

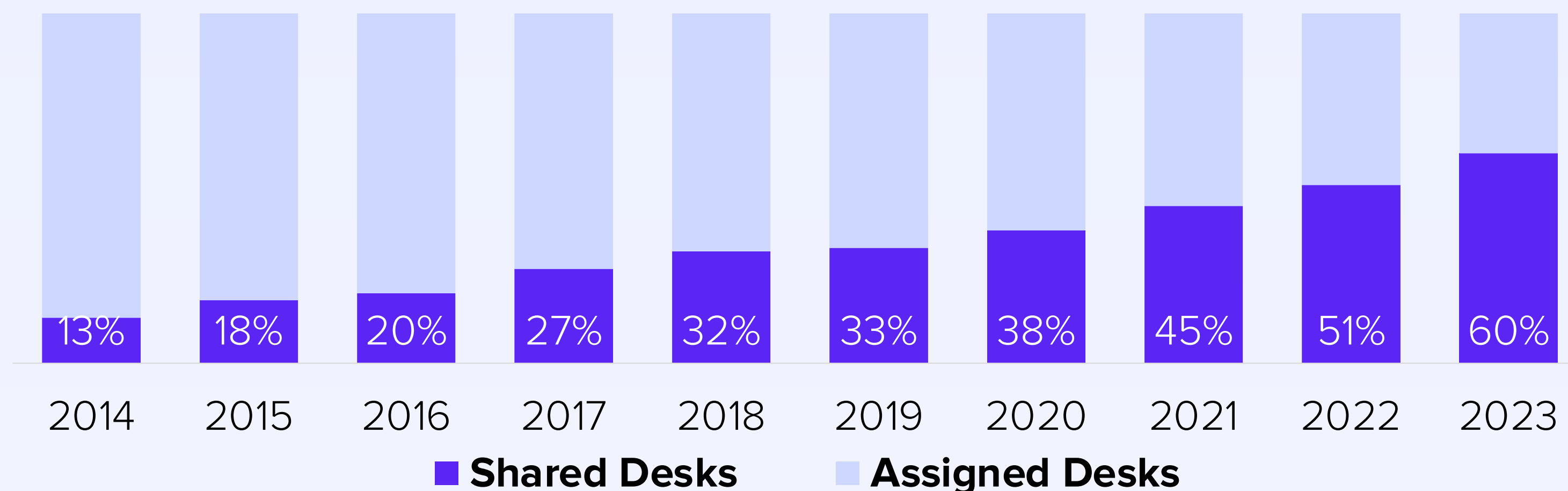
# deskbírd

**designfunktion**

Event Smart-Office in München • 3. Juli 2025

# Office revolution: shared workspaces are becoming the new normal

## Share of employees working from **shared desks** versus **assigned desks**



New white-collar employees shifting to a shared workspace every year (in our target markets)

**10 million**

Share of companies with a shared workspace, but no solution to manage space

**65%**

Source: Leesman (N=1.3m respondents); deskbird estimates

Note: Underlying drivers for increasing desk sharing rate are (i) hybrid work, (ii) agile ways of collaboration and (iii) activity-based working

# Without the right solution, shared workspaces cause unnecessary cost

 Insurance Company

 Munich

 1'000 employees (+6% YoY)

 800 desks

 2.5 days WFH

## Space Overspend

Wasting resources on oversized space amid declining and fluctuating office demand

“Without a solution, we could afford a desk sharing ratio of 0.8 max...With a solution, we could even go lower than 0.6”

**€1m**

of wasted space per year

## Office Chaos

Employees lose up to 30 minutes daily searching for workspaces (desks, meeting rooms, etc.)

“We’ve had people showing up in the office who had to return home because there was no desk available”

**€2.5m**

of productivity loss per year

## Disengagement

Employees are losing connection to their employer due to limited in-person interactions

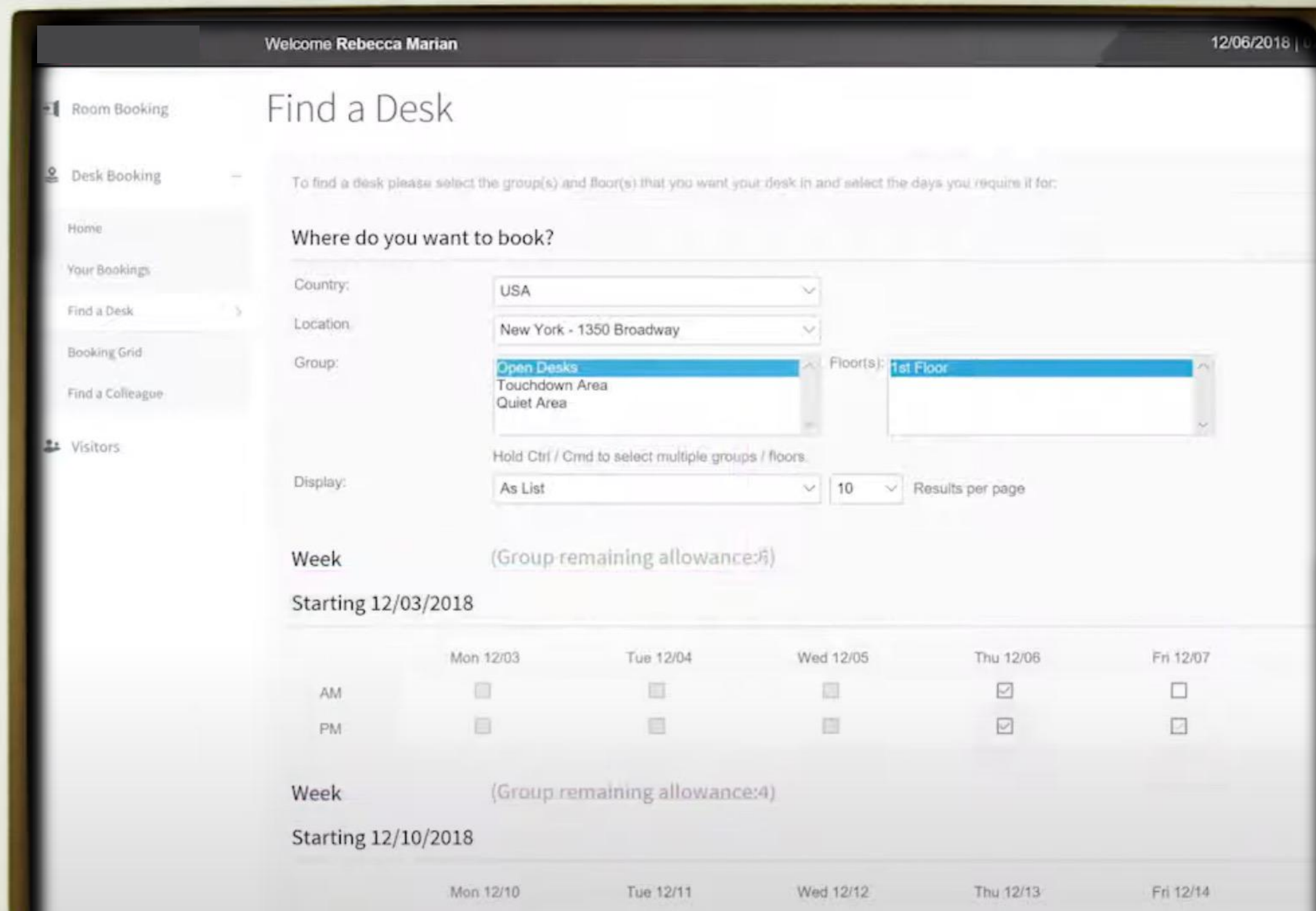
“It’s really frustrating... Sometimes, I commute to the office just to find out there’s no one there”

