



# RELOGIX workspace analytics platform & sensor-as-a-service

RELOGIX



Microsoft

# Agenda

1. Market opportunity and challenges
2. How the Relogix solution works
3. Customer use cases
4. Relogix solution architecture

# Activity-based working and the Internet of Things

A growing market opportunity for workspace utilization

70%

Percentage of workers in a study by Dutch researchers who said that an activity-based working environment increases their productivity.<sup>4</sup>

88%

Percentage of highly satisfied employees who work at companies where they have the freedom to move around during the day.<sup>5</sup>

44%

Percentage of global executives who identified flexible working arrangements as a top demographic and socio-economic driver of change across industries.<sup>3</sup>



# Core workspace challenges for corporate customers

## COST

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Reducing operating expenses wherever possible and identifying underutilized space for potential rationalization or redesign

## UTILIZATION

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Ensuring employees have ready access to desirable workspaces, and that those spaces support employees' needs

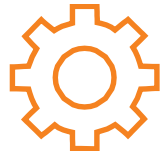
## PRODUCTIVITY

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Increasing employee productivity, engagement and job satisfaction

# RELOGIX workspace analytics platform

Sensor-as-a-service improves workspace utilization



Improve workspace effectiveness & utilization



Increase efficiency & reduce costs



Increase employee satisfaction & engagement



# Improve workspace effectiveness & utilization

Real-time sensor data and actionable insights enable organizations to make optimal use of workspaces



Use data-driven insights about workspace usage and employee preferences to identify workspaces that are underutilized, congested, or not meeting employees' needs in other ways

Improve the availability of various types of workspaces and make it easier for employees to reserve and access those spaces

Monitor average and peak workday workspace use to identify trends and create opportunities for more effective utilization

Adjust workspace configuration and availability based on employee activity and preferences



## Increase efficiency & reduce costs

Empowers organizations to operate more efficiently and control costs



Reduces operating expenses by eliminating the need to heat, cool and light unused or underutilized workspaces

Enables business decisions that lead to cost savings by providing insights into the percentage of the office-space portfolio that could be eliminated or rationalized to create significant savings

Helps organizations avoid unnecessary costs by enabling them to more closely align forecasted corporate growth with appropriate workplace size and utilization rates

Scales easily as needed without increasing operational expenses





# Increase employee satisfaction & engagement

Helps organizations tailor workspace design and availability to employee needs and preferences



Employees have access to the right space at the right time and can easily move between spaces as their work activity changes

Employees have choice about when, where and how they work, which increases productivity, engagement and job satisfaction

Data-driven insights about workplace design and how it aligns with worker productivity and satisfaction enables business leaders to promote a stronger, better corporate culture

Employees are engaged at work, because they can access workspaces that support individual performance *and* collaboration

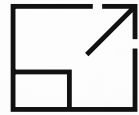


# Powered by Microsoft Azure

Integrated with Azure services, the Relogix workspace analytics platform provides the data-driven insights and security that organizations need for effective workspace utilization



Productivity



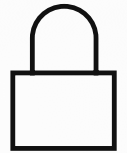
Flexible and  
scalable



Edge  
computing



Data analytics  
and intelligence



Security and  
data integrity

# Activity-based working saves tech group \$700,000



CompTIA, a leading technology association, was contemplating expanding its footprint when its lease was up for renewal. Working with Little Consulting, CompTIA used the Relogix workspace analytics platform and sensor-as-a-service solution to examine usage across its total commercial real estate footprint, identify ways to repurpose existing workspace around activity, and save \$700,000.

## RAPID DEPLOYMENT

Rapid sensor deployment provided immediate insight as part of the lease negotiations.

## SPACE OPTIMIZATION

Space optimization enabled CompTIA repurpose sales space to activity-based space with higher sharing ratios.

## DEEP INSIGHTS

Clear insights provided greater confidence during negotiations of a significant business commitment.



