

Fast-growing tech startup postpones a fourth lease — and saves \$900K

How utilization data turned 500,000 sq. ft. across three offices into room to grow.

Challenge: Planning a Fourth Office

The corporate real estate team at a fast-growing startup felt that their **500,000 sq. ft. across three corporate offices** weren't adequate for their growth — and wanted to understand when they would need to lease a fourth space.

500,000

SQ. FT. ACROSS 3 OFFICES

9

UNDERUTILIZED
NEIGHBORHOODS RE-
ALLOCATED

45 days

TO COMPLETE
RECONFIGURATION

18 months

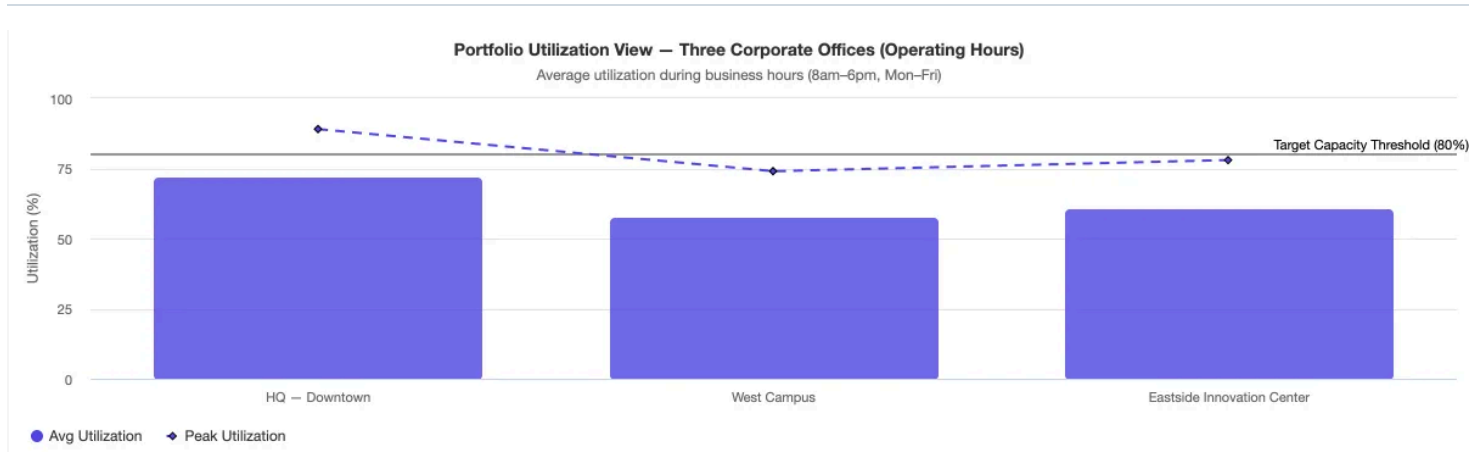
NEW LEASE POSTPONED

Solution: Neighborhood-Level Measurement

Occuspace's platform helped the team uncover that many floors weren't being used effectively.

FIGURE 1 · PORTFOLIO VIEW

THREE CORPORATE OFFICES



Utilization across the three corporate offices, measured during operating hours

Neighborhood-level measurement is what makes the picture usable: an office can look full in aggregate while whole zones inside it sit unused for most of the week.

They identified the **9 most underutilized neighborhoods** and re-allocated those spaces between the different teams.

The Rollout: 45 Days, Three Offices

To accomplish the reconfiguration, the real estate team worked in close collaboration with a workplace design firm and team leaders — completing the entire project in just **45 days**.

Working from measured use rather than requested headcount kept the conversation with team leaders concrete, and kept the reconfiguration inside the existing footprint.

Results: A Fourth Lease Postponed

With the reconfigured space absorbing headcount growth, the team postponed leasing a fourth office for **18 months**.

Without a measured view of how the three existing offices were being used, the timing of a fourth lease would have rested on assumption.

\$900K saved

by postponing a fourth lease for 18 months — with utilization evidence, not assumptions, driving the decision.

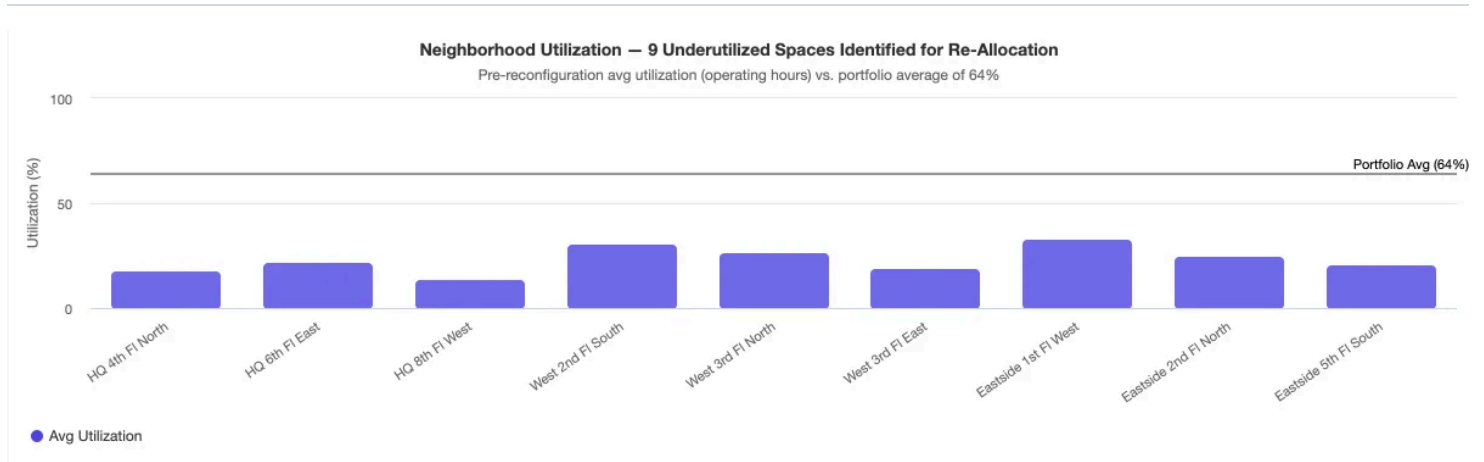
Stop Guessing. Start Knowing.

No IT Burden | No Wiring | No PII Collected

AI-Powered Occupancy Intelligence

FIGURE 2 · NEIGHBORHOOD VIEW

RE-ALLOCATED SPACES



Neighborhood-level utilization ahead of the reconfiguration — the nine spaces re-allocated between teams