**€1.5m**

of productivity loss per year

# Existing workspace management solutions: ripe for disruption

Desk booking solution of large incumbent



## Clunky UX

Built decades ago, slow responsiveness, many clicks required to get jobs done

## Not built for people

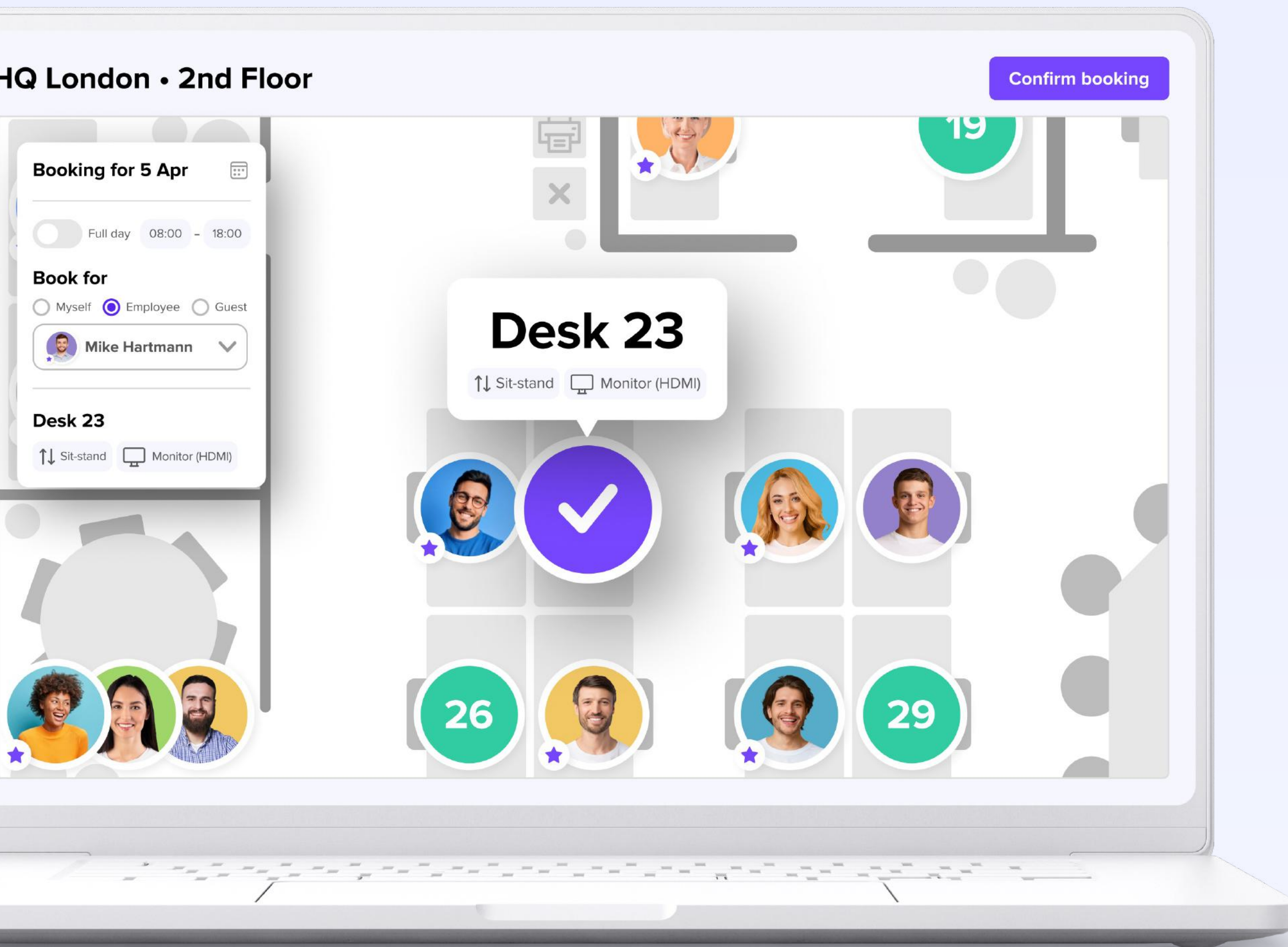
Database-like products, neglecting social dimensions of workspaces

