

QUICK FACTS - CONDECO

- A global leading Workspace Management software solutions provider
- Launched Condeco application in 2005
- Offices in London, New York and Rotterdam
- Partners and distributors across Europe, South Africa and UAE
- Dedicated development team to continually enhance application
- First company to produce its own interactive room screens
- Awarded BIFM's (British Institute of Facilities Management) prestigious Technology Award in 2008 as the best facilities software "in use today"



WORKSPACE MANAGEMENT SOLUTION

The Condeco online business tool allows the management of rooms, hospitality and video conferencing across multiple locations globally through one web-based platform and includes all of the following functionality:

- Condeco Room Booking
- Condeco Hospitality and Catering
- Condeco Vendor Management
- Condeco Desk Booking
- Condeco Car Park Booking
- Condeco Visitor Management
- Condeco Business Intelligence (Advanced Reporting)
- Condeco Interactive Screens



COMPANY PROFILE

About Condeco

Condeco Software Inc. is an enterprise software company dedicated to the development of workplace management software, services and Business Intelligent solutions. The company is headed in New York and is a subsidiary to Condeco Limited, a European leading workplace management software specialist.

Condeco Software develop, support and distribute the award-winning Condeco Workspace Management software suite that provides large enterprises, SMEs and Government organizations with the ability to maximize the potential of their real estate in order to reduce costs, improve efficiency and encourage a greener workplace.

The standard out-of-the-box Condeco room booking software was launched into the UK Facilities market in 2005, winning the Best e-Business product by PFM Magazine in its first year.

After an initial launch period, it was identified that there was a requirement from many organizations to provide more than just a room booking management tool. Subsequently, more solutions have been developed and added to the Condeco portfolio over the past 4 years to suit real client requirements and offer a truly unique space booking and utilization solution that manages all aspects of the workplace.

Condeco Today

Today Condeco is a recognized global workspace management solution that uniquely combines meeting room management, office hoteling, visitor management, integrated digital signage and Business Intelligence solutions from a single application.

The overall Condeco offering provides a range of services to suit client needs. The company runs an internal product development team to assist with bespoke projects to meet larger enterprise client requirements and a team of experienced technical and service professionals are on hand to manage all aspects of product implementation from Project Management, technical architects, training and comprehensive round-the-clock support for all applications.

CLIENTS

Condeco has over a million users across multiple locations and countries

Our client list includes global enterprises to medium/small-sized businesses - corporate and private companies to government and non-for-profit organizations

All organizations regardless of size or type can improve the way they manage their workspace with Condeco.

Please see below for a small selection of our clients.

NOMURA

DIAGEO

ARUP

BBC

 **BARCLAYS**


Bovis
Land Lease

RioTinto


McCANN-ERICKSON

MISYS 


TAYLOR
WOODROW

 **Hermes**
Mobile services

OLIVER WYMAN

 **Lloyds TSB**

groupm

 **DLA PIPER**

SAATCHI & SAATCHI



MANAGEMENT BIOGRAPHIES

Michael Herring, Vice President North America Sales

Besides being VP for North America Sales, Michael heads up the Condeco New York office. Michael has a strong background within workplace strategy and more than 7 years of experience within both direct and channel sales.

Michael is highly knowledgeable about project roll outs for Condeco corporate accounts



Paul Statham, CEO & Founder of Condeco

In 2004, Paul and his development team, pioneered an out-of-the-box software product called Condeco, which was developed and launched in 2005. The Condeco suite became the main software product marketed by his then company RNM Systems (later renamed to Condeco Limited to reflect the great success of the software suite) and was championed by big name enterprise customers, such as Diageo and Barclays Bank.



As CEO and principle shareholder, Paul Statham now manages the growth of Condeco Limited, Condeco Software Inc and a large network of international partners and distributors with direct input into the sales, marketing, product development and technical support arms of the company.

CASE STUDY

Condeco Systems helps Barclays Bank to save over 20% of unused office space

Overview

Barclays is one of the largest financial services companies in the world by market capitalization. It operates in over 50 countries and employs over 127,000 people. It has over 27 million customers and clients worldwide.

Problem

Barclays identified the need to better manage space at their Canary Wharf Head Office. Research showed that 20% of their desk space was unused at any given time and that there were between 20-30% "no shows" for booked meeting rooms. This is significant as Barclays is continually under pressure to provide additional space at premium rates.

