



Intelligent Workspace

Why Tech Service Providers are not top of Mind

Net Events, Thailand, May 2014

What is the Intelligent Workspace?

The philosophy of flowing work to where it is best suited.

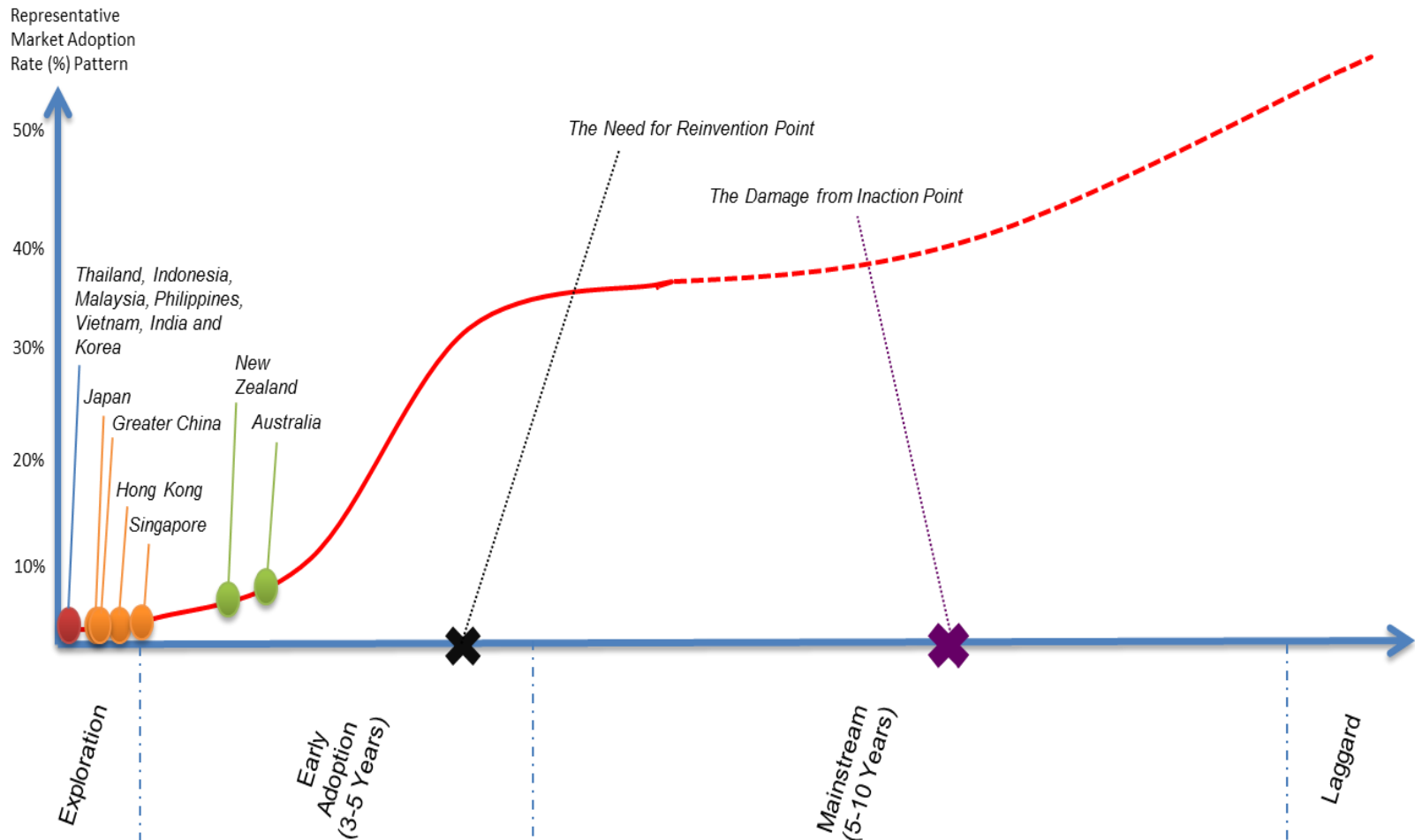
At its heart is organisation-wide collaboration and team-enablement.

