



technology

## Benefits of Utilisation Data



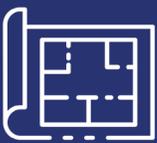
### REAL TIME DATA

Decisions on space configuration changes are best made using real time data.



### DEMAND TRENDS

Real estate managers can identify demand trends and actual utilisation to better support new space configuration plans.



### LONG TERM PLANNING

Accurate space management data informs long term CRE space decisions, for example, how much agile space is needed and in what locations.

## Accurate Data to Make Smart Decisions

Today many organisations are re-evaluating how the existing real estate footprint needs to evolve to respond to trends such as increased home working and a drive to **reduce real estate costs**.

Arriving at the right decision is a combination of having **accurate data** on how space is actually used and the insights that support real estate re configuration. For example, how many small meetings rooms will be required to support agile working?

At NFS we have created a set of tools that can be easily deployed to **measure actual utilisation of space**. Our sensor survey provides information for the Corporate Real Estate (CRE) team to make smart decisions.

We've taken this one step further, combining the two key dimensions of space booking and utilisation. This offers real estate managers the insights to re-purpose and **optimise space** in the new workplace.

NFS offers a full suite of integrated booking and space management tools for your long term planning needs.

# You Need the Right Data

In order to plan, you need data. A utilisation study will give you the critical information you need. We have worked with many corporate clients seeking both better space use and a more immersive experience for staff, as return to work on a hybrid work model emerges as the new norm. Here is how a space utilisation study will help you deliver a data driven plan for real estate evolution.

1

## THE BIG QUESTIONS

Accurate space utilisation data supports the big questions such as **office consolidation**—many organisations in the public and private sector are making such plans right now.

2

## CAPACITY MANAGEMENT

The work environment will need to support social distancing and capacity management. **Real time data** on people density, across space, time and traffic flows are critical to return to work planning.

3

## CHANGE MANAGEMENT

Space utilisation data can support special projects such as offices moves, **space reconfiguration**, or a move from mandated desk booking to open desking, where staff use digital signage technology to identify available space.

4

## THE RIGHT RATIOS

Ensure that space planning supports the right ratios, like desks or small meeting spaces, **so collaboration takes place freely**. This allows staff to book both desks and other supporting space types like a quiet meeting room or a huddle space.

5

## DATA DRIVEN DECISIONS

Plan space at a granular level e.g., **occupancy levels** and space types at different times of day. Underutilised space may be a symptom of the wrong space configuration or usage. Actual utilisation data enables the CRE and HR teams to drill down and **identify the real utilisation issues**.

# NFS Space Occupancy & Utilisation

We recognise that companies need to be able to deploy space utilisation technology on a cost effective and rapid deployment basis. We offer a complete solution on a minimum commitment (4 to 12 weeks) basis. Installation is fast and unobtrusive.

## The NFS Space Utilisation Proposal

### FAST DEPLOYMENT

Fast deployment of sensor technology for a 4-week study, providing **accurate information on how space is being used** across different dimensions; space type, time of day, day of week, length of use etc.

### SECURE

A secure cloud-based sensor infrastructure that captures data with no impact on the corporate network, using technology like wireless routers, **built in data encryption** for maximum data security and a “cloud platform” to deliver real time utilisation information.

### INSIGHTS

Our Sensor study **informs better design of space** as well as right sizing by space type. An example would be the number of quiet rooms required to support a 1000 desk facility.

## Pricing Proposal

NFS can typically implement a sensor solution within a matter of weeks. Implementation is overnight and non-intrusive to your daily operational activities.

Typical costs for a 4-week study of 250 - 400 seats (combination of meeting rooms, desks, collaborative areas) costs approximately £35 to £40 per desk and provides an extended period of access into key reporting analytics, which can be used for space management and planning.

# How it Works

## DATA FLOW



### Data Capture

Sensors can measure Occupancy, Temperature, Humidity, Noise, Light CO2 and Particulates.



### Transmission

Data is transmitted to network routers which wirelessly transmit data to loggers.



### Collection

Loggers collect data from routers and transmit via an internet connection to our servers.

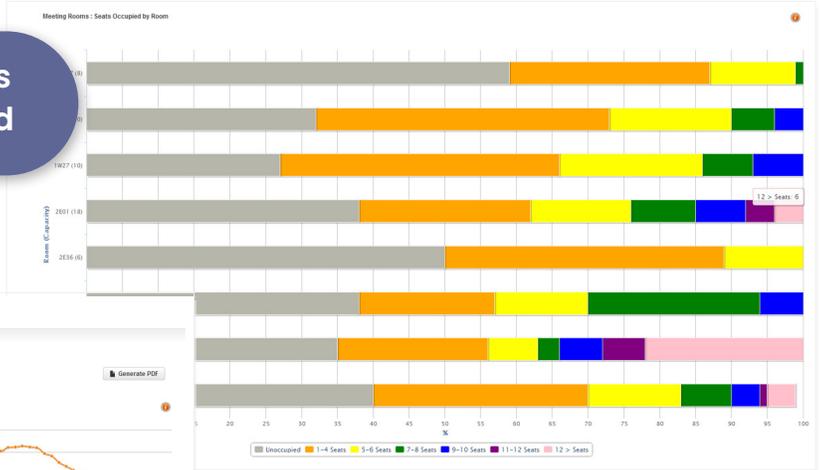


### Broadcast

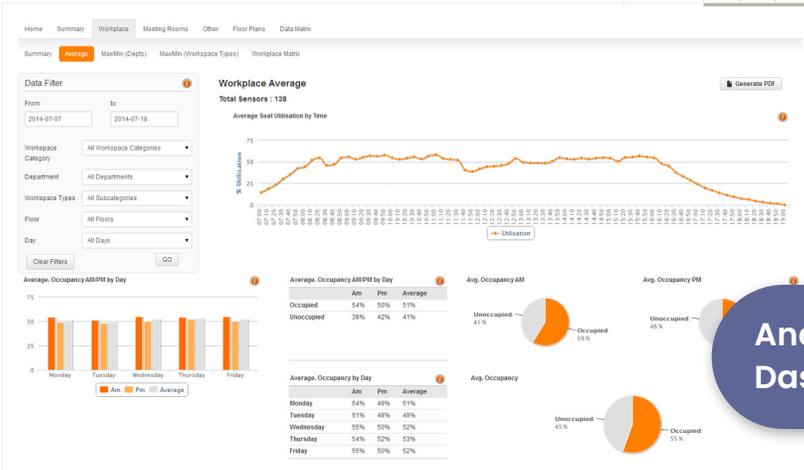
Data is uploaded to the reporting portal and instant online access allows analysis of data.

# Reporting

## Meeting Rooms Seats Occupied



## Analytics Dashboard



## Floor Plan Real Time Availability

