

**Madden Business Interiors**  
9/5/2014 Interview

Madden Business Interiors, a **small local, woman owned, WBENC certified business**, has been serving the southern Nevada area, since March, 2005. Their success has been based upon the premise of providing the finest solutions based upon design, sustainability, quality and service.

UNLV Purchasing and Contracts recently met with Madden Business Interiors owner, Nancy Madden, to discuss the company's history and her desire to provide UNLV departments with furniture and related services. The following is a summary of that interview:

*(Q1) Share with us Madden Business Interiors story. How did you get started? Years in business? Local/Small/WBE/MBE? What products and/or services do you provide?*

**Nancy Madden has worked in the furniture industry for over thirty two years and has worked with every major furniture manufacturer. Nancy opened up her own dealership, Madden Business Interiors, in 2005. She has been working with UNLV since she moved here in 1999. Madden Business Interiors is a small, local, woman owned business with two full-time employees, and independent contractors who have provided design and installation services for the past 9+ years. Nancy says "We are a full-service office furniture dealership offering a complete turn-key solution."**

**For more information on Madden Business Interiors visit their website at: [www.maddenbusinessinteriors.com](http://www.maddenbusinessinteriors.com)**

*(Q2) How did you become familiar with business opportunities with UNLV?*

**Nancy said "UNLV was one of the first calls I made when I moved to Las Vegas. I was familiar with working in a university setting and I wanted to see how I could assist UNLV. I am proud of the many projects I have worked on at UNLV, the new Student Union, Student Recreation and Wellness Center, Educational Outreach, Academic Success Center, and On-Line Education are just a few that come to mind. I enjoy working with the people I have met through the University and hope to continue this professional relationship."**

*(Q3) To better help the UNLV campus departments understand what Madden Business Interiors offers, can you offer a few reasons why they should consider doing business with Madden Business Interiors? What sets Madden Business Interiors apart?*

**According to Nancy "I have a great team of professionals and our installation team is the best in the city. We offer sustainable products with excellent warranties. We strive to offer solution-based products to meet our customer's price point. Our customer service sets our business apart from the competition."**

*(Q4) How does Madden Business Interiors interact with UNLV campus department to assess furniture needs?*

**Initial consultation meetings to determine needs in order to provide solution-based furniture needs for the customer. Field measurements are taken if no CAD drawings are available. We then provide layouts and isometric drawings to the customer for review/revision followed by finish/fabric selections. Renderings are available if required for final approval.**

*(Q5) In your opinion, what are the major obstacles for small and disadvantaged businesses in Las Vegas and how can UNLV be a part of the solution?*

**Nancy stated “You should not judge a company by its size, but you should look at their experience, service, including response time, and support.”**

*(Q6) The Nevada System of Education has published a Supplier Inclusion statement. What does it mean to you and how would you like to see it impact the business community serving UNLV?*

*The Nevada System of Higher Education supports equal opportunity for minority-owned, women-owned, and other small disadvantaged business enterprises (MWDBE) to compete for contracts awarded by NSHE institutions. The NSHE also supports efforts to encourage local businesses to compete for NSHE contracts. In addition, the NSHE supports finding opportunities for such MWDBE and local business concerns to participate as subcontractors or Tier 2 suppliers in large contracts. A “Tier 2 supplier” or subcontractor is a supplier who is contracted for goods or services with the prime contractor, and may include, but is not limited to MWDBE and local business enterprises.*

**Nancy said “I would love to be considered a viable participant regardless of size.”**

*(Q7) What one word or phrase best describes Madden Business Interiors?*

**“Dedication to service with integrity.”**