



Surplus office space will impact company profitability from January 2019, when office leases are reported on balance sheets.

How much office space should you lease and how much should you outsource?

There are alternatives to accommodating staff that don't require leasing more office space:

- Flexible working from home arrangements can be implemented
- Coworking spaces can house project teams as a monthly service
- Activity based working and hub & spoke models can improve utilisation and cost effectiveness over existing portfolios

But embarking on a review of your corporate accommodation strategy must start with an objective picture of how your current space is used.

Workspace
Analytics

Take out the guess work.
Focus on the evidence.

Using a range of installed sensing technologies on the premises, we can track the movements of occupants. The data is collated and analysed to determine how the current space is being utilised, drilling down to room level to isolate areas of underutilisation.

It's completely anonymous and non-invasive. It neither stores nor records any identifying information about room occupants and can be configured to be separate to your network, requiring very little involvement from IT.

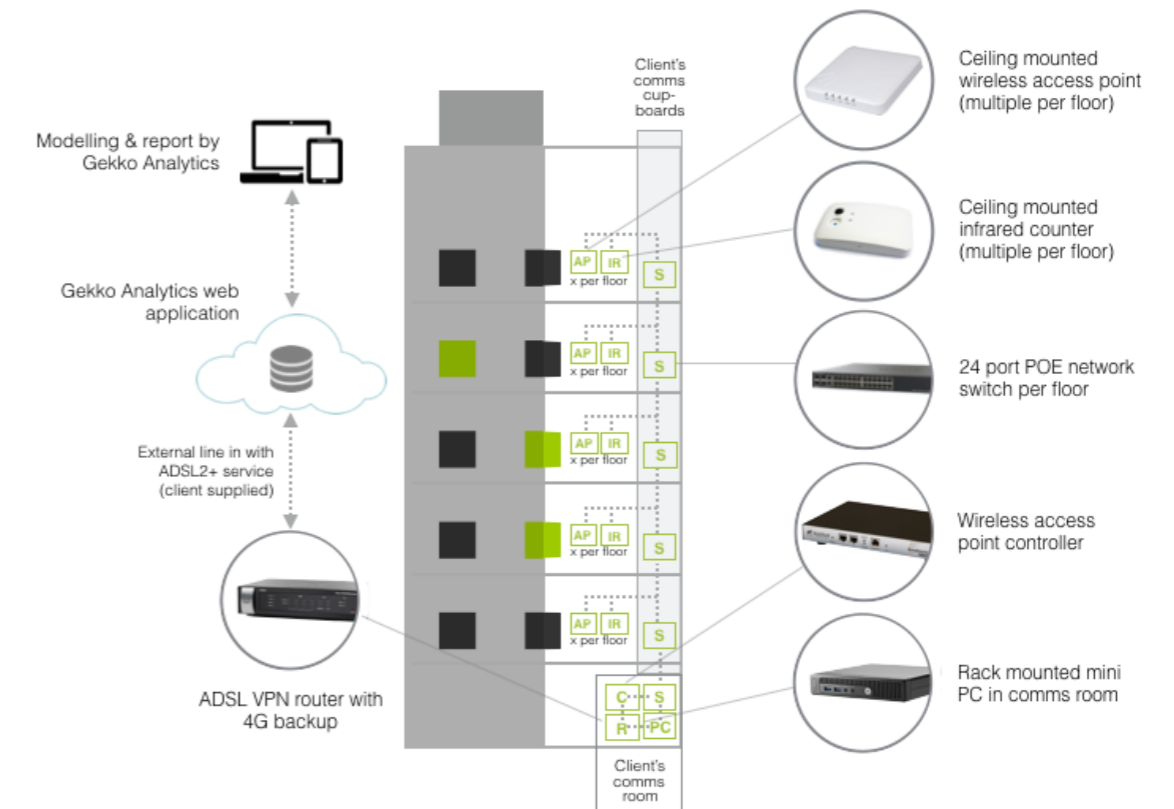
The result allows you to understand how your space is being used without making anyone feel like 'big brother' is watching.

Think of it like

Google Analytics

for physical spaces

Sensing architecture diagram



Insights. Delivered.

Data is collected from IR counters at egress points and a dedicated network of Wi-Fi access points to provide occupancy & utilisation insights for each nominated space.