## Point solutions

Isolated point solutions, not generating valuable space data or insights



# We created the first easy-to-use and people-first space management suite



## Easy to Use 🙌

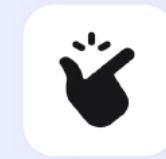
Built to maximize user adoption, available across every platform

## People First 👤

Solving both problems: employee coordination and resource booking

## All-in-One 🍷

Holistic suite enabling a fully-connected workspace experience



“

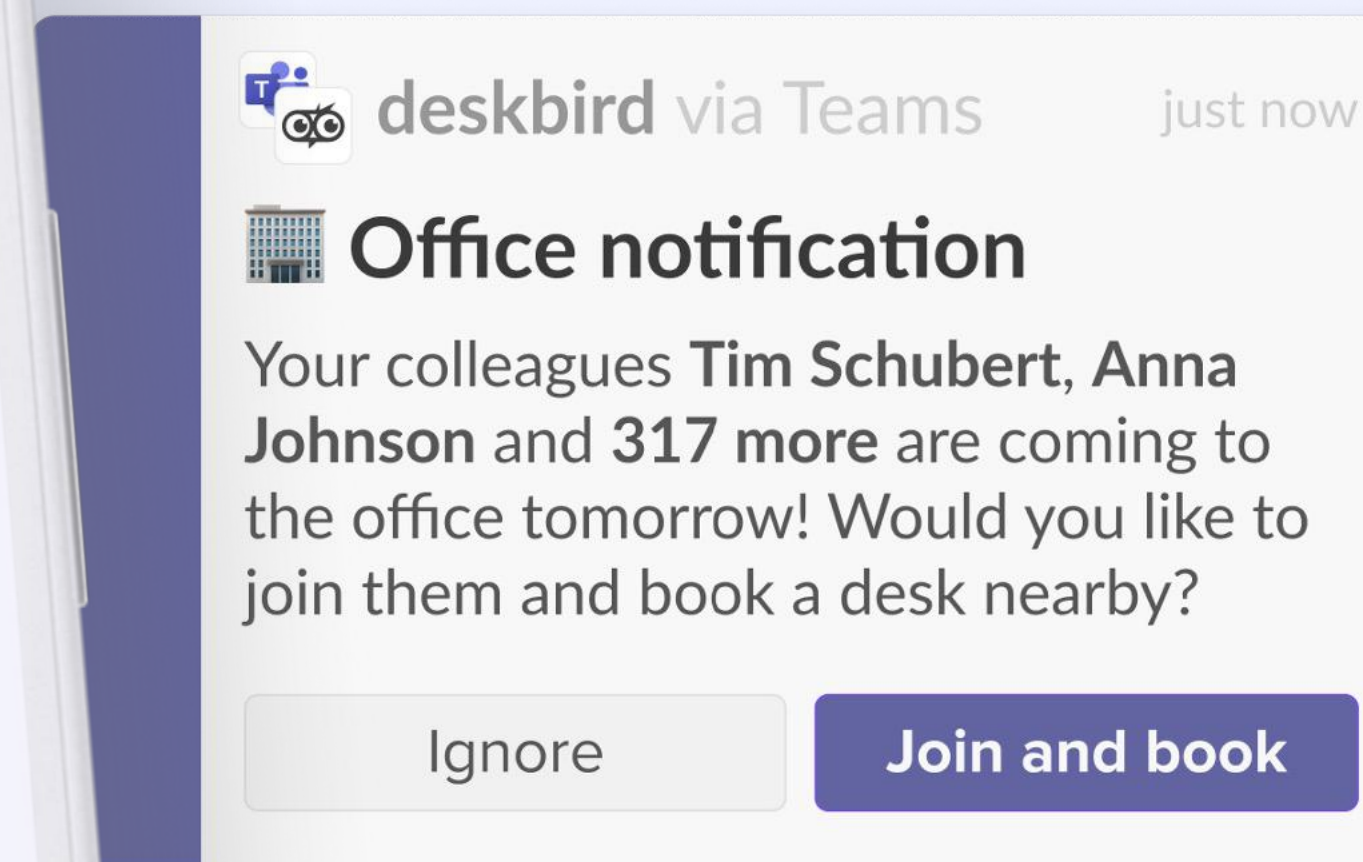
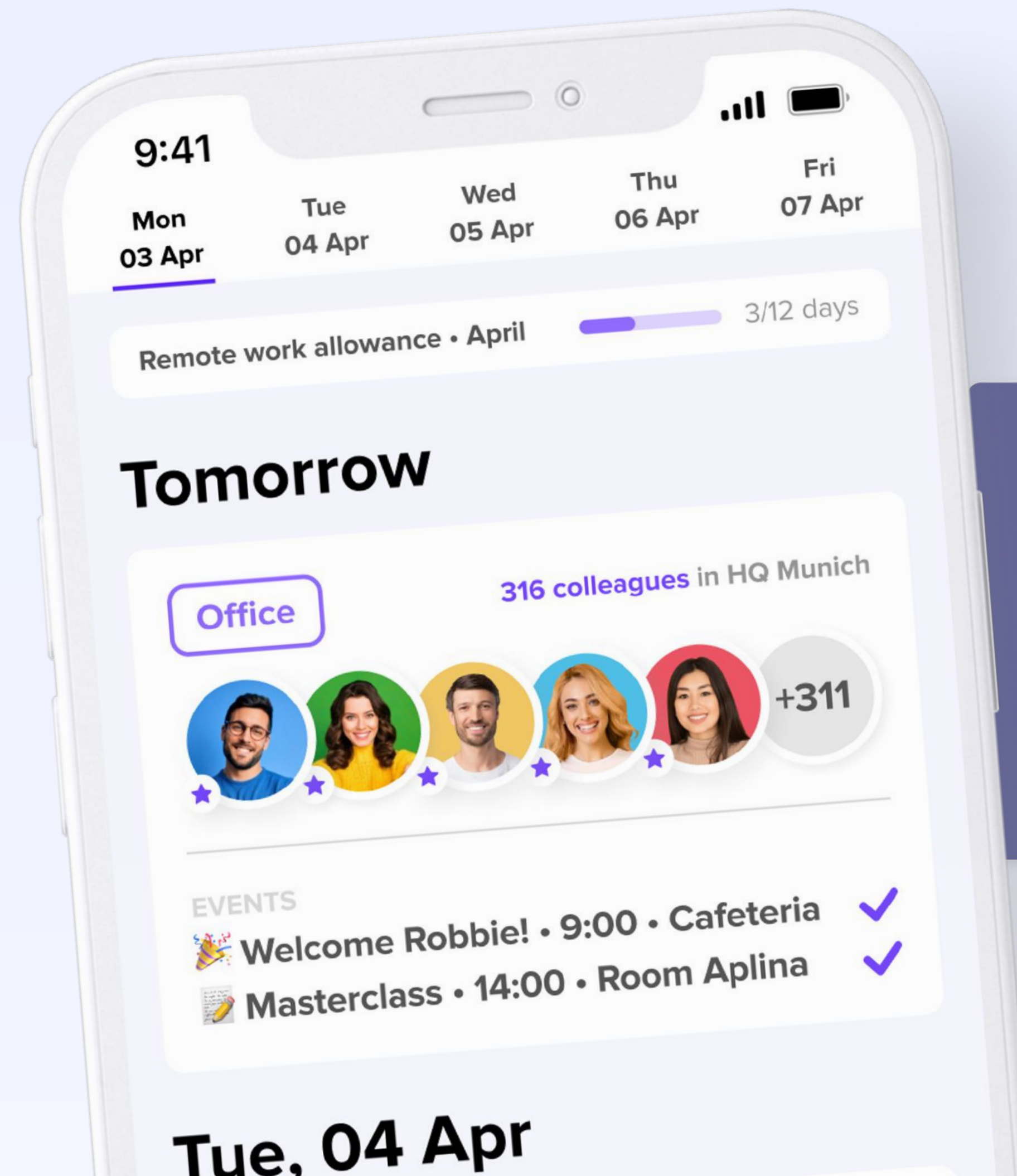
***It's like WhatsApp –  
people just love using it***