As a result, Barclays introduced shared desks and more effective management of meeting rooms to improve their use of existing space. The objective was to ensure that desks and rooms were only allocated when staff is able to use them. Barclays recognized that an electronic desk and room booking system with rich functionality would help to achieve this objective.

Solution

Barclays carried out a full review of the leading software solution in the market and finally selected Condeco room and desk booking system. The feature rich system provided the perfect solution to Barclay's requirements and being browser based it meant it could be rolled out to all Barclays' main office sites across the UK in one go.

Key Features:

- Graphical floor plans for desk booking which can be searched by physical location/desk attribute/users
- Allows groups of rooms to be managed by a dedicated Resource Booking Team
- Interactive Digital signage to manage meeting room "no shows"
- Each floor has an interactive kiosk in the lobby area which is integrated to Condeco, to allow desks to be booked by staff going onto a working floor
- Visitor Management: All guests are automatically logged in at reception and passes prepared
- Reports: A range of useful MIS reports can be accessed including space utilization and resource costs

Evaluation

Andrew Howells, Barclays Facilities Management noted:

"The Condeco room and desk booking solution has enabled new ways of working and better use of space. Six months ago we had a static work environment, whereas we now have a more dynamic and flexible work environment to cater for individual staff workspace requirements at any given time".

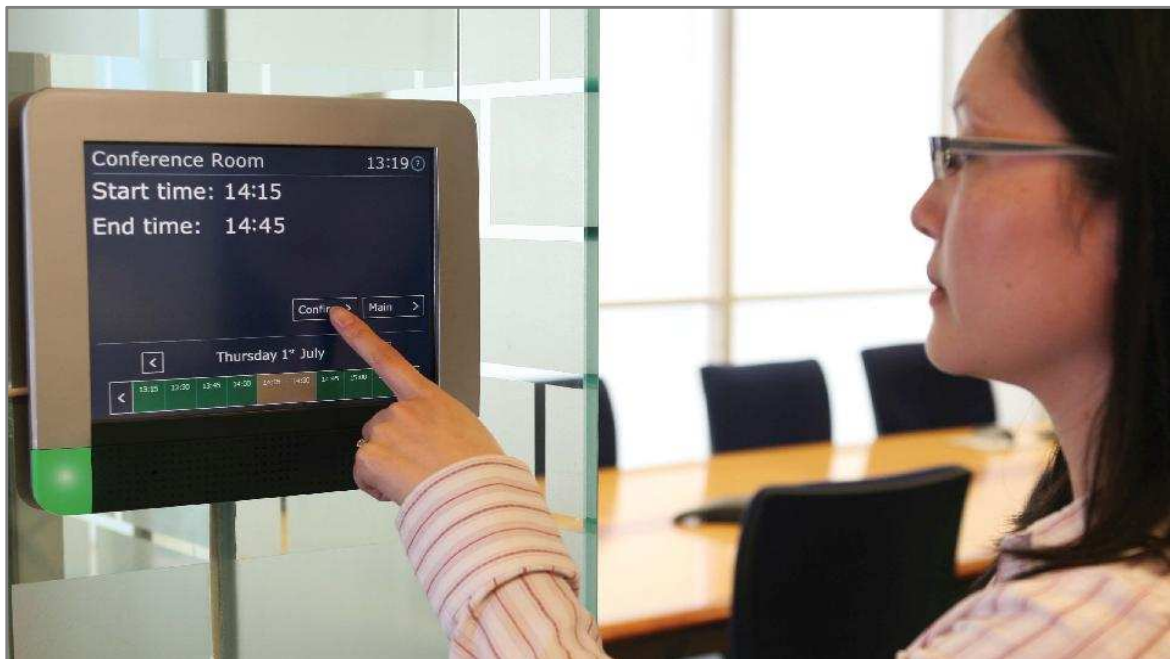
The solution is user friendly and administratively simple, enabling all staff to book their own desks and meeting rooms. This has significantly reduced the administrative cost associated with managing these spaces.

MIS reports on space utilization are providing invaluable information for space management.

"Desk utilization reports are a key tool in selling the desk sharing concept to the business," added Andrew.

