

Revolutionise your real estate.

Untangling the real estate knot

Many Corporate Real Estate (CRE) professionals manage a large portfolio of office space – from big headquarter hubs to small branch offices. Each with different requirements. Often geographically dispersed.

The most common areas of friction that Regus' CRE clients face are:

- Frequently changing business needs
- Inability to accurately forecast headcount and workstation requirements
- Inadequate notice for securing new space
- Inflexibility of the portfolio to change dynamically as needed

The real estate department is frequently the last to know where the business strategy is headed. The process year after year has remained problematic. Even with the most comprehensive due diligence, what seemed to be a solid forecast shifts, as market demands change and business strategy adapts. And with each subsequent year, the forecast accuracy further diminishes and the real estate strategy degrades.

Nowhere is this a more challenging - and neglected - component of the strategy than with the small space portfolio.



Generally, CRE departments are resource-constrained and spread very thin. Managing the many small space location requirements within their portfolios can be difficult and cumbersome.

Organisations are locked into long-term leases for their small office space. CRE professionals find themselves stuck with a portfolio of rigid, inflexible, expensive property. And they are faced with executive pressure to eliminate small space inefficiencies, whilst nimbly supporting business objectives. This can become a real estate "knot".

And, the hairball becomes harder to unwind when every year CRE professionals are forced to:

- Re-evaluate needs
- Re-work leases
- Re-design office environments
- Re-invest in space they most likely won't ever fully utilise

This process is an arduous burden for real estate teams that are also juggling large strategic projects.

The small space strategy becomes lower priority, but still needs to be managed, further exacerbating the issue.



How to cure the small space headache

Regus proposes a new way to alleviate the pain: Think of it as "Workspace as a Service". Similar to how **Software as a Service (SaaS)** and **Cloud Computing** are revolutionising the face of the technology industry. Organisations are able to access and store data when, where and how they need it. No more outdated, costly physical inventory to replace. No more ongoing capital outlay. No more resource requirements to implement new enterprise-wide software.

Regus: Workspace as a Service

Just like SaaS and The Cloud, Regus can put your small office space on an easily accessible global network – "The Regus Cloud". You get exactly the space you want, when you want, where you want.

You are no longer stuck with long-term, under-utilised inventory and costs associated with maintenance and administration. Regus takes on all the risk, provides all the capital, manages all the operations – with no burden to you.

Under one global agreement, you have access to our unparalleled, flexible network of real estate – 3,000 locations in 120 countries. No other company can provide consistently high quality workspace solutions throughout the world. And no one else lets you move space back to "The Regus Cloud" that can be transferred to anywhere else in the world. We will even customise workspaces to align with your corporate culture.





By moving your small space requirements to Regus, you take advantage of our revolutionary model:

Use only the space you need when you need it, save money, and gain a competitive advantage.

With Regus' vast network of small space inventory, now is the time to:

- Improve workspace utilization
- Minimize CAPEX
- Mitigate risk
- Streamline operations
- Quickly respond to changing business needs

By partnering with Regus, your organisation receives:

- One global agreement
- Simple, flexible terms
- Straightforward pricing and volume discounts
- Location and product transferability
- Customisation and consistency
- Dedicated account and service team

Let Regus help you revolutionise your organisation's small space portfolio today.

A Proven Solution

Regus works with multinational corporations throughout the world to provide flexible workspace solutions to meet any business need. World-class organisations partner with Regus for:



Dedicated offices



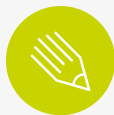
Project, overflow and swing space



Co-working space



Workplace recovery



Custom build-outs



On demand: business lounges, day office and meeting rooms

Find out how Regus can help you. Contact us today.



0800 756 2564



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