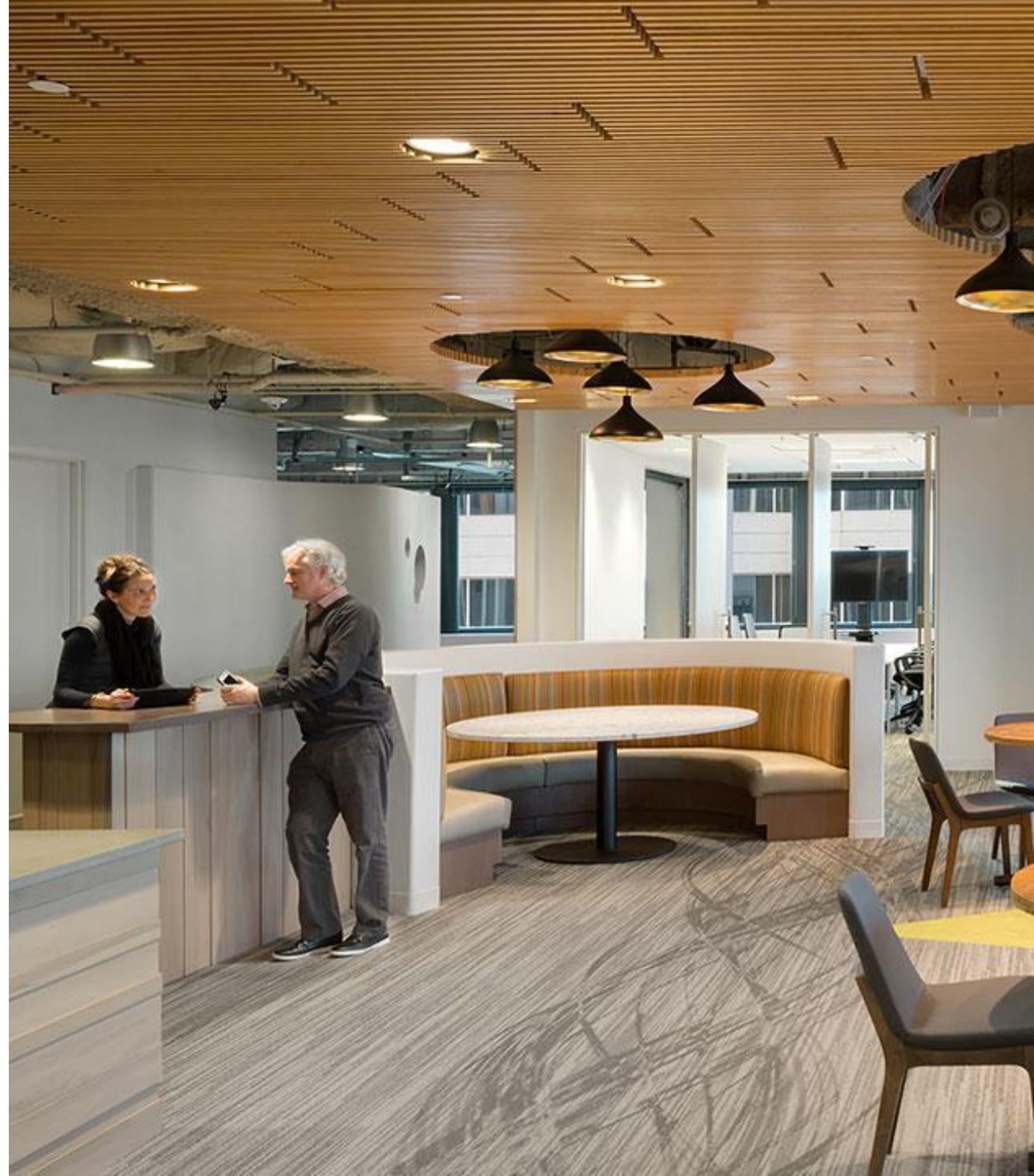
# Better workspace utilization enables growth, reduces costs

“ Relogix workplace performance sensors allowed Little to identify under-utilized workspace for a technology services client. Repurposing portions of the portfolio to unassigned space enabled the client to satisfy growth demands without increasing [CompTIA’s] lease commitment—avoiding as much as \$700,000 in potential expansion costs.

**Phil Tackett MCR, CFM LEED AP BD+C**  
Little Consulting

**LITTLE**  
DIVERSIFIED ARCHITECTURAL CONSULTING

**CompTIA**







# Next steps

- Contact the Relogix sales team at [sales@Relogix.com](mailto:sales@Relogix.com)
- Learn more about Relogix solutions and workspace utilization <https://relogix.com>

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