

Estimated 1800 F Smart Occupancy Savings

| Cost Category | Logic | Cost <u>without</u> Smart Occupancy (4,500 workspaces for 4,500 employees) | Cost <u>with</u> Smart Occupancy (2,000 workspaces for 4,500 employees) | Savings Delta |
|---|---|---|--|------------------|
| Operating Costs (Includes rent, maintenance, furniture, fixtures, cleaning, cabling, etc.) | \$14,000 per workspace per year | \$63,000,000 | \$28,000,000 | \$35,000,000 |
| Energy | 8,000 Kilowatt Hours (kwh) per workspace per year | 36,000,000 kwh | 16,000,000 kwh | 20,000,000 kwh |
| CO2 | 8 Metric Tons (mt) of CO2 per workspace per year | 36,000 mt | 16,000 mt | 20,000 mt |



*Plus major additional savings from changed commuting patterns:
see **tab 3b** from Virtual Adjacency® book for Al Gore*

