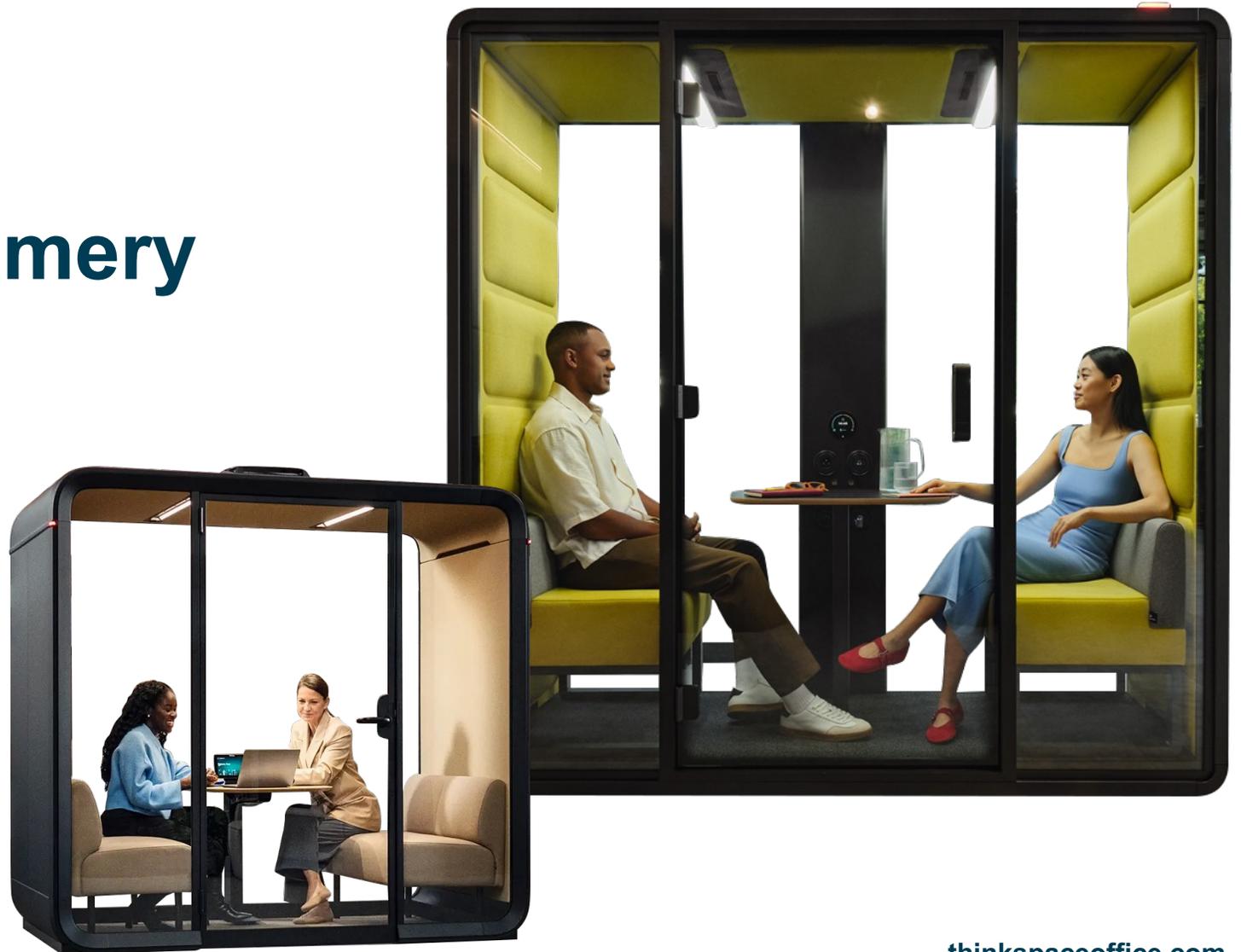


Hushoffice vs Framery

A smarter choice!