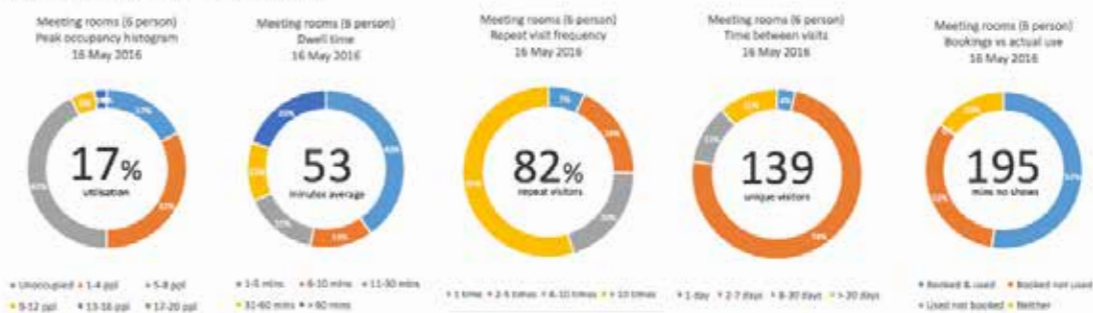
Insights delivered:

- How often are the spaces actually occupied and by how many people?
- How many people use the space over a given time period?
- Are spaces being used to their designed capacity?
- What level of utilisation are the spaces achieving?
- How does actual space use compare to bookings or planned use?
- Is utilisation increasing or decreasing over the term?
- Heatmaps showing concentration of utilisation
- How long to people typically spend in the space?
- How many people are repeat visitors?
- How often have people visited over the timeframe?
- What is the average time between repeat visits?



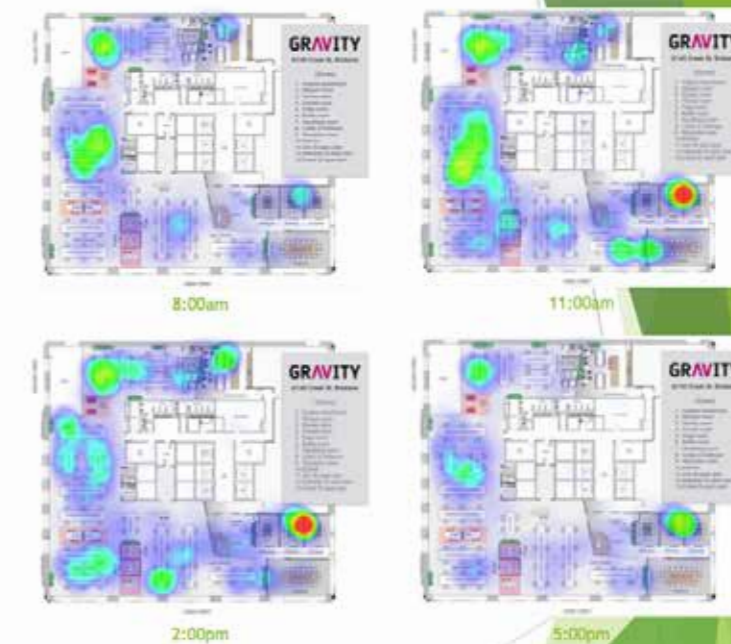
Meeting rooms (6 person) - A typical day

- ▶ Area chart graphs peak occupancy per 15 min period over Monday 16 May, drawing from occupant measurements taken each minute
- ▶ Morgan room was the least used of the 3 rooms, accommodating 1 person on and off; Disney the most used (likely due to its city outlook)
- ▶ A 6 person booking in Chanel at 3pm spiked peak occupancy
- ▶ 3 person rooms were vacant for almost 40% of the working day (8am-6pm)
- ▶ 40% of visits were transiting occupants
- ▶ Rooms showed relatively high booking fulfilment rate, likely due to high demand



Floor 6 - Heat maps

- ▶ On the day selected, use of the main meeting rooms intensified after 8am, held steady during the day, and started to reduce at 5pm
- ▶ Creek St open plan area became occupied slightly later than other open plan areas and was vacated earlier also
- ▶ Snapshots taken on Monday 16 May 2016
- ▶ Heat maps approximate how intensely spaces are used over a given hour
- ▶ They map number of Wi-Fi enabled device detections per hour in the given space, an estimate of occupants
- ▶ Average accuracy is 3m due to constraints of technology in an office environment



