



4 ways to manage asset and space allocation in the hybrid era

In today's session we'll cover

How to understand which assets throughout your workplace are in demand

How to interpret and define mobility profiles with data

Why a modern booking tool is essential to manage fluctuating occupancy levels

Understand & reconsider how much real estate space you really need

Today's host



David Thomas
Business Operations

The importance of space and asset management - What has changed?

- Unpredictable and varying working patterns throughout the week
- Facilitating meetings and collaboration between remote and in-person employees
- An increased focus on task-specific assets throughout the workplace
- Reduction in assigned seating with increased hoteling and space sharing



Our approach to gathering data

A secure and flexible network

Understand how often workspaces or assets are being utilised

- Desks
- Focus rooms
- Meeting rooms



Encrypted data



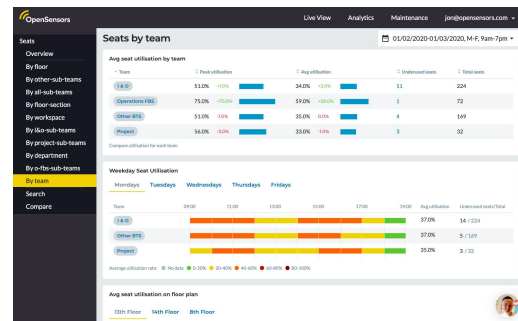
Data gathered and transmitted through LoRawan



Powerful analytics software

Accessible data anywhere, anytime

Compare workspaces and asset usage



Method 1a: Monitor asset utilisation

Tag occupancy sensors with discerning features and conditions to compare specific assets against one another to identify which areas are highly in demand and which can be repurposed.



Room Counter

Detects number of individuals in a space



Desk PIR

Detects heat and motion on individual assets

Avg seat utilisation by Asset-Type

^ Asset-Type	◇ Peak utilisation			◇ Avg utilisation		
Bench Desk	9.0%	+0.0%	<div></div>	2.0%	+0.0%	<div></div>
Business Class Seats	20.0%	+15.0%	<div></div>	0.0%	+0.0%	<div></div>
Collaboration Booth	18.0%	+3.0%	<div></div>	1.0%	+0.0%	<div></div>
Desk	20.0%	+1.0%	<div></div>	10.0%	+2.0%	<div></div>
Library	29.0%	+21.0%	<div></div>	0.0%	+0.0%	<div></div>
Shared Table	15.0%	-6.0%	<div></div>	0.0%	+0.0%	<div></div>
Team Table	9.0%	+6.0%	<div></div>	1.0%	+0.0%	<div></div>
Tech Bar	25.0%	-13.0%	<div></div>	2.0%	+0.0%	<div></div>

Compare utilisation for each Asset-Type

Method 1b: Understand departmental demands on space

Common problem: Managing growth within a limited space environment.

Solution: Gather data on departmental behaviours to better inform space allocation and plan work rotations.

Avg seat utilisation by Department

Department	Peak utilisation		Avg utilisation	
Accounting	77.0% -12.0%	<div></div>	26.0% +11.0%	<div></div>
BT/DS	20.0% +2.0%	<div></div>	6.0% +1.0%	<div></div>
Billing	80.0% +6.0%	<div></div>	19.0% +5.0%	<div></div>
CS	48.0% -1.0%	<div></div>	15.0% +2.0%	<div></div>
Consumer Industries (Retail)	23.0% -4.0%	<div></div>	6.0% +1.0%	<div></div>
Corporate Management	41.0% -2.0%	<div></div>	11.0% +1.0%	<div></div>
Cyber	48.0% -1.0%	<div></div>	14.0% +3.0%	<div></div>
D&A FAAS GRIP	23.0% 0.0%	<div></div>	11.0% +2.0%	<div></div>
Design Team	54.0% +23.0%	<div></div>	1.0% +0.0%	<div></div>
Digital	51.0% +11.0%	<div></div>	15.0% +3.0%	<div></div>

Method 1c: Rightsize meeting and collaboration spaces

Maximise the potential of your spaces by understanding how they're being used throughout the day, and using data to inform office refits.

