

Case Study:

Unispace

Challenge

Like many commercial office teams today, Unispace, a workplace design, strategy, and construction firm, was seeking a technology solution to evolve the company's office strategy and design projects for their clients.

They evaluated the latest occupancy technology to allow Unispace teams to better understand how their clients' spaces are used in a post-pandemic environment. In fact, Unispace clients were asking about ways to view actual space utilization to inform their design strategies.

The firm had prerequisites for an occupancy solution that was accurate, easy to install for immediate results, and affordable to reduce project costs.

Solution

Unispace approached Occuspace to pilot the company's easy-to-install occupancy monitoring sensors in the Unispace corporate Boston office.

The sensors were installed within minutes and in a few days, Unispace had access to real-time foot traffic data for their office. The data was evaluated over a 90-day period, which proved to be consistent and accurate to start recommending to clients as a point solution or included in Unispace projects.

The vision for the Occuspace data is an enhancement to Unispace's strategic design and construction solutions. Now Unispace and their customers can gain a complete view of actual space utilization for enhanced workplace intelligence and the ability to make data-informed creative decisions.

"A lot of our clients want to get this type of occupancy sensor data but the perception is it is super expensive. Occuspace offers an affordable and accurate option to get those insights for our clients whether pre- or post-project."

- Albert DePlazaola, Global Principal, Strategy

Results

Unispace is thinking ahead of the curve for the future of work.

Their leadership team sees the opportunity to leverage space utilization data from Occuspace as part of their customized technology solutions and integrated into existing data analysis to identify recommendations for workplace clients.

The relationship with Unispace has resulted in successful customer referrals bringing Occuspace new commercial office space partners with national footprints.

Additionally, Unispace is able to offer their customers an innovative new solution to help design more efficient, optimized workplace environments.