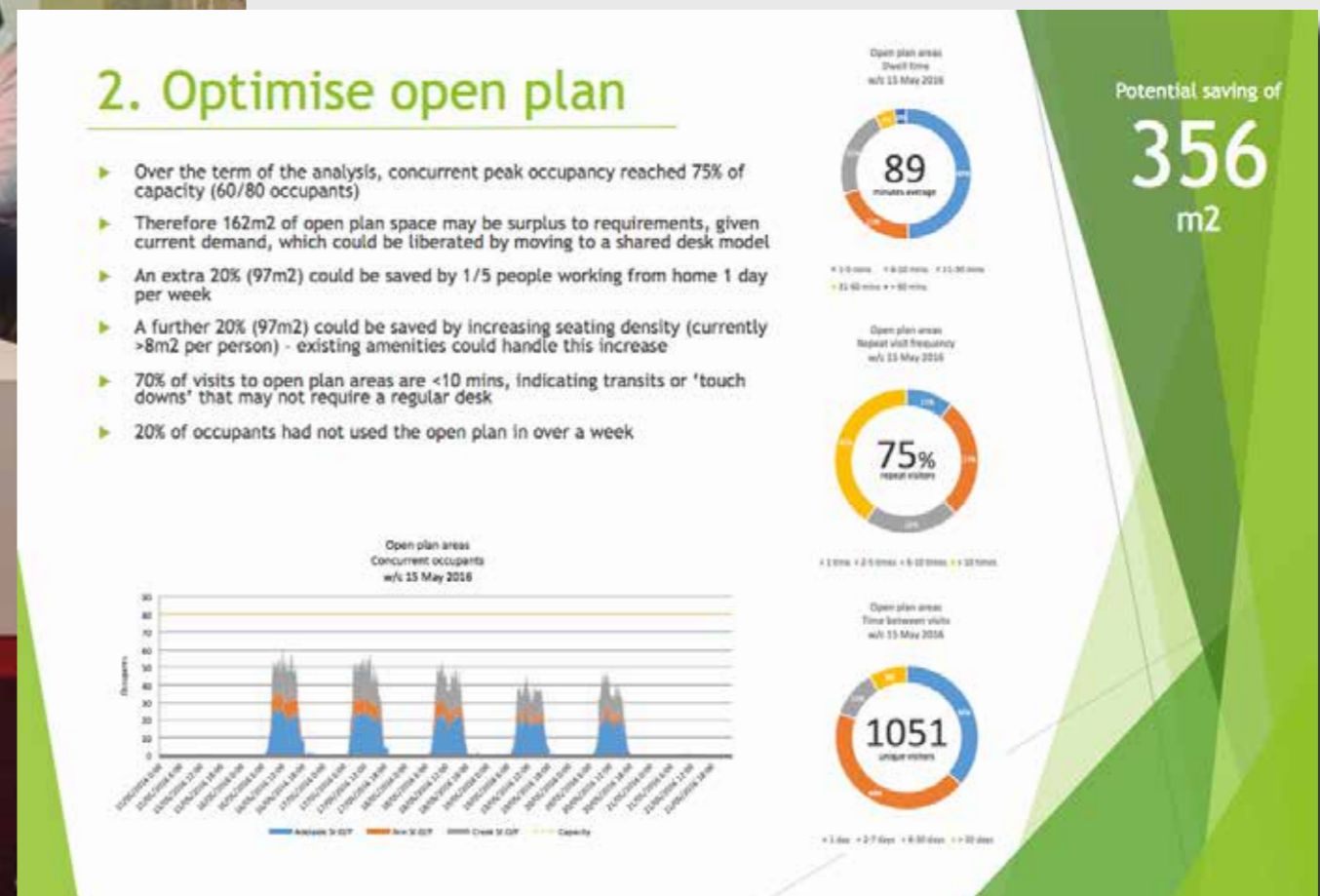
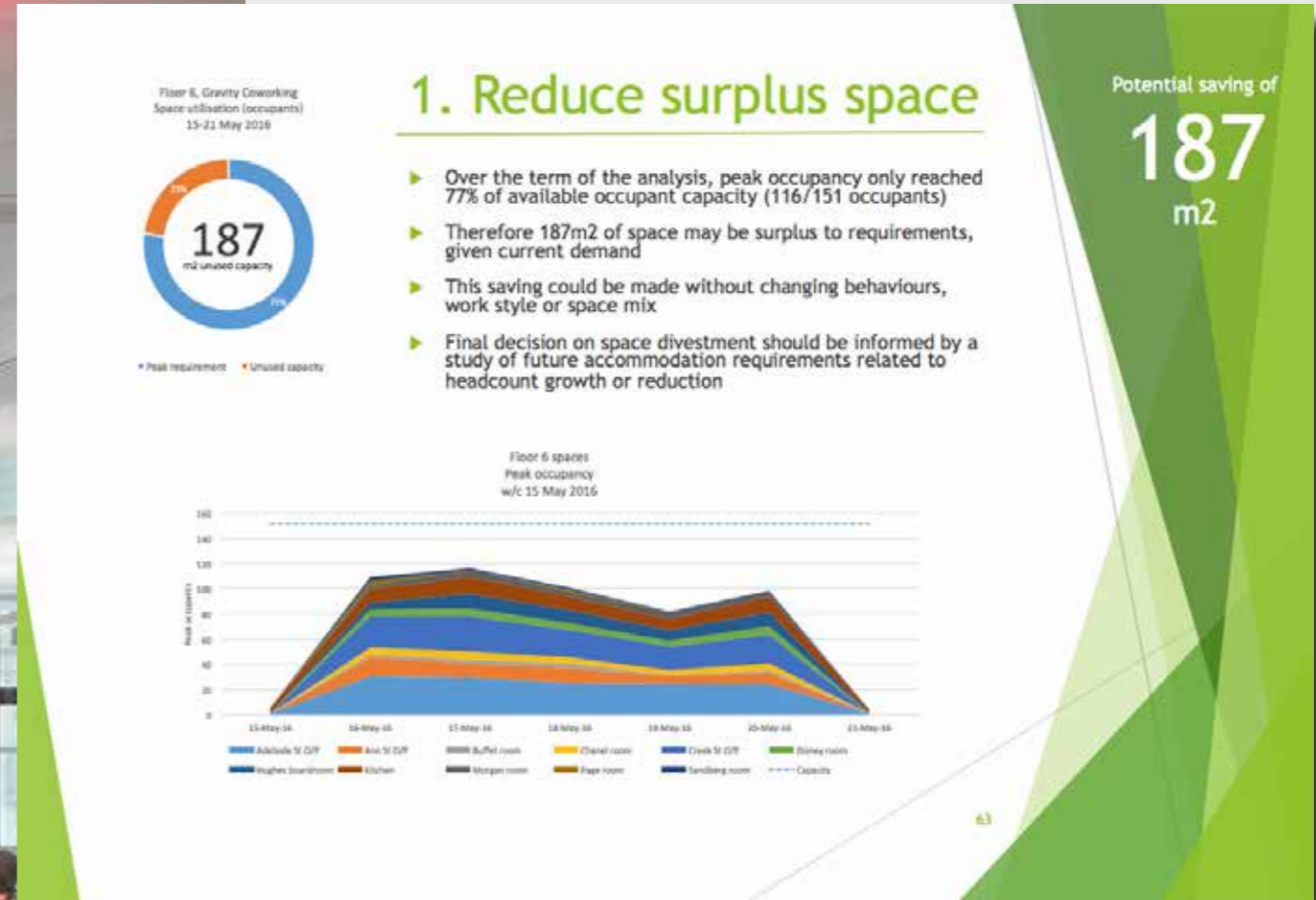


