Municipality avoids $20M+ in construction across a 2.5M sq. ft. portfolio

With billions in real estate under management, a public-sector planning team replaced surveys and anecdotes with live occupancy data.

Challenge:

Assessing Use at City Scale

A large municipality operates like a small city, with billions of dollars of real estate under management. The resource management and planning team overseeing these spaces wanted to accurately assess building usage to guide space allocation and new development.

With flexible work models in place for staff, they needed to evaluate how often administrative offices were actually used while serving a workforce and public community of **more than 65,000 people**.

FIGURE 1 · PORTFOLIO VIEW

Building utilization across the monitored portfolio, measured during operating hours

2.5M+
SQ. FT. MONITORED

1:4
EMPLOYEE-TO-DESK RATIO, FROM 1:1

$672K
LEASE COST SAVINGS IDENTIFIED

$180K/yr
EXTRA LEASE COSTS AVOIDED

Solution:

Live Occupancy Data, Building to Floor

The team deployed Occuspace's privacy-friendly people counting technology across **more than 2.5 million sq. ft.**

Using the Occuspace API, real-time occupancy data for entire buildings — down to floor level — flows into the organization's ArcGIS mapping platform, producing interactive visualizations of building use over time.

Mapping occupancy alongside the rest of the portfolio record puts building use into the same view planners already work from.

Case Study

occuspace

"Now that we have live data on the use of our spaces, we can evaluate building utilization based on occupancy over time. This way, we can determine strategies to optimize space and deliver the right working environments."

— BUSINESS PROCESS MANAGEMENT & INNOVATION OFFICE

The Finding:

Measurement Over Survey

The occupancy data proved **more accurate than staff surveys and anecdotal evidence**.

That difference matters at portfolio scale, where a small error in assumed desk demand compounds into a building.

Results:

Right-Sized Space, Construction Avoided

Moving office space from a **1:1 to a 1:4 employee-to-desk ratio** identified **$20M+ in potential construction expenses** — or up to **$672,000 in lease costs** — in savings, and renovating underutilized space avoided **$180,000 per year** in extra lease costs.

Employees also see real-time busyness of popular shared spaces to avoid crowds.

$20M+ avoided

in potential construction costs by right-sizing office space from a 1:1 to a 1:4 employee-to-desk ratio.

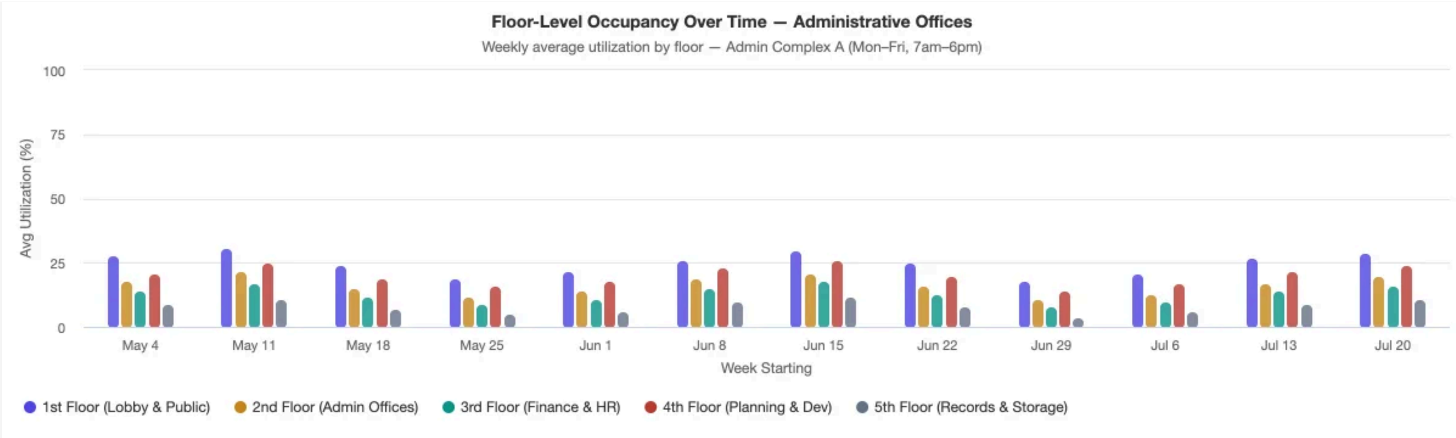
Stop Guessing. Start Knowing.

No IT Burden | No Wiring | No PII Collected

AI-Powered Occupancy Intelligence

FIGURE 2 · FLOOR-LEVEL VIEW

ADMINISTRATIVE OFFICES



Floor-level occupancy over time in the administrative offices, as visualized alongside the portfolio record