Condeco ROI Examples.



CONDECO

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Your workspace is an asset.
We help you make the right decision for your space, every time.

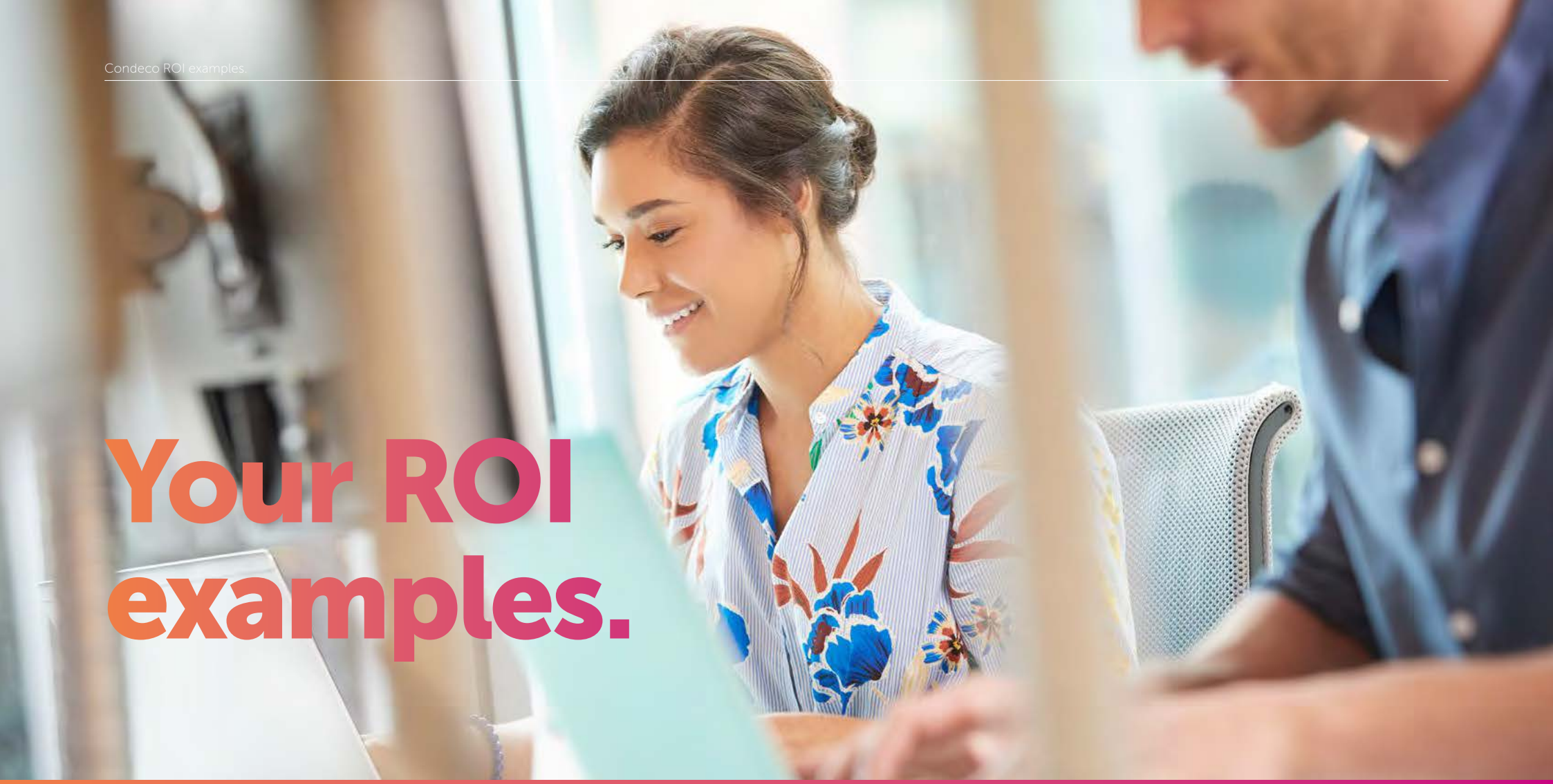
Our integrated solutions work to improve productivity and space efficiency for leading organizations around the world. Our industry leading meeting room and workspace scheduling technology helps you to maximize your workspace and create a more productive and collaborative workplace experience for you and your business.

Your potential savings.

Each of Condeco's solutions offer a significant return on investment (ROI). This document provides some high-level examples demonstrating how this can be achieved. However, your Condeco ROI is dependent on factors such as the quantity purchased, changing global average statistics, and fluctuations in real estate costs.