The cost of churn continues to be a major issue for any large building. Andrew concluded:

"Introducing wireless working, desk sharing and integrating what IT are doing in with the facilities work place strategy will offer the ability to provide a more clinical working environment."



PRESS RELEASE

24 June 2010

Condeco launches North America office in New York

- Workplace management specialist expands despite recent global economic downturn -

Condeco Ltd, a workplace management specialist, has announced the launch of its North American subsidiary Condeco Software Inc., which opened its first office in the buzzing 'Capital of The World', New York City, last month.

Condeco is well established as one of the leading experts in workplace management software solutions in Europe, and supports both small and global enterprise clients across the globe.

The company is headquartered in London's Canary Wharf and maintains offices across Europe as well as partners spanning four continents.

Paul Statham, Managing Director of Condeco Ltd, states: "The new New York office is perfectly situated in Manhattan, more specifically in Midtown and the heart of the Grand Central area, which allows us to easily access all of areas of the New York State, but we can also quickly travel from here to reach other states. The new office will undoubtedly help drive additional sales leads as well as advance current prospects in both North American, South America, Canada and beyond."

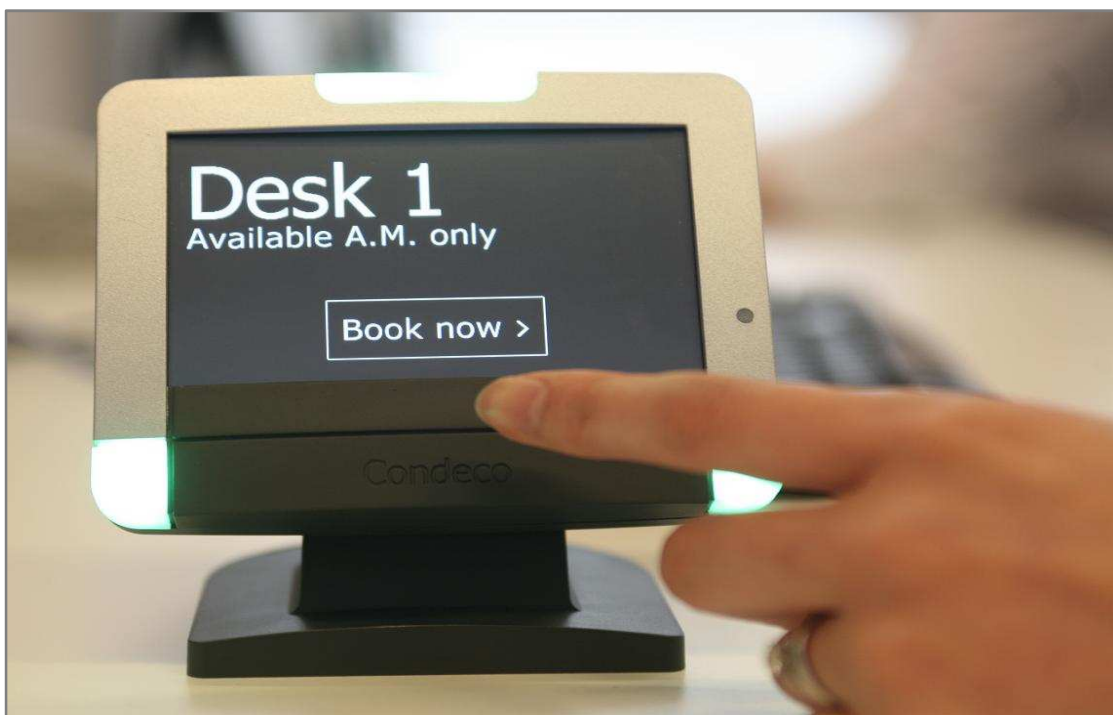
"We decided to expand to embark on this North American venture as not only do we have several key clients based there - including The Economist, Barclays, Diageo and Nomura - we also recognized that central to all of North America is New York city, which already has presented us with a number of opportunities," added Paul.

Despite the recent global recession, the company has experienced dramatic growth over the last ten years. The increase in flexible working and constant pressure for companies to reduce costs and carbon emissions are just a few reasons why the workplace management industry is becoming highly competitive.