**We've done a deep dive
analysis on Framery.**

**In this presentation we will
show you the highlights.
In-depth product details will
follow at end of webinar.**

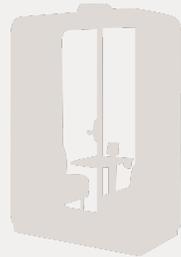
1 - PERSON

hushFree.XS
\$18,000

hushFree.S
\$22,800

**hushFree.S
(Hybrid)**
\$22,800

hushFree.Work
\$TBD



**Framery One
Compact**
\$19,100

Framery One
\$24,900



NO
EQUIVALENT
FRAMERY
PRODUCT



NO
EQUIVALENT
FRAMERY
PRODUCT

2 - PERSON

hushFree.XM
\$31,900



NO
EQUIVALENT
FRAMERY
PRODUCT

4 - 8 PERSON

hushFree.M
\$38,400



Framery Four
\$39,780

hushFree.L
\$50,450



Framery Six
\$52,690

ACCESSIBLE

hushFree.Access.M
\$33,350



Framery Four
\$42,240

hushFree.Access.L
\$48,850



NO
EQUIVALENT
FRAMERY
PRODUCT

hushFree Range

PRODUCT		PERSONS	USAGE	DIMENSIONS (HxWxD)	LIST PRICE
hushFree.XS		1	Phone calls	90.5 x 41.5 x 35.5	\$18,000
hushFree.S		1	Phone calls or work	90.5 x 49 x 37	\$22,800
hushFree.S (Hybrid)		1	Sit down video conferencing	90.5 x 49 x 37	\$22,800
hushFree.Work		1	Longer, focused work	TBD	\$TBD
hushFree.XM		1–2	Meetings or work	90.5 x 87 x 35.43	\$31,900
hushFree.M		1–4	Collaboration space	90.5 x 87 x 54.72	\$38,400
hushFree.L		1–8	Alternative to conference rooms	90.5 x 87 x 109.45	\$50,450
hushFree.Access.M		1–4	Accessible collaboration space	89.76 x 86.93 x 54.72	\$33,350
hushFree.Access.L		1–8	Accessible alternative to conference rooms	89.76 x 86.93 x 109.45	\$48,850

Hushoffice vs Framery

Battle Card

	FRAMERY	HUSH
Design	Polarizing	Simple, Purposeful
Range of Pods	6	9
Flexibility: Furniture	Fixed	Movable
Pricing	Many upcharges	All inclusive price
Stock	4 weeks	Less than 7 days
Tech connectivity & data collection	Always on (4G)	Can be turned off, never collects data
SPIFF	None	\$100 – \$300 per pod
Install Time	Long, confusing: 30% more time	Accessible, simple

Hushoffice vs Framery

Our secret weapons

Three Exclusive Products:

.XM (2-person pod), .S.Hybrid, and Work footprints + hushWall + Mickey Freestanding Stool

Secret Weapon: XM

2-person booth falls under the threshold of sprinklers.

Superior Ventilation:

Up to 40% better air circulation in all pods.

Human-Centered Lighting:

For enhanced well-being – Circadian Rhythm

Custom Solutions:

Willingness to adapt our solutions where possible to meet customer demands.

Hushoffice vs Framery Technology

FRAMERY

Gathers data via SIM card & 4G connectivity

Framery's WIFI cannot be disconnected (a problem with gov't/companies with security protocols).

Requires an App, starting from \$12+mo per booth for bookings.

HUSH

Does not gather data, stand-alone solution

WIFI can be disconnected.

HushAssistant booking system works with clients Microsoft 365.

Controls dimming and temperature of lighting via hushAssistant.

Hushoffice vs Framery

Pricing

5–24% less than
Framery

FRAMERY

+\$475 for seismic, +\$475 for casters +\$12+ per booth tech service cost.

Advertise a list price on their website, controlling dealer margin.

Freight is per zone and quantity - complicated.

Framery involvement with End Users

Drastic install times lead to increased labor costs



HUSH

Pricing includes additional electrical outlets (in some cases) tech, seismic, casters. These are not an upcharge, a part of our standard offering.

Dealer is able to make margin he desires on project.

Simple pricing model, pricing on par. Discounted freight by number of units.

SPIFF: \$100 - \$300 per booth!

Hushoffice vs Framery

Stock

FRAMERY

We believe they are assembling in the US, causing longer lead time.

Up to 4 week lead time.

Standard product: 12 – 14 weeks.

HUSH

Assembled and stocked in 3 locations throughout the US.

Less than 7 days.

Standard product: 10 – 12 weeks.

Hushoffice vs Framery

Service & Assembly

FRAMERY

New product is complicated. Causes challenges in build and service.