Simon Shaw, Workplace Manager

**IHG** HOTELS &  
RESORTS



# People first: a different product







# We deliver more value to users

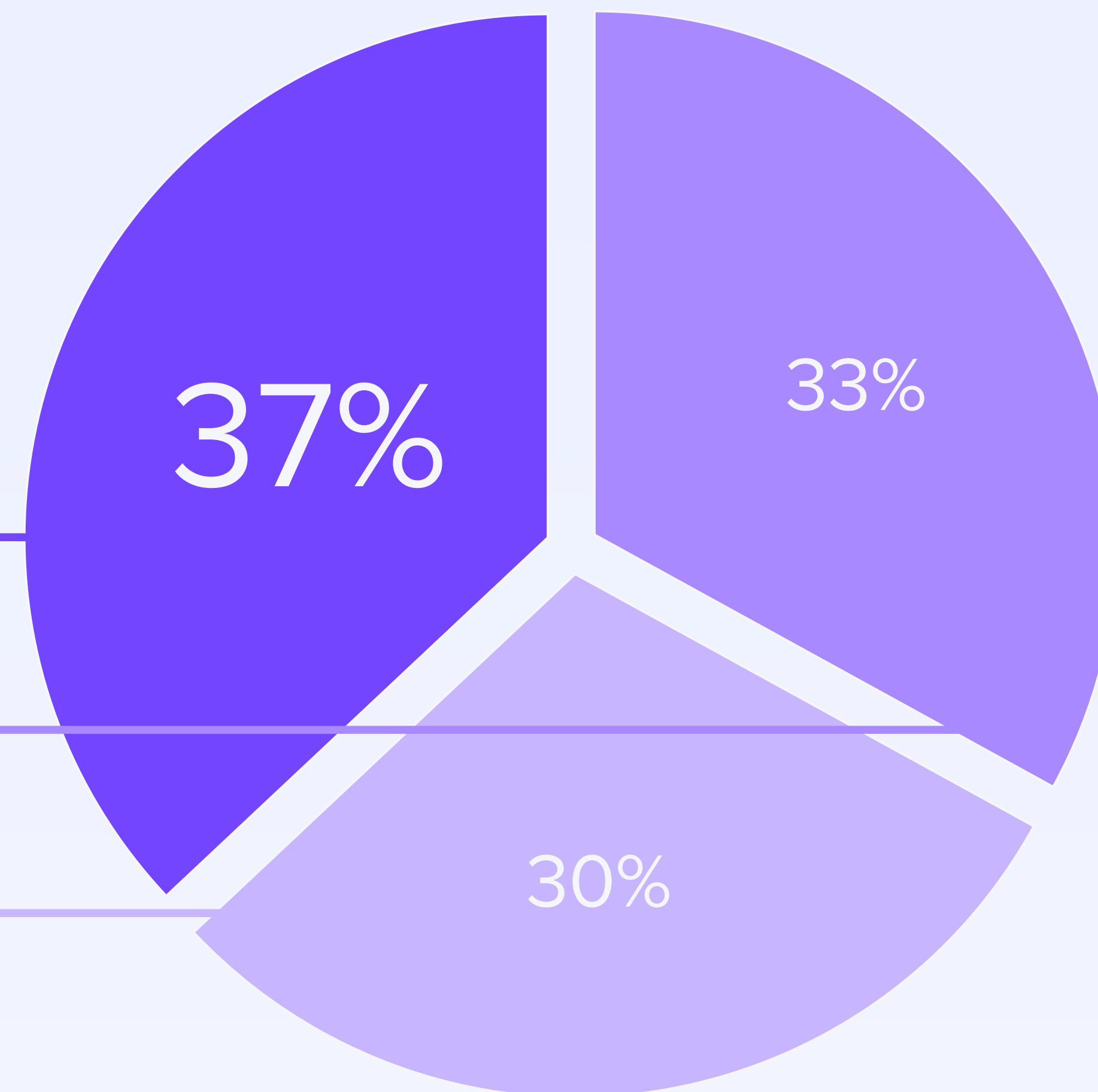
Primary reason to use deskbird

