

CREBA CONVERSATIONS: ARCHITECT & FURNITURE VENDOR

MARCH 11, 2021



OTJ
ARCHITECTS

WASHINGTON
workplace
Commercial Furniture

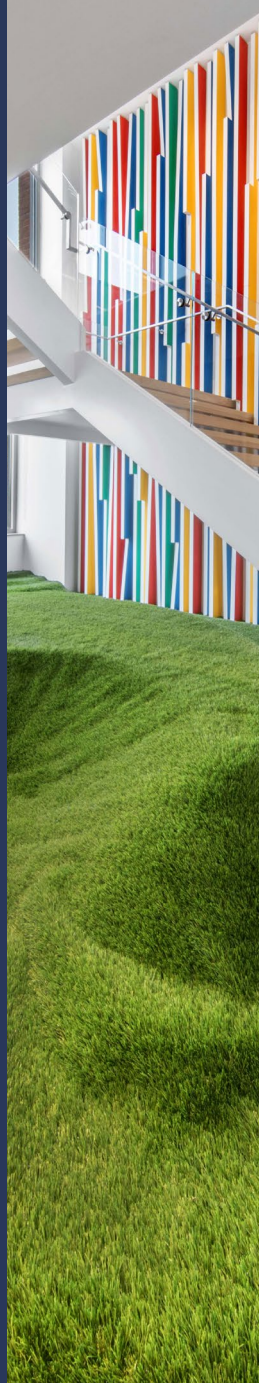
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TODAY'S AGENDA:

1



What We Are
(And Are Not) Seeing



2



CASE STUDY:

Ways To Re-Imagine An Existing Space
On A Budget (workplace strategy
study, target renovation, furniture &
technology)

3



Questions We Recommend
Asking Your Clients + Q&A



WHAT WE ARE NOT SEEING & WHAT WE ARE SEEING

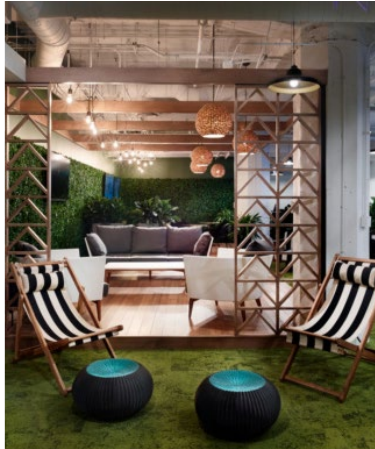
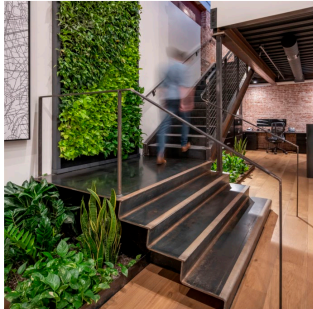
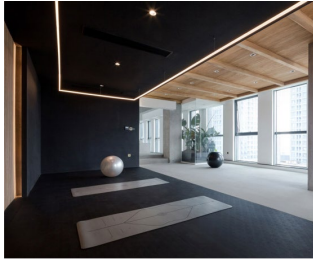
WHAT WE ARE NOT SEEING:

- » THE OFFICE GOING AWAY
- » MORE PRIVATE OFFICES BEING ADDED
- » ELIMINATION OF BENCHING
- » SIGNIFICANT DE-DENSIFICATION*
- » ONE SIZE FITS ALL SOLUTIONS
- » EVERYONE BUYING SCREENS FOR THEIR WORKSTATIONS

WHAT WE ARE SEEING:

- » 70%+ OUR SURVEYED CLIENTS WANT TO COME INTO THE OFFICE 2 OR MORE DAYS A WEEK
- » SOME DEGREE OF TELEWORKING BECOMING THE NEW NORM*
- » AVERAGE AROUND 2-3 DAYS OFFICE PRESENCE / WEEK*
- » THE OFFICE RE-IMAGINED*
 - » Increase in unassigned seating (hotelling & hotdesking)
 - » 10% + increase in meeting space
 - » Office as a destination/hub
 - » Focus on space & building amenities
 - » Creative reconfiguration / new function for existing space

OFFICE AS A DESTINATION



NOTE: photos are representative visioning images pulled from a variety of design firms and sources