It is **not**

- hot desking,
- hoteling,
- co-working

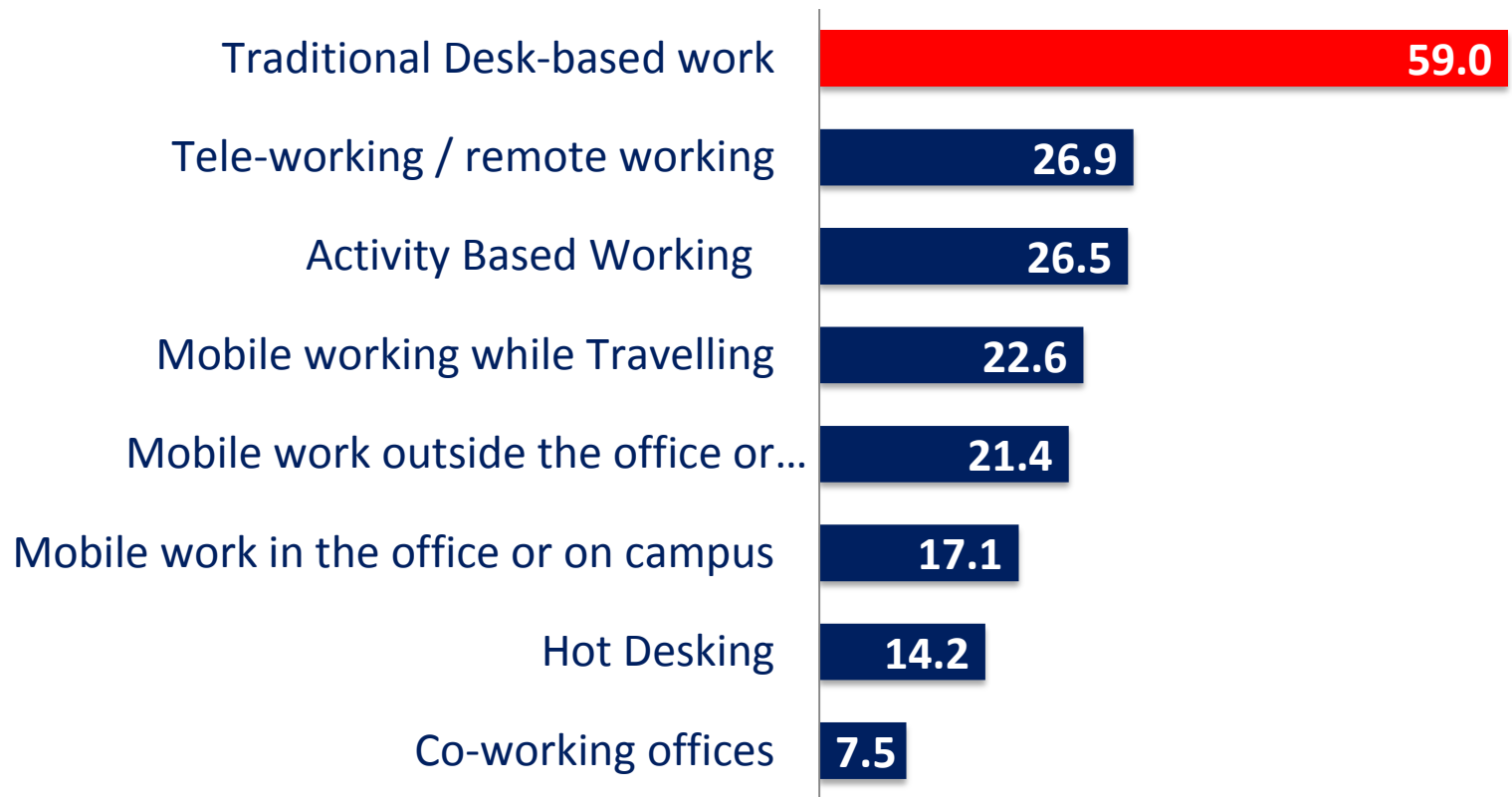
A unique work style in its own right that **removes set seating** in the office **and the hierarchy** this entails by offering a variety of spaces (potentially including teleworking) where employees can work depending on the task at hand and outcome desired

Where is the Market in Asia Pacific?