**Coordinating work locations with colleagues**

**Booking resources**

**Other**

Focus of existing solutions

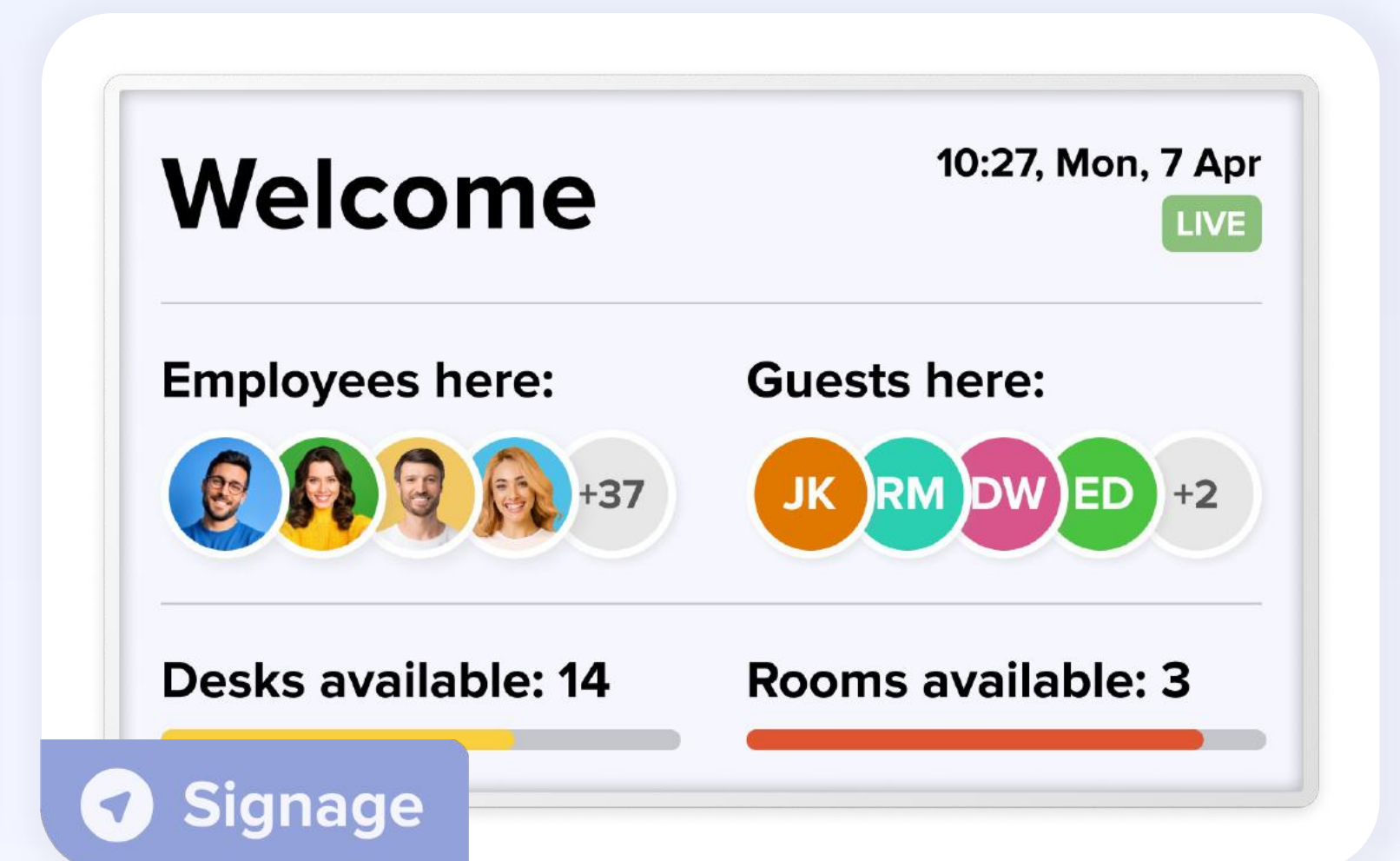
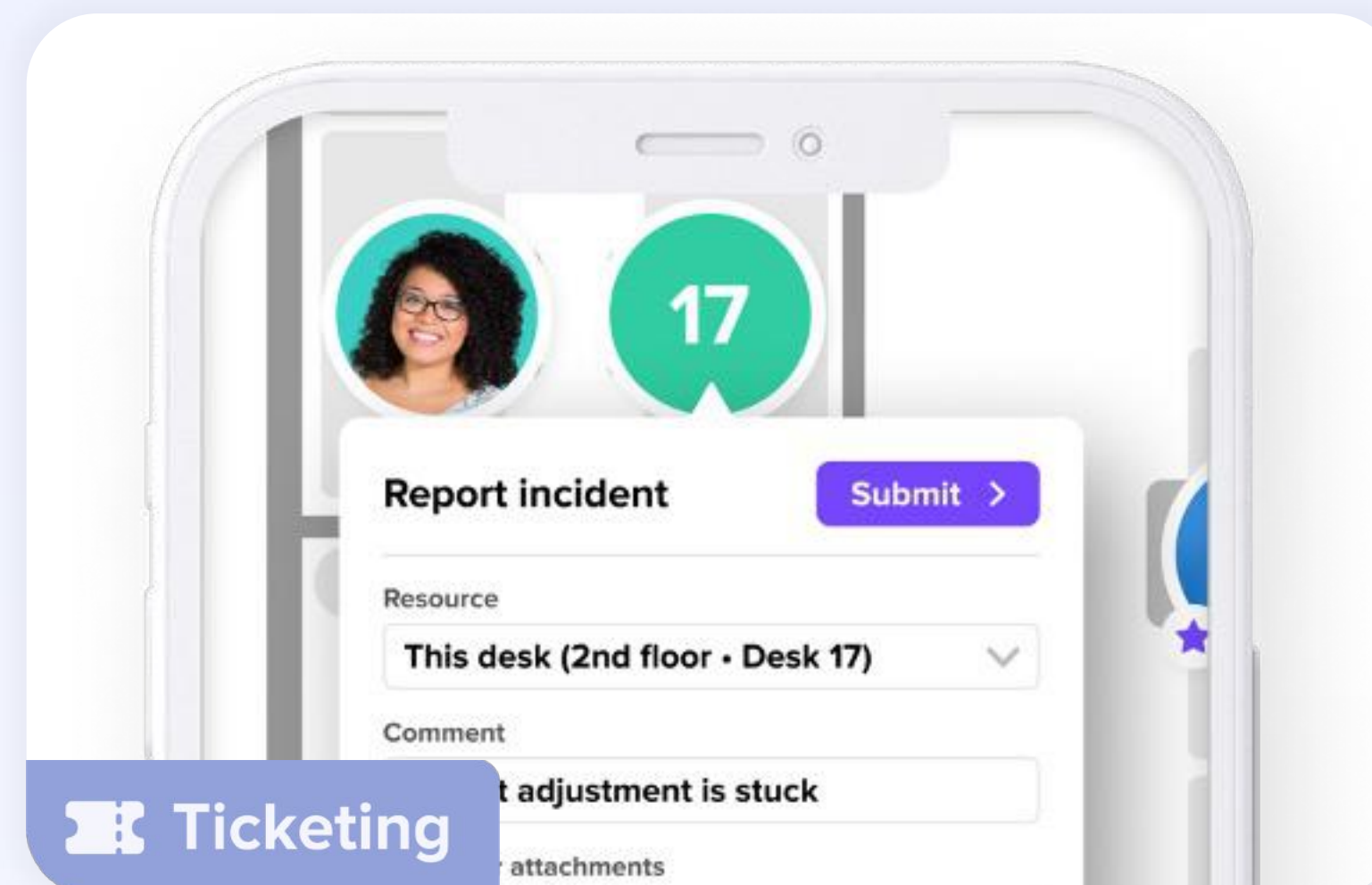
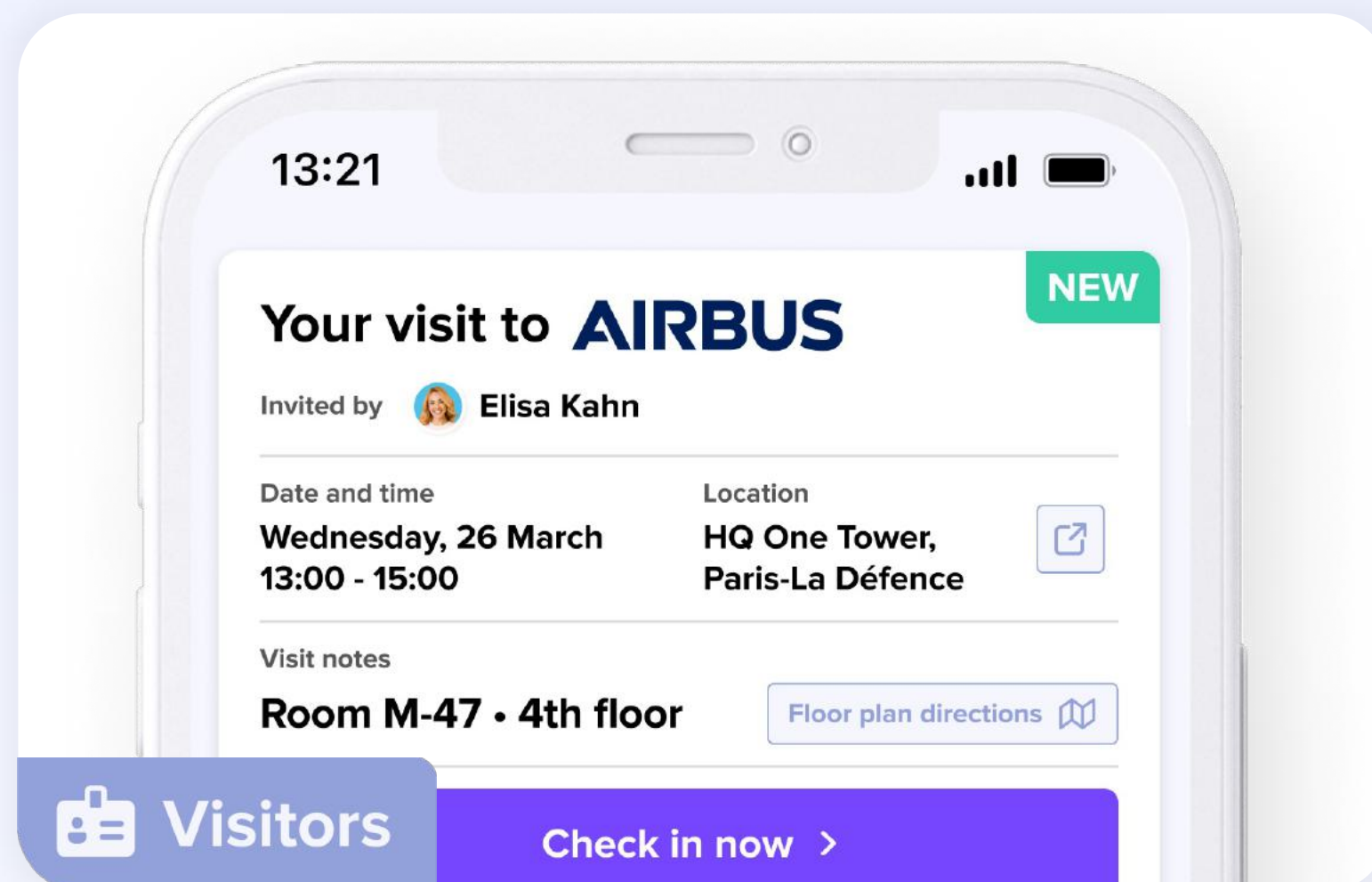
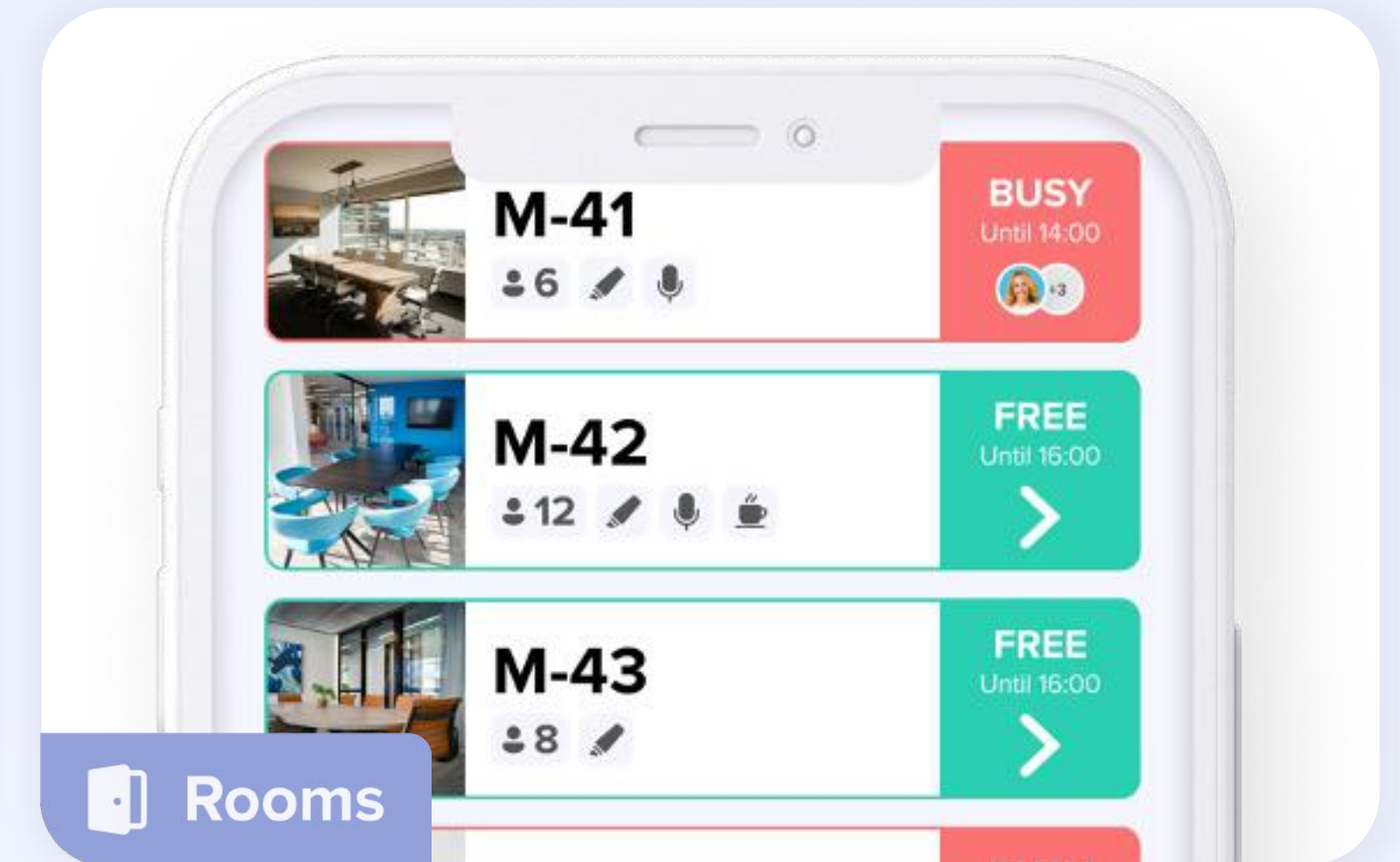
