Space utilization that really gets results

Regions Bank's Occupancy Program Manager, Greg Gammil, discusses how their partnership with 4SITE helped them reduce square footage and achieve ROI

Regions Bank used the data collected by 4SITE to:

Reduce total space and renegotiate lease requirements upon renewal

Reduce square footage per employee

Build consensus within management for change

Overcome pushback to change using hard data

Change floorplans to better accommodate worker preferences

Achieve a goal to drive greater adoption of agile space

Protect employee anonymity and reinforce company culture

Regions Bank achieved

5x

annualized ROI in real estate savings

- Reduced square footage
- Reduced maintenance
- Reduced associated costs

The data found that employees spent less than 50% of their time at their desks
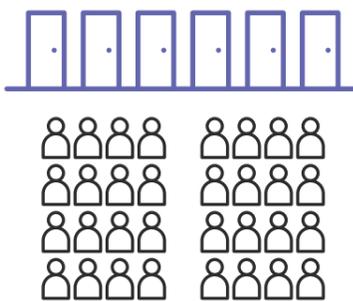
4-8 person conference rooms were in much higher demand than the larger ones.

Employees were using flexible workspaces like lounge areas to both meet in groups and work individually at a greater rate than department heads had thought.
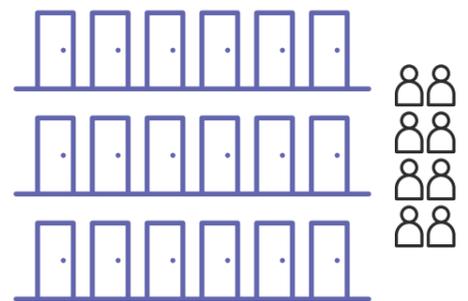
The newly uncovered insights directed floorplan changes at their new offices in Charlotte that resulted in 30% greater space efficiency

Previous layout:
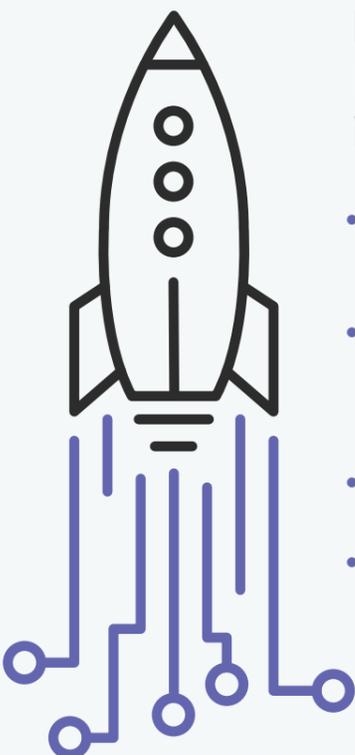**6 conference rooms,** including two 16-person rooms

New layout:
18 conference rooms, the majority of which hold 4 or 8 people

Data propelled Regions Bank into the future

- Helped build consensus for initiatives that were initially met with resistance
- Helped expand remote work opportunities and manage the needs of a flexible workforce
- Attracts more talent than traditional workplace layout
- Offered opportunity to manage a remote team

Occupancy study results will allow Regions Bank to save money on real estate

- Higher space utilization
- Higher productivity per employee
- Reduced square footage per employee

The 4SITE advantage:

Provides more value than other sensors

Has the ability to scale that other sensors don't

Provides robust, easy to understand reporting

Better identify utilization trends and project future space needs