within your CET software. Our team is here to support you with any design help or specific needs you may have in CET—just reach out!



**CET DESIGN TYPICALS:** <https://www.paragoninc.com/typicals/>

Paragon’s design capabilities are supported by an extensive library of CET design typicals, covering a wide range of learning environments including standard classrooms, makerspaces, libraries, early learning spaces, and more. These professionally developed layouts are readily available for download from our website, offering a valuable resource for inspiration or a strong starting point for your next project.

### MAKERSPACE TYPICALS



#### MAKERSPACE CORNER

INCLUDES MAKER INVENT TABLES, EMOJI STOOLS, BLENDER SOFT SEATING, DASH MOBILE SHELVING, CROSSFIT MOBILE STORAGE, CROSSFIT MOTION SIT-TO-STAND DESK, IC MOBILE STORAGE CARTS, MAKER IDEA BOARD

CLICK LINK BELOW TO DOWNLOAD:

[MAKERSPACE CORNER CET FILE](#)



CET LAYOUT VIEW

### CLASSROOM TYPICALS



#### COLLABORATIVE CLASSROOM

INCLUDES A&D STEALTH DESKS, READY CHAIRS, QINGO STOOLS, BLENDER SOFT SEATING, SWEEP & DASH MOBILE SHELVING, CROSSFIT MOBILE STORAGE, TEACH-IT DESK, CROSSFIT MOTION SIT-TO-STAND DESK, MAKER IDEA BOARD

CLICK LINK BELOW TO DOWNLOAD:

[COLLABORATIVE CLASSROOM CET FILE](#)



CET LAYOUT VIEW

**VIDEOS & ANIMATIONS:** <https://www.paragoninc.com/animations/>

We offer a robust collection of videos and animations that bring our design solutions to life. One highlight is our classroom transformation series, which walks viewers through the evolution of a space—from a standard classroom setup, to an enhanced environment with essential upgrades and customizable elements, all the way to a premium layout that showcases the full potential of the space. In addition, we feature a wide variety of desk configuration animations, demonstrating the flexibility of our A&D student desks as they shift and adapt to meet the unique needs of any classroom.

### A&D DESK CONFIGURATIONS

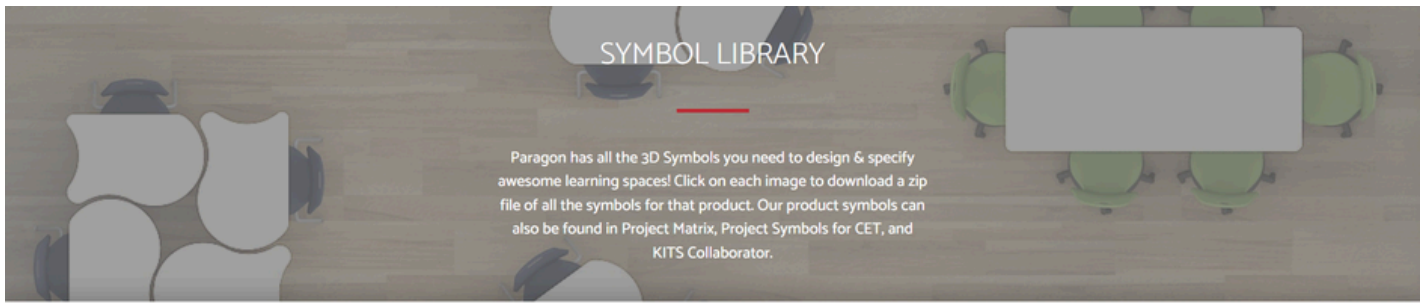


## Design Capabilities

**SYMBOL LIBRARY:** <https://www.paragoninc.com/symbol-library/>



Paragon has all of the 3D Symbols you need to design & specify awesome learning spaces. Our product symbols consist of AutoCAD, CET and REVIT softwares.



### CHAIRS & SOFT SEATING SYMBOLS



A&D READY CHAIR



EMOJI CHAIR



BLENDER FOAM SEATING



MOTIV SOFT SEATING

## INTERIOR DESIGN SUPPORT

To further support your project, we have an on-site interior designer available to assist with any design needs. Whether you're starting from scratch or refining an existing space, our designer is here to collaborate with you on layouts, finishes, color selections, and overall design direction. This personalized support ensures that your vision is brought to life in a way that is both functional and inspiring, making the process smoother and more efficient from start to finish.

## MARKETING SUPPORT

Paragon offers true marketing support – not just as a vendor, but as a collaborative partner. We've seen strong success with co-branded initiatives and targeted email campaigns that elevate both our brand and yours. Whether it's driving awareness around Paragon or showcasing the strength of our strategic partnership, our team is here to deliver impactful, on-brand materials with speed and precision.