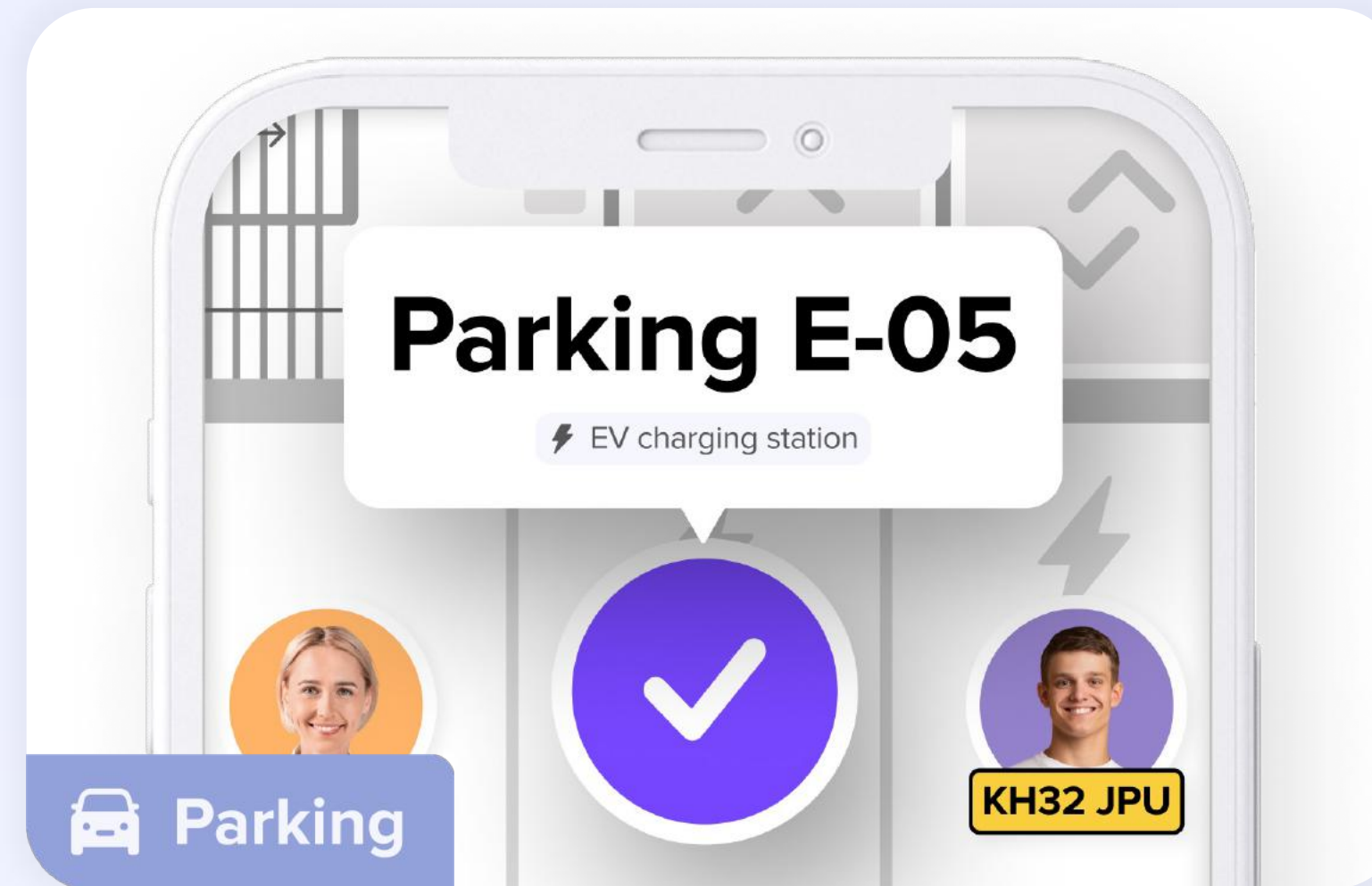
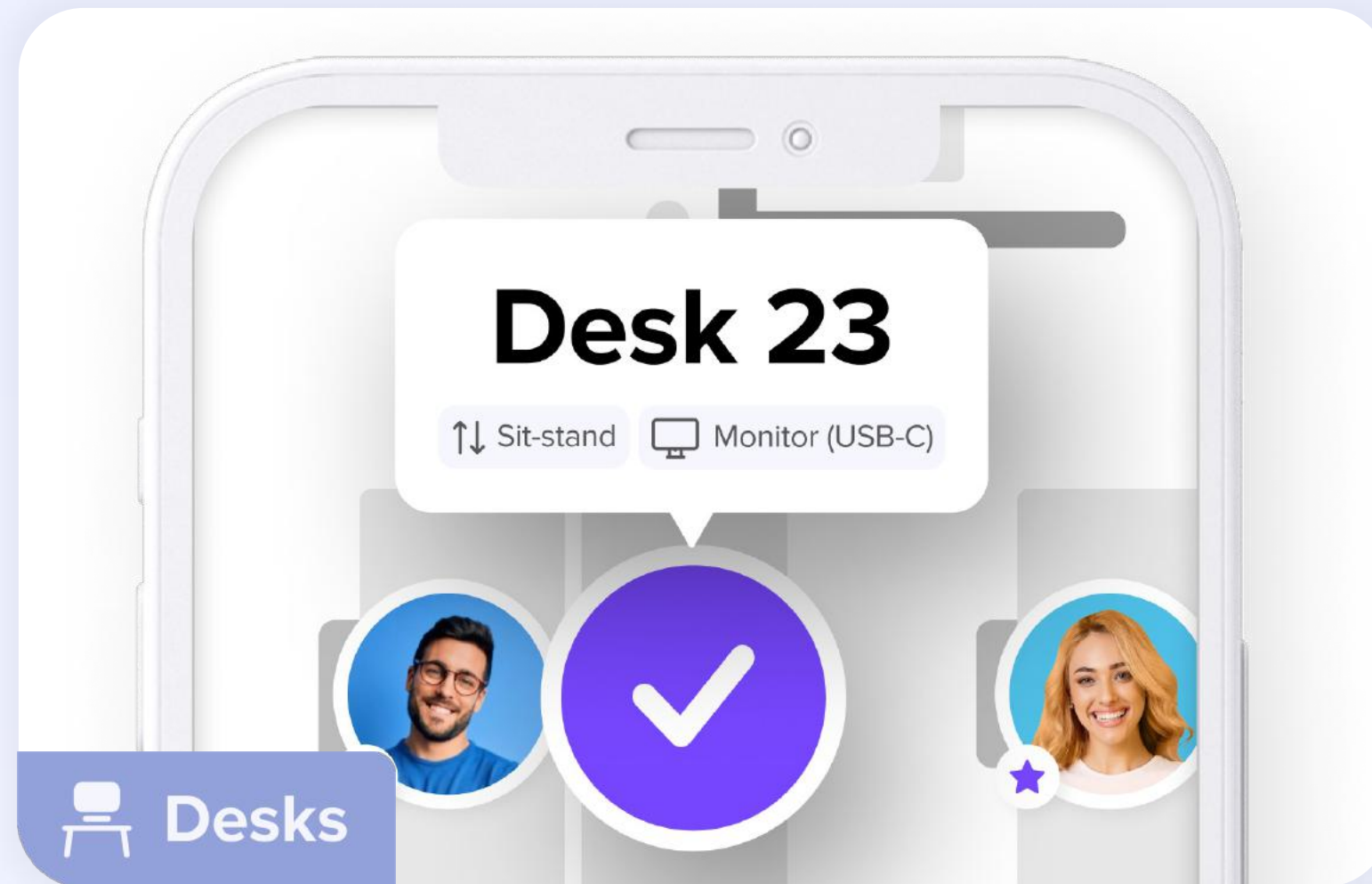


Source: deskbird product-market-fit survey Q1 2025 (N=922 deskbird users (employees only))





# Powering a seamless space experience



# Product: a next-generation space management ecosystem



## Desks

Booking of desks, parking spots and more in two clicks

From monthly  
€2.80 /user



## Rooms

Finding and managing meeting rooms, fully integrated with Outlook

From monthly  
€12 /room



Q2 2025

## Visitors

Delighting visitors and ensuring efficient front-desk operations

From monthly  
€150 /office



2026

## Buildings

Managing office portfolios, floor plans, neighborhoods, and more in one place

From monthly  
- /sqm

**App Marketplace**

