

# Healthcare Equipment Provider

## OBJECTIVES:

A healthcare equipment and services provider wanted to consolidate their North American headquarters buildings to reduce costs, but didn't have the data to confidently make a decision. Manual observation studies and feedback from department leaders weren't effective or reliable data points to support decision making.

## SOLUTIONS:

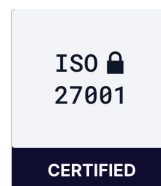
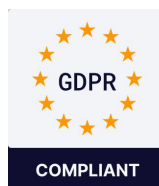
VergeSense insights revealed average space utilization of one of the two headquarters buildings was only 20%, which gave them the confidence to not resign a lease in one of the buildings, leading to cost avoidance of \$60M over 10 years.

In addition, feedback from employees and department leaders revealed that they sized the space correctly, without any meaningful impact to employee experience.

## AT A GLANCE

**Challenge:** Consolidating headquarters buildings without negatively impacting employee experience

**Impact:** **Saved \$6M annually** in lease avoidance, \$60M in total over 10 years



## 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.

