CASE STUDY | PORTFOLIO EVALUATION

Enterprise Software Company

OBJECTIVES:

An enterprise software company's CFO and Head of Real Estate wanted to better understand global occupancy and usage trends across their satellite offices as they considered consolidating their footprint.

SOLUTIONS:

The VergeSense Strategic Advisory Services team conducted a 90-day usage study of one satellite office, which revealed extremely low usage rates: an average person count of two and a peak person count of 17. Leveraging insights from the VergeSense Occupancy Intelligence Platform, the company eliminated the underutilized location and created a cost-analysis model for evaluating other satellite offices.

AT A GLANCE

Challenge: Making strategic decisions related to 30 satellite offices.

Impact: Eliminating one satellite office location uncovered **$115K annually in lease avoidance**

GDPR	ISO 🔒 27001	SOC 2 TYPE II
COMPLIANT	CERTIFIED	CERTIFIED

PLATFORM FEATURES & BENEFITS:

Occupancy intelligence delivers powerful insights to workplace leaders so they can understand the true capacity of their offices and support more employees without impacting experience.

People count - By understanding the number of people (or peak number) at the building and floor level within a given timeframe, workplace leaders can understand how actual usage compares to capacity and stated office policies to identify and shed underutilized spaces or make updates to office policies.

Floor level - By understanding average person count compared to the total number of spaces and stated capacity, workplace leaders can make decisions about expanding or shrinking portfolio footprint to accommodate actual space usage.

ACME CO.

Avg. occupancy
1,249

Peak occupancy
3,049

Most occupied day:
Thursday

Most occupied time:
13:00

Least occupied time:
16:00

Last updated: 03/06 14:23

ACME CO.

Avg. Capacity Usage

71 Royal St. ⟩ **85%**

55 Market St. ⟩ **58%**

⚠ 1 Sydney Pl. ⌄ **31%**

Floor 1 — 25%
Floor 2 — 28%
Floor 3 — 52%
Floor 4 — 40%
Floor 5 — 8%

Year   Quarter   Month   Week   Day