OFFICE & BUILDING AMENITIES

COLLABORATION & NEW TECHNOLOGY



CULTURE & ENGAGEMENT



WELLNESS & SAFETY

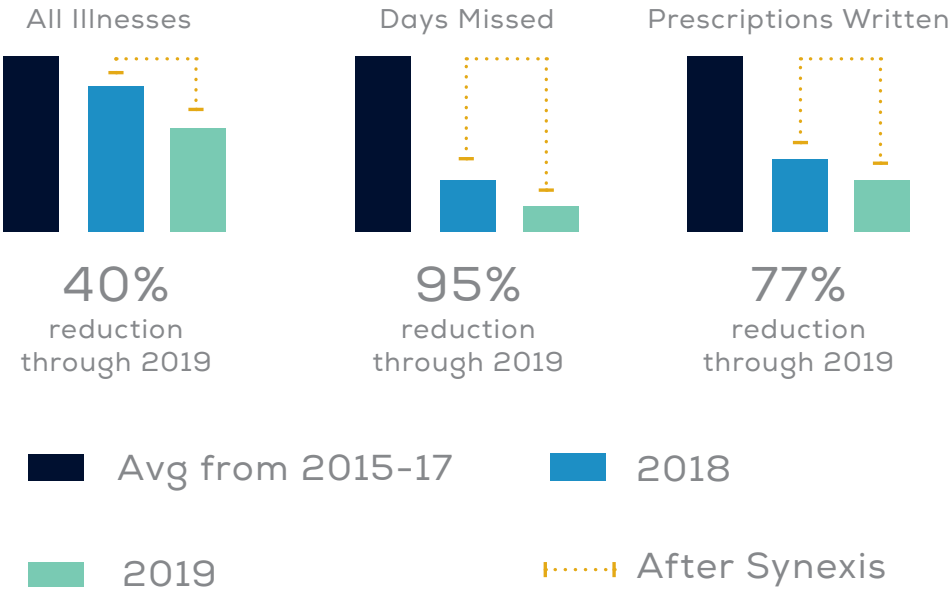


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SYNEXIS - AIR PURIFICATION INSTALLED IN TENANT SPACES



MLB SPORTS TEAM FIELD DATA EXAMPLE:



RESOURCES & TOOLS IN RE-THINKING YOUR OFFICE

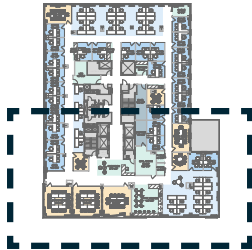
STRATEGIC SERVICES:



ESTIMATING COSTS & DEFINING TIMELINE:



CASE STUDY: TARGETED PLAN & FURNITURE CHANGES



CASE STUDY: TARGETED PLAN & FURNITURE CHANGES



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MAKING A CONFERENCE ROOM VIDEO COLLABORATION READY

AV upgrade

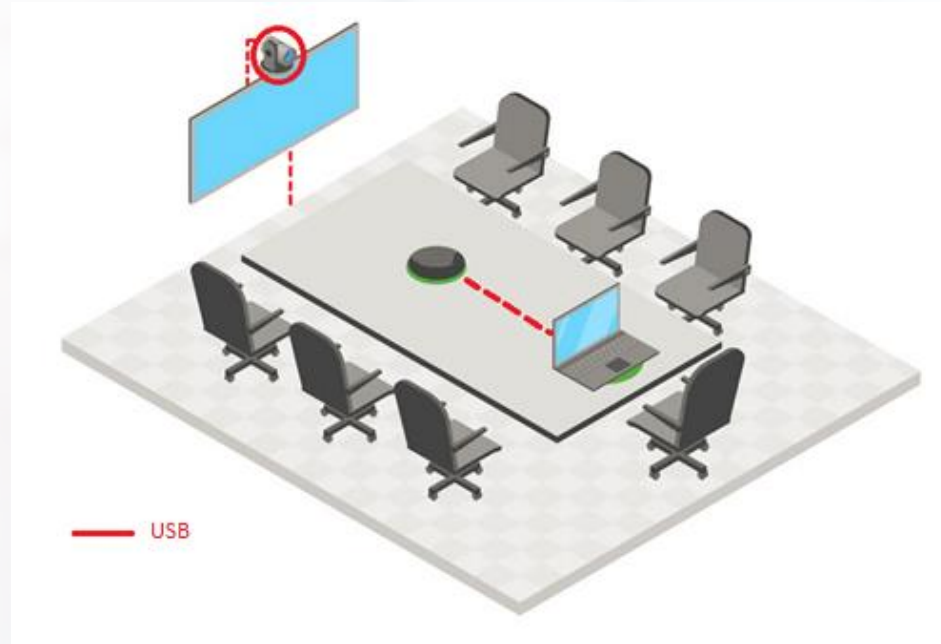
Conference rooms without video will require a USB Camera upgrade.

In most cases, existing audio systems can be reutilized for sound support.










ROM budget for install

TOTAL \$3,000 - \$6,000*

*Basic fixed camera & USB extension cable
Pan/Tilt/Zoom 4K camera ADD \$3000 more



TECHNOLOGY FOR MANAGING A HYBRID WORKPLACE: RESERVATION SYSTEMS

	GoSpaces	iOffice*	EMS	Office Space	Condeco
Seat Reservation					
Room Reservation					
Seat Assignment (creates assigned seating plans and facilitates department moves)					
Fee Structure	Month-to-month, year, & multi year subscription options	\$3,000 starting set up fee \$845/mo starting monthly fee Minimum one year contract		\$3,000 set up fee \$625/100 seats/mo fee	
Mobile App					
Service Requests					
Website	gospacesmobile.com	iofficecorp.com	emssoftware.com	officespacesoftware.com	condecosoftware.com

*Teem is another part of the iOffice family of companies. It primarily focuses on the Seat and Room Reservation functions.

HYBRID WORKPLACE TERMS & TOPICS

HOTELLING VS. HOT-DESKING

Hotelling seats can be reservable versus hot-desking seats are first come first serve

ASSIGNED VS. UNASSIGNED

Assigned seat: a work seat dedicated to one person, regardless of frequency of occupancy
Unassigned seat: a reservable, sanitized work seat available to staff for use when in centralized office

OCCUPANCY DENSITY

Percentage % of seats provided compared to the overall FTE headcount

SEAT SHARING

The % of staff who will not have an assigned seat in the office

CULTURAL EROSION

When a lack of engagement and employee interaction leads to an office culture losing many of its core elements

COMMUNITY SEATING

Seats provided within conference rooms, cafe spaces, collaborative areas, focus rooms and/or open for use by all

QUESTIONS TO ASK CLIENTS

“Have they seen any degree of cultural erosion?”

“Have they created a new telework policy / have they discussed who would no longer need assigned seating?”

“What were some of their successes last year? Has their growth plan changed?”

“Have they done a post vaccine release pulse survey?”

THANK YOU!



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