From Furniture Fair layouts and QR codes linking directly to Paragon's website, to customized tradeshow collateral, our marketing team is ready to support your efforts with an exceptionally fast turnaround time. Whatever you need, we're here to make it happen – seamlessly and strategically.

## Registration Program Info

Paragon Furniture’s Project Registration Program provides protection for value added services offered by specifying partners. Once approved by Paragon, the specifying partner will be given additional discounting for the value added service that applied to the sale of Paragon Furniture product. Discounted pricing will be given out at the discretion of Paragon Furniture. Registration Pricing will not apply to bids already in the public domain. If a project has already been properly registered to a Paragon dealer, all competing dealer pricing for the same project will be 50% discount off current list prices unless otherwise approved by Paragon’s Vice President of Sales. Project registration is granted at the sole discretion of Paragon Furniture. All information provided will remain confidential.

Project value must be over \$50k to be registered. This for serves as a request to be registered - Projects are not registered until officially approved by the assigned Paragon Furniture team member.

For more information visit: <https://www.paragoninc.com/project-registration/>



**Certifications**

**ANSI / BIFMA SAFETY & DURABILITY TESTING**

**Safety**

At Paragon, student and teacher safety is our top priority. All our furniture meets—and exceeds—ANSI/BIFMA safety standards. We ensure this through rigorous third-party testing and our own in-house lab that pushes products beyond standard limits.

**MAS CERTIFIED GREEN**

**Responsibility**

At Paragon, sustainability isn't a trend—it's a commitment. We continuously improve our processes, knowing that smart changes today create a better tomorrow.

**Science and Low Emitting Products**

Paragon furniture qualifies as low-emitting and meets strict environmental standards, including LEED for Schools, CHPS EQ 2.3.5, and MAS Certified Green®

**Reduce, Reuse, Real numbers and not Rhetoric**

Our wood products are made from 100% recycled or recovered fiber, sourced from sustainable forests. Up to 90% of our packaging and steel come from recycled materials, and we locally recycle unused metal. Our powder-coat process also ensures minimal VOC emissions.

**Accountability**

As a U.S.-based manufacturer, we take environmental responsibility seriously—for the good of our planet and future generations.



## Lead Times

### Standard Lead Times

- 6 weeks on main-line products
- 6 weeks on all soft seating

Please don't hesitate to reach out if you ever need products sooner—we're always happy to explore expedited options when possible.



**Quick Ship Options**

Discover the convenience and style of our Quick Ship furniture—designed to get to you faster without compromising on quality. Now available on our website, you can easily browse, learn more about, and fall in love with our entire Quick Ship line. Whether you're working on a tight deadline or just want great furniture—fast—we've got you covered.

<https://www.paragoninc.com/quick-ship-furniture/>













**PARAGON** FURNITURE

**QUICK SHIP CLASSROOM FURNITURE**



**THIS ENTIRE CLASSROOM CAN SHIP IN 5 DAYS!**  
(SUBJECT TO AVAILABILITY)

QUICK SHIP FURNITURE AT A GLANCE

				
EMOJI CHAIR	KOI DESK	READY CHAIR	TEACH-IT DESK	EMOJI TASK CHAIR
				
CROSSFIT MOTION DESK	OINGO STOOL	READY TASK CHAIR	CROSSFIT STORAGE	FILE-IT FILING CABINET

## Build/Store Availability & A&D Strategic Approach

### Build/Store Availability

Partnering with Paragon means peace of mind. Our unique ability to build and store product ahead of schedule ensures your project stays on track – with no last-minute delays or supply disruptions. By securing your purchase orders early, you not only guarantee product availability but may also unlock valuable discounting opportunities. It's a proactive approach that protects your timeline, budget, and bottom line – a true win-win for everyone involved.

### A&D Strategic Approach

At Paragon, we understand the vital role the A&D community plays in shaping project success – which is why we've made it a top priority. Leading this initiative is our dedicated A&D specialist, focused full-time on building meaningful relationships and delivering value to designers and architects.

From CEU-accredited courses and tailored product presentations to hands-on, educational design resource sessions, our A&D specialist brings a proactive, thoughtful approach to every interaction. The mission is clear: to connect, support, and start the Paragon journey at the ground level – ensuring our solutions align seamlessly with your creative vision and project goals.

<https://www.paragoninc.com/ceu-courses/>



**Warranty Info**

**PARAGON** FURNITURE WARRANTY

Lifetime warranty on chairs, desk and table frames

We're proud to stand behind the quality of our furniture 100%, and our warranty is a reflection of that commitment. At Paragon, we believe in delivering exceptional products that are built to last—and our warranty backs it up. To give you complete peace of mind, our full warranty, terms, and conditions are now available on our website. Click the link below to learn more about how we support every piece we create:

<https://www.paragoninc.com/warranty-terms/>