Please note: Prices may vary depending on your organization and location, but for the purpose of this document we have used our standard regional prices.





Your ROI examples.

Explore models based on the data you provided in our interactive tool.



Understanding the examples.

More information on how you can improve workspace scheduling processes and get more out of your real estate.

*Please note monetary examples are based in US Dollars.

Meeting Room Booking Software.

No matter where you're working or on what device, our meeting room booking software is the easiest way to bring your people together and make a success of your meetings. Manage your meeting rooms, visitors and services through one solution, and create a workspace that works harder for everyone.

- Simplify room booking with one central solution
- Book meeting rooms on-the-go with the mobile app
- Book in your Outlook calendar
- Get more out of your workspace with usage reporting

How can introducing meeting room booking save real estate costs?

Meeting rooms in a traditional workplace are around 44 percent* utilised. Condeco meeting room booking software and meeting room screens enable companies to easily measure and manage each of their rooms. Using our detailed reports you can identify your average room utilization. This information can help you reduce the amount of meeting rooms while raising utilization across your whole estate. We aim to help companies achieve an average meeting room utilization rate of 80 percent or more.

The general example below shows how the number of meeting rooms in a traditional workplace can be reduced by enabling a more efficient and effective provision of meeting space. The subsequent real estate savings that can be made by contraction of space needs, based on average total cost of meeting room space.

Room utilization	No. of rooms required	Annual cost of rooms	Potential real estate saving
44% (*traditional workplace)	250	$5,000,000	$0
65%	169	$3,338,000	$1,620,000
70%	157	$3,140,000	$1,860,000
75%	147	$2,940,000	$2,060,000
80% (Condeco efficiency)	138	$2,760,000	$2,240,000
85%	129	$2,580,000	$2,420,000
90%	122	$2,440,000	$2,560,000

* Condeco Sense Study 2018 June – 2018 June, 73,000 spaces measured across 94 buildings and 430 floors.

Example.

Number of employees	5,000
Number of meeting rooms	250
Average cost of a meeting room	$20,000*
250 rooms x $20,000 per room	Total annual room cost of $5,000,000

With Condeco Meeting Room Booking

You can reduce the amount of rooms to 138 whilst increasing your room utilisation to 80%.



Total Condeco investment

Based on:

- Average price of software and hardware as a service cost per room per annum: $500
- No. of rooms required 138 x $500 = $69,000 (year one)

Year one spend	$69,000
Potential saving	$2,171,000

*Office occupancy costs per square foot. per annum, CBRE Global Prime Office Occupancy Costs 2018.



Desk Booking Software.

Our desk booking software enables you to manage desks and workspaces – all from one cloud-based system. With our pioneering solution, you can finally give your mobile workforce the flexibility to easily find a space suits their needs whenever they need to.

- Agile work that flows with multiple booking methods
- Workspace that works harder by making better use of space
- More choice, happier staff by giving employees more freedom and choice in their workplace
- Monitor and measure and make better, data-based planning decisions

How can introducing desk booking save real estate costs?

A traditional workplace will have a 1:1 desk to employee ratio. Condeco desk booking helps you create and manage a more flexible environment that is better utilized. We give you the tools and data to implement and manage desk sharing and activity-based working schemes; helping you create a better workplace experience for an agile workforce. The user-friendly application makes it easy for staff to find and reserve a workspace that meets their needs, find people in the building and manage workspace bookings.

The general example below shows with fewer fixed workstations you can make better use of space: drive space efficiency savings or improve the overall experience by offering more shared space. Outlining how the subsequent real estate savings can be made by contraction of space needed to serve your employees, based on average total cost of providing a desk space.

Employee : Desk ratio	No. of desks required	Total occupancy cost	Potential real estate saving
10:10 (traditional ratio)	5,000	$90,000,000	$0
10:9	4,500	$81,000,000	$9,000,000
10:8	4,000	$72,000,000	$18,000,000
10:7 (Condeco ratio)	3,500	$63,000,000	$27,000,000
10:6	3,000	$54,000,000	$36,000,000
10:5	2,500	$45,000,000	$45,000,000

Example.

Number of employees	5,000
Total cost of desk (per year)	$18,000*
5,000 desks x $18,000 desk costs	Total annual desk cost of $90,000,000

With Condeco Desk Booking

You can reduce the amount of desks to 3,500 by implementing 10 desks for every seven people sharing scheme.