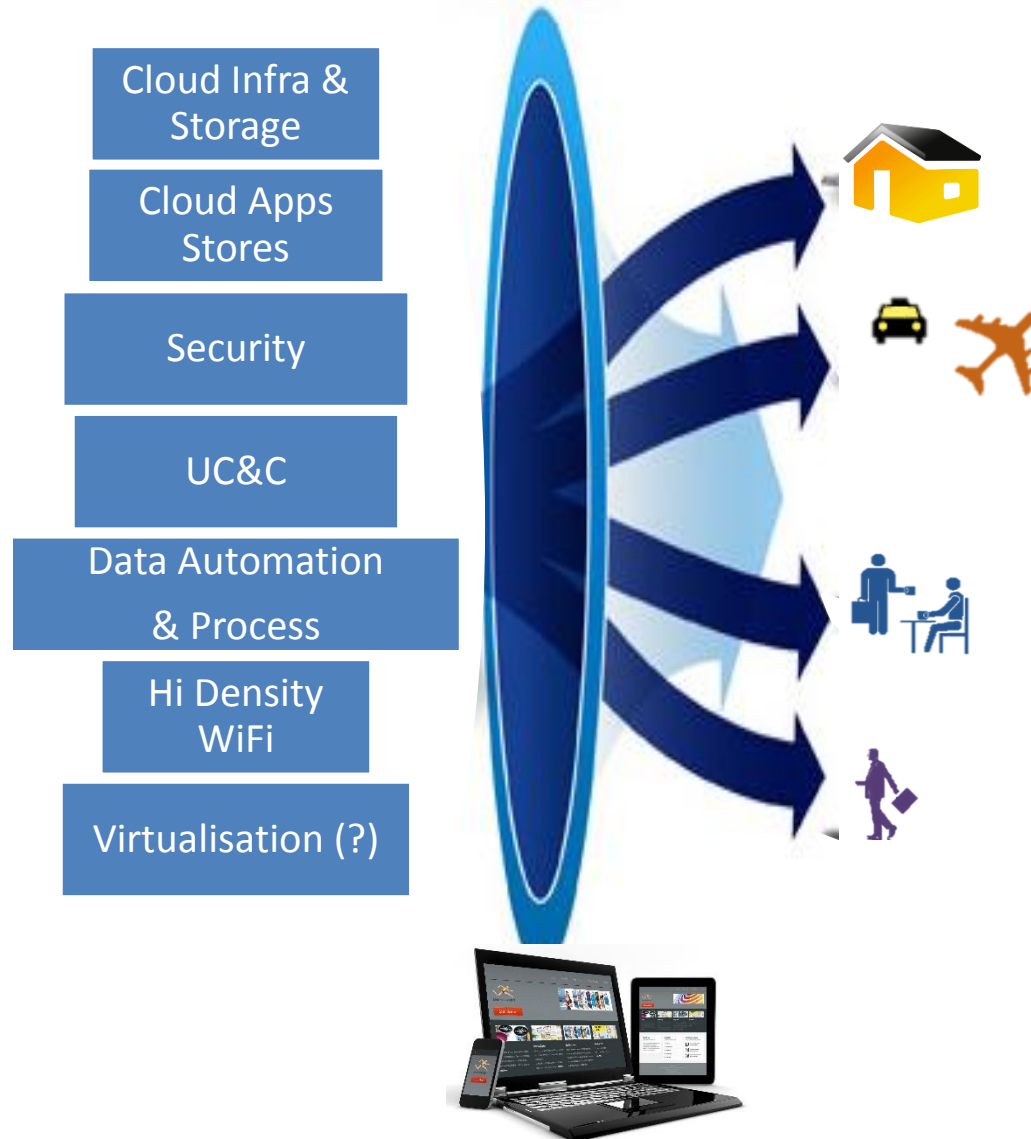
How Will Companies Work?

Which work styles will your organisation support over the next 12 months?



N = 1,027

What is the Optimal Technology?



In Real Life?



Outcomes

Real Estate / Facilities Management

- 10-50% cost reduction

Productivity

- Weeks / Months become Hours/Days

People

- HR Management
- Talent Acquisition & Churn Reduction

Information Management

- 42-90% reduction in paper usage
- Real time information access
- Improvement in Risk posture & compliance

Internal Collaboration

- Cross 'selling
- Time to engage / respond



Where is
the Tech
Provider
Role??

Influencers

Tech Companies are NOT driving this discussion

- Strategic Management Consultancies
- Workplace Change Consultancies
- Architectural & Design Firms

ARE

Enterprise decisions made at CEO level with influence from:

- HR Director
- CFO
- FM
- THEN IT

Tech is the enabler after the decision, yet IT needs to deploy

Tech Providers need to change and broaden partner ecosystem beyond SIs

Contact Tech Research Asia

The Tech Research Asia team are available at any time to discuss how we can assist you achieve your goals. Please contact at us at:

info@techresearch.asia



You can also engage us on Twitter via [@techresearchAP](https://twitter.com/techresearchAP) or read up on our commentary on our blog at: <http://www.techresearch.asia/blog>

Thank you. The TRA Team.