Rooms for 1

You have
41 rooms for 1 people **41**

We suggest
23 rooms for 1 people **23**

Based on sensor data

Rooms for 2

You have
11 rooms for 2 people **11**

We suggest
16 rooms for 2 people **16**

Based on sensor data

Rooms for 3

You have
8 rooms for 3 people **8**

We suggest
12 rooms for 3 people **12**

Based on sensor data

Rooms for 5

You have
3 rooms for 5 people **3**

We suggest
8 rooms for 5 people **8**

Based on sensor data

Rooms for 6

You have
2 rooms for 6 people **2**

We suggest
4 rooms for 6 people **4**

Based on sensor data

Rooms for 7

You have
2 rooms for 7 people **2**

We suggest
3 rooms for 7 people **3**

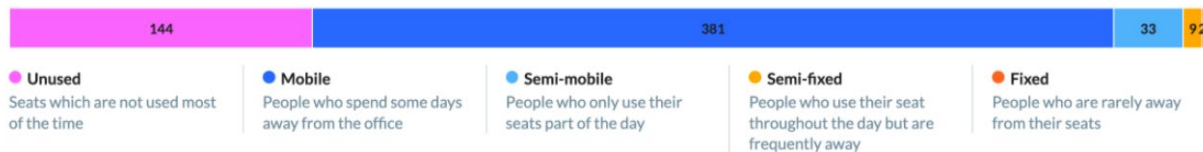
Based on sensor data

Method 2: Leverage mobility profiles to assist with space sharing

Shift away from average utilisation to deepdive into how individual asset types are used throughout the day and week to better provide the correct array of bookable versus fixed assets.

Overall seat behaviour

569 Total number of seats



Seat behaviour by workspace



Seat behaviour by bank



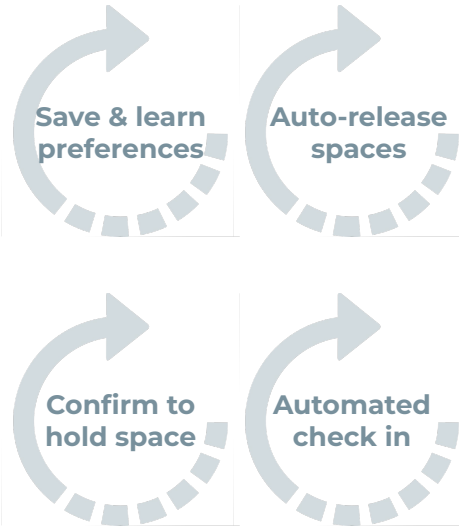
Method 3: Introduce a booking tool

- Understand the impact of no-shows on workplace usage by comparing booking versus utilisation data
- Provide a central point of access to the workplace which includes all possible working options
- Spread occupancy throughout the week with team or departmental settings
- Plan and schedule the working week between the home and office




Method 3: Promoting individual agency

The screenshot displays the OpenSensors web application interface for booking a room. The top navigation bar includes the OpenSensors logo, a 'New Booking' button, a 'My Bookings' link, and a user profile dropdown for 'david.a@opensensors.com'. The main interface is divided into a left sidebar and a central room layout area. The sidebar contains a 'Seats' tab, a date selector for '26 Feb 2021', a time range selector from '13:00' to '14:00', and a 'Suggestions (5)' section listing two rooms: 'HR-04, 14th Floor' and 'F-09, 14th Floor', both marked as 'Booked today'. Each suggestion has a 'Book Seat' button and a 'Seat details' link. The central area shows a floor plan for the '14th Floor (48)' and '15th Floor (24)'. The 14th floor plan is visible, showing a grid of desks with green dots representing available seats. A mouse cursor is hovering over one of the seats. A 'Filter Seats' button is located in the top right corner of the room layout area.