10:7

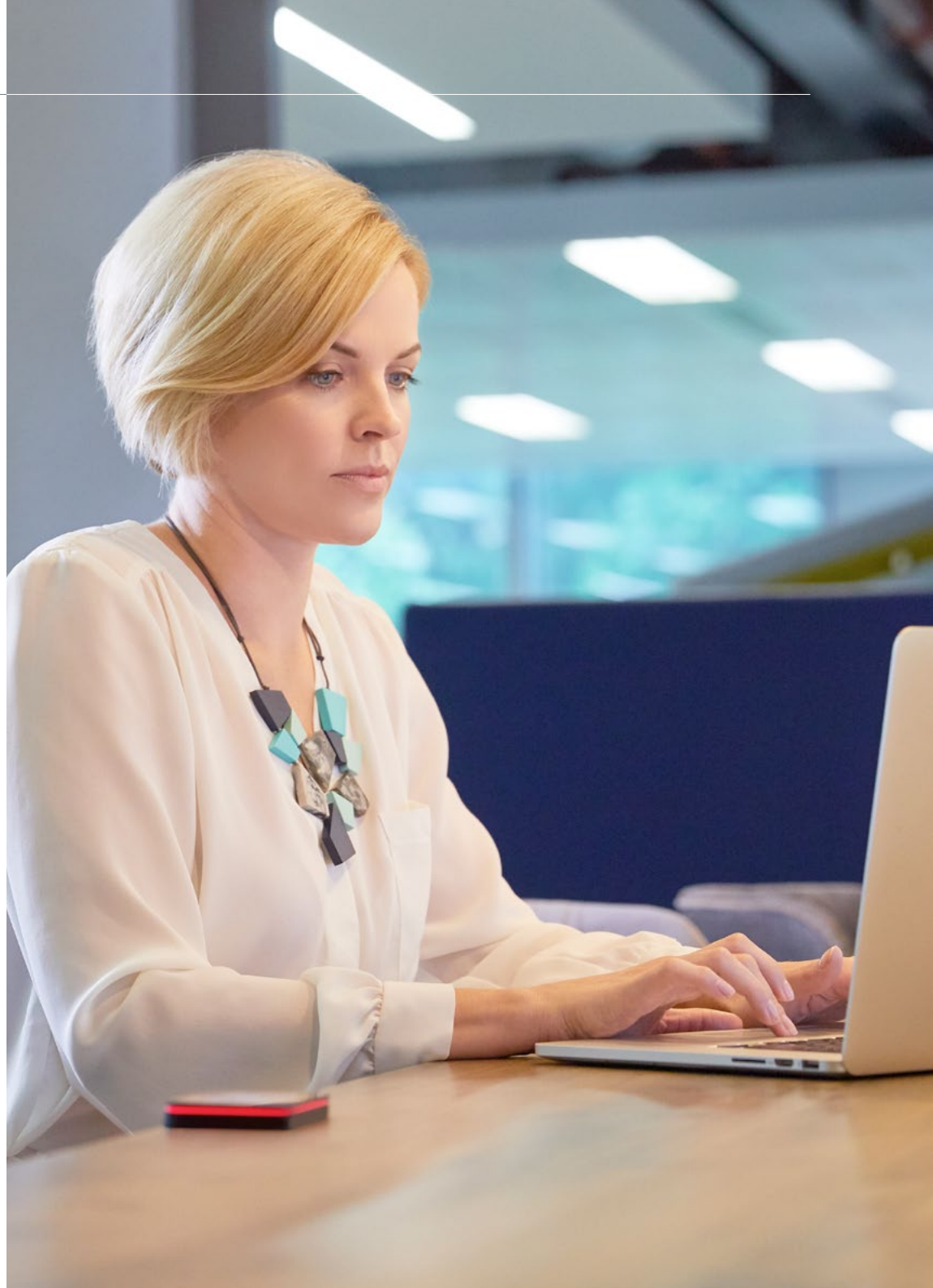
Total Condeco investment

Based on:

- Average cost of desk and screen license as a service $96 per desk per annum
- Desks required 3,500 x cost per desk $96 = $336,000 (year one)

Year one spend	$336,000
Potential saving	$26,664,000

*Occupancy costs in London (per workstation, 2017), Office Space Across the World 2017 Cushman & Wakefield



We're the global leader in workspace scheduling technology.
We make it easy to find and book space to meet up and work together.
We provide workspace scheduling software to over 1,000 of the world's biggest brands, integrating meeting room and workspace reservation solutions that help remove friction in the workplace and free businesses and their people up to get the most out of their working day.

Liberate your workspace.



CONDECO

Our Global Presence
London • New York • San Jose • Frankfurt • Paris • Dubai • Delhi • Singapore • Sydney

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