The New York office will be managed by Michael Herring, Condeco Vice President of Sales for North America. Michael joins Condeco with a strong background in Workplace Strategy and 7 years of experience building strategic partnerships for both direct and channel sales. Michael will be focused on strategic partnerships and building the sales team for North America

Although having been operating since early May this year, the new office will be officially launched at a launch party on June 30th 2010, at the British Consulate-General in New York.

Michael Herring comments, “We are looking forward to growing our relationships in North America. Condeco is known as the market leader in Europe for optimizing office space utilization through our workspace management solutions. Our team continues to enhance the Condeco offering by focusing on the specific needs of our clients. This is an exciting time for Condeco, and the clients we support on a global scale.



PRESS RELEASE

02 February 2010

Meeting room mayhem within Government departments

Government departments are needlessly frittering away millions of pounds each year through meeting room mismanagement, according to Paul Statham, CEO of Condeco.

When it comes to implementing new ways of working, the office meeting room rarely comes into conversation. However, with one county council in Great Britain recently claiming that it had spent over \$400K a year on hiring external meeting room venues, this is clearly an area of high wastage that many government departments should be addressing in order to cut costs.

In the private sector, most companies have slashed corporate travel budgets and returned to a culture of in-house meetings, as a direct product of the recession. Consequently, the meeting room has once again become an intrinsic hub in the workplace. Businesses have started to invest more in these communal office areas, spending heavily on video conferencing equipment, cutting-edge digital signage, WiFi access and room booking software in order to boost efficiency and create a strong impression for clients and customers.

Poorly managed meeting rooms

While the business drivers and requirements within the government may differ dramatically, essentially the cost saving rationale is still the same. Poorly managed meeting rooms can be a major drain on resources and budgets. Many government departments tend to outsource these facilities, and those that do not often expand their meeting room capacity, taking on valuable office space on the false perception that they are utilizing their meeting rooms to the maximum.

In reality, occupancy of meeting rooms within government departments is at approximately 60 per cent. Large rooms are booked for small meetings and there is always high demand for meetings during peak hours, adding to the perception that meeting rooms are always occupied. Up to 40 per cent of booked rooms can be affected by 'no shows', meaning that a room will appear to be booked, audiovisual equipment and catering will be ordered and the facilities will not be used. By managing this area more effectively, organizations would not need to squander money on outsourcing, expanding real estate and wasted catering.

Smart meeting rooms

Condeco works with government organizations to help them optimize meeting room occupancy. By using tools, such as workspace management software, Condeco, organizations can conduct workplace surveys to audit meeting room utilization.

This will expose areas of under-utilization and show where an organization could increase and improve meeting room usage. More often than not, these surveys will uncover vast under-utilization and highlight the need for smarter meeting room management.

By implementing a real time room-booking tool along with the latest in touch screen digital signage, organizations can enable employees to cross reference and book, order necessary audiovisual equipment and catering facilities and cancel or postpone meeting rooms from an easy-to-use platform, like the company Intranet or Outlook. This will drastically reduce the running costs incurred through meeting rooms and paper-based room booking systems and help to cut under-utilization.

Condeco Screens are a real innovation in meeting room technology. The screens can either stand alone or work in conjunction with Condeco's room booking system to display meeting details in front of each room. Employees can check-in and out of the meeting room before and after a meeting and if nobody attends the meeting, the room will be released and considered empty, allowing others to take full advantage. The screens can also enable RFID swipe card functionality to ensure the correct person who booked the room checks in. They have LED lights as standard to visually show if the room is occupied (red), free (green) or if there is a scheduled meeting (amber). The screens help to eliminate meeting conflicts whilst enhancing utilization and reducing 'no shows'.

Condeco is providing a large number of central and local government departments with the capacity to raise their meeting room utilization and save money that is wasted through low occupancy levels, outsourced meeting spaces and real estate costs.

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Notes to editors:

Condeco Software Inc. is a subsidiary of Condeco Limited - a European leading specialist in workspace management, space booking and utilization solutions. Its Condeco software suite enables multinational corporations to SMEs to manage all aspects of the workplace with ease and fluidity.

The Condeco software solution incorporates hoteling software, meeting room management software, digital signage, visitor management, car park booking software and event management. In addition, Condeco is multi-lingual and works across multiple times zones to enable bookings across the globe.

The solution is flexible, fully scalable and enables organizations to maximize the potential of their real estate in order to reduce costs improve efficiency and encourage a greener workplace.

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