Opportunities. Identified.

Insights are used to model various space saving scenarios to produce recommendations for improving utilisation.

Potential responses:

- Restack or reallocate floor space to better suit actual demand
- Monitor meeting room bookings to ensure they match actual use
- Implement working from home arrangements
- Accommodate some occupants offsite in co working spaces or satellite offices
- Implement shared desking arrangements such as Activity Based Working



Why Gekko Analytics?

Gekko Analytics grew out of a problem experienced personally by the founders. It's one many heads of real estate will be familiar with: rapid headcount growth, leading to space shortages, and a need to explore cost effective alternatives to simply leasing more space.

When you go to your Board and ask for a phone number sized investment to accommodate everyone together for the next 10 years, some questions are inevitable:

Can we use our existing space more efficiently? Could we try activity based working? What about working from home? Couldn't you refit a few meeting room spaces? The answer to these questions is usually, 'maybe'.

With a large portfolio, it's hard to know where the inefficiencies are. Occupants aren't the most reliable source of information and observational studies can be invasive and limited in scope.

Gekko Analytics uses noninvasive sensors to provide real, objective data on how spaces are being used.

Hard data takes the emotion out of space decisions, and backs up your business case. It provides insights on work styles to inspire new ways of working.

For a few dollars per square metre per month, Gekko Analytics will help you identify opportunities for significant savings over the term of your leases.



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