HUSH

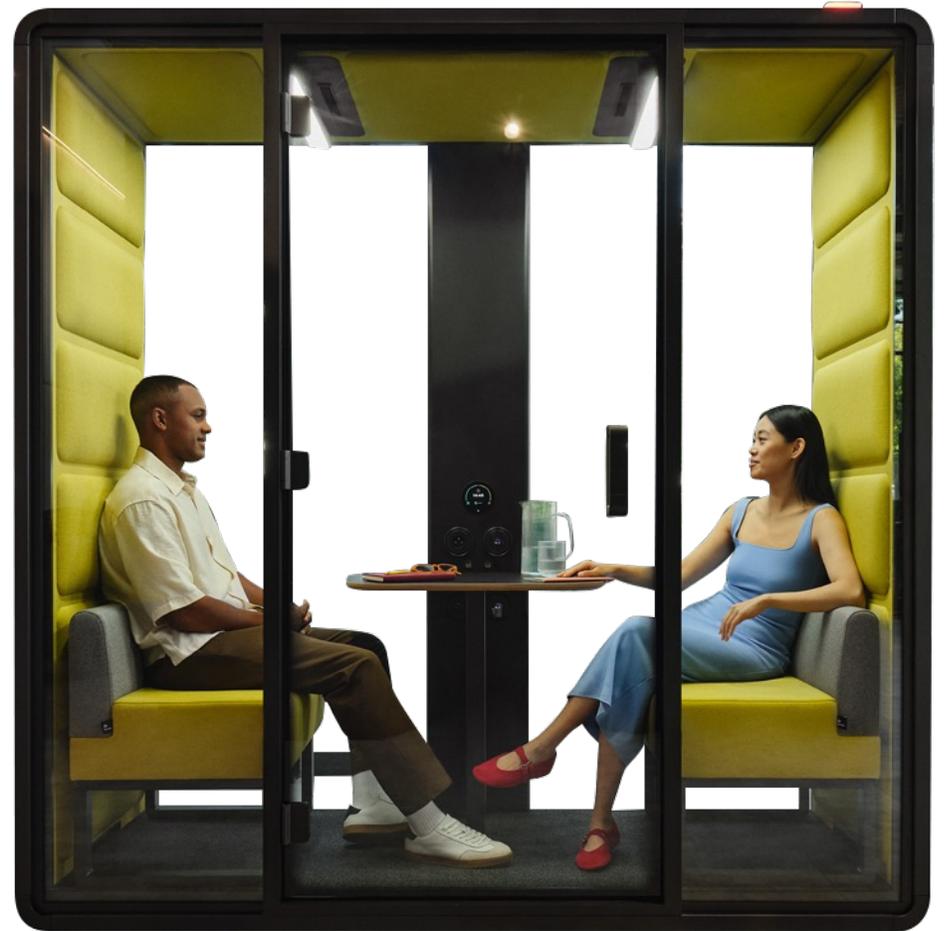
Dedicated install & service team with Framery experience.

3 dedicated Customer Service specialists.

We have stocked parts in market for fast fixes.

Hushoffice vs Room

A smarter choice!



Hushoffice vs Room

Battle Card

	ROOM	HUSH
Design	Distinct	Simple, Purposeful
Range of Pods	2 (change name & config for 3)	9
Flexibility: Relocation	Castors, option Has to be disassembled to move	Castors, always Can be moved by office staff, easily
Flexibility: Furniture	Fixed	Movable
Stock	8 weeks	Less than 7 days
Construction	Particleboard, PET & sheet metal	3 layers of honeycomb wrapped with melamine for maximum acoustics
SPIFF	None	\$100 – \$300 per pod

Hushoffice vs Room

Our secret weapons

Entry Level Product:

Entered market with entry level solution.

Fire, Life, Safety

Room booths are not designed to be fitted with any [fire suppression](#). In the event of a fire, the ceiling melts, and the fire will be extinguished by the building's sprinkler system.

HushAssistant:

Leaps and bounds beyond anything the Room booths have to offer

Certifications:

UL, Greenguard Gold, IBC, Certified Autism Resource, Etc

Hushoffice vs Room Pricing

Price Increase Implemented
January 2025

ROOM

Phone booth price is cheaply constructed,
price: \$6,295.00

Focus Pro and Meeting Pro \$19,995 - \$21,995.-
same booth, different configurations.

HUSH

Hush Phone is more expensive Phone Vs Phone
HushFree.XS - \$9,900 (45% off List)
HushFree.S - \$12,540 (45% off List)

However, the larger booths are much more competitive

Hush Work - \$17,400 (40% off List)
HushFree.M - \$21,120 (45% off List)

Dealer is able to make margin he desires on project.

SPIFF: \$100 - \$300 per booth!

Thank you!