Method 3: Enabling departmental allocations

OpenSensors

New BookingMy Bookingsdavid.a@opensensors.com ▾

Seats

Rooms

 27 Feb 2021 < >


☐ All day

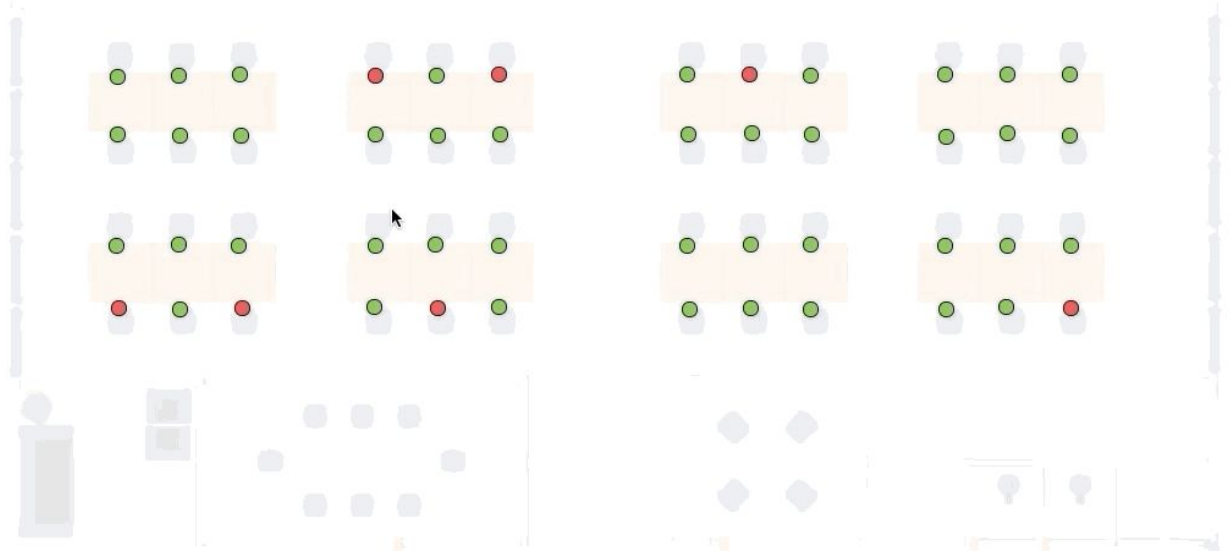
13:00 ▾

 to

14:00 ▾

14th Floor (41)15th Floor (24)

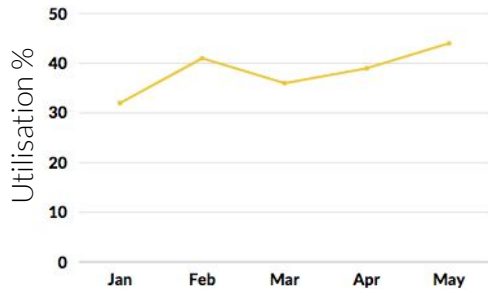
 Filter Seats



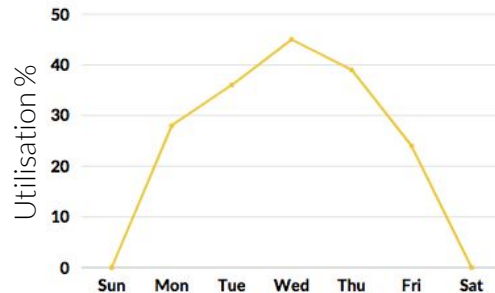
Method 4: Re-evaluate real estate strategy

Short-term planning

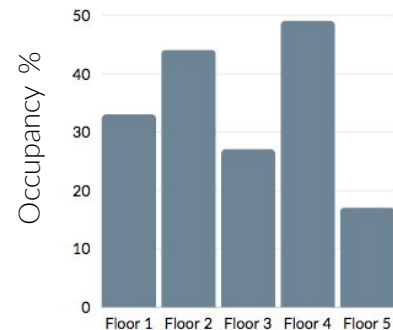
Monthly occupancy trends



Weekly occupancy levels



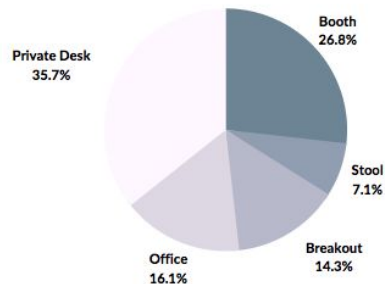
Occupancy by floor



Occupancy by department



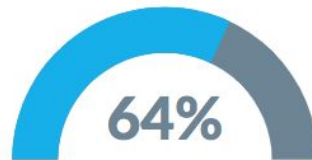
Asset usage



Lowest occupancy Area



Highest occupancy area



Method 4: Re-evaluate real estate strategy

Long-term planning

Building stats

153/Day

23 Under-utilised
Workstations

Desk metrics

54% Monthly utilisation average

67% Peak utilisation

1.24:1 Peak to average ratio

Good = Below 1.3:1 | OK = 1.3 - 2 : 1 | High = Over 2:1

Meeting room metrics

9 Under-utilised Meeting
Rooms

02:42 Average utilisation per
day

3 Average # of occupants
(Average max capacity = 8)



Thank you



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