



COMPASS OFFICES

Serviced Office Provider

CLIENT

Compass Offices are a premium grade, serviced office provider that provides plug and play office solutions to a range of companies who are looking for a flexible but convenient office solution.

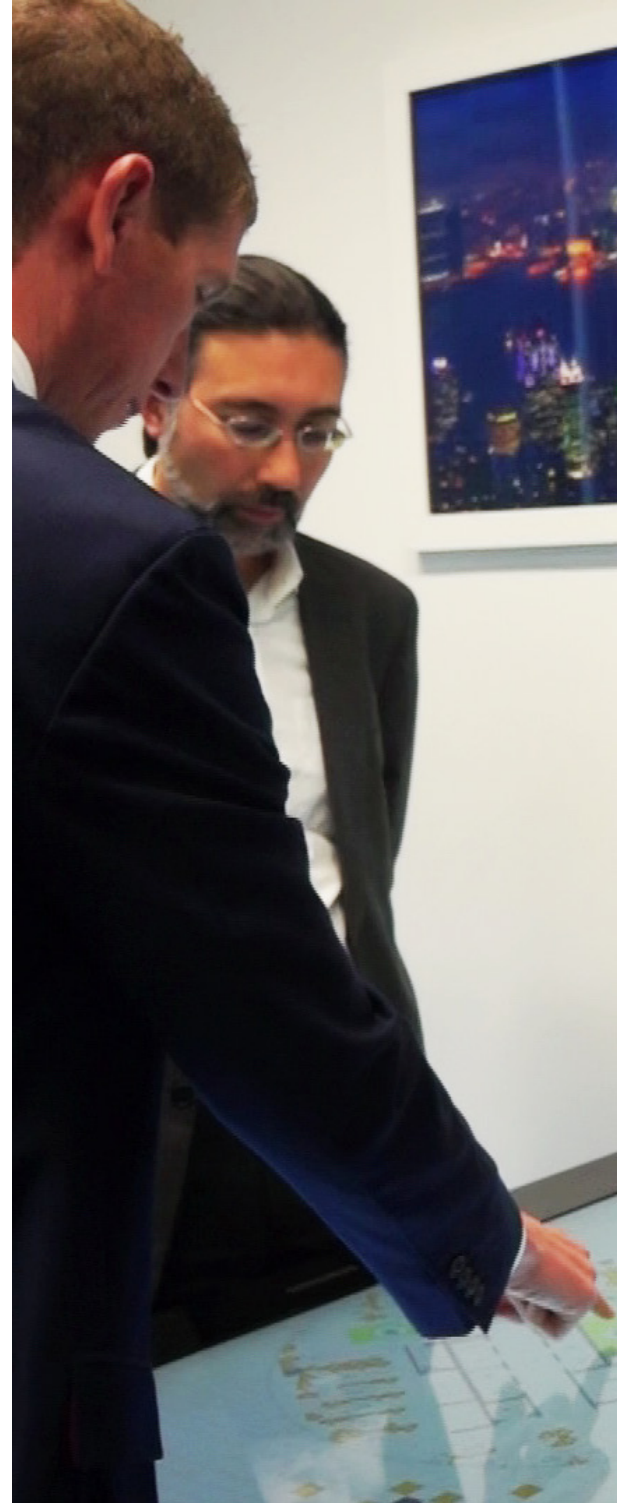
Their clients, who range from SME's all the way through to listed multinationals, use Compass Offices because they benefit from the on-hand team support, fully furnished suites and integrated IT and Phone systems. It's an ideal solution for any business that is growing or is requiring a short-term space for a project.

CHALLENGES

[1] Clients get confused with the amount of paper work presented to them and the lack of transparency when negotiating on an office.

[2] Presenting office prices and options via spreadsheets is boring.

[3] Needed to be innovative and clear on how offices differentiate in value.



“This table enables us to demonstrate what we’re offering to a client a lot more clearly than just going into a show office.”

RICHARD SEPHTON, DIRECTOR

SOLUTION

The solution nsquared put together for Compass Offices was to use the Samsung SUR40 along with some of nsquared's business and hospitality applications.

nsquared presenter provides a better way of displaying documents and highlighting options the client is interested in. nsquared concierge brings another dimension to the way Compass Offices presents office options to their clients. The office options are presented on a map of the office spaces where customers can simply tap on a office space they are interested in and view the price.

BENEFITS

[1] Unique point of differentiation with competitors.

[2] Fun way to interact with office pricing and isolating options.

[3] No need for paper, all documents and spreadsheets are presented on the digital table.

[4] Brings warmth to the conversation.

Compass has managed to rent out their available office spaces in record time and the nsquared digital table solution has helped Compass reach their goals.

nsquared

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nsquared



“At the start our colleagues had no confidence in the table, but with a small amount of training it became a highly effective tool which created a sense of enjoyment and interaction in the negotiation.”

RICHARD SEPHTON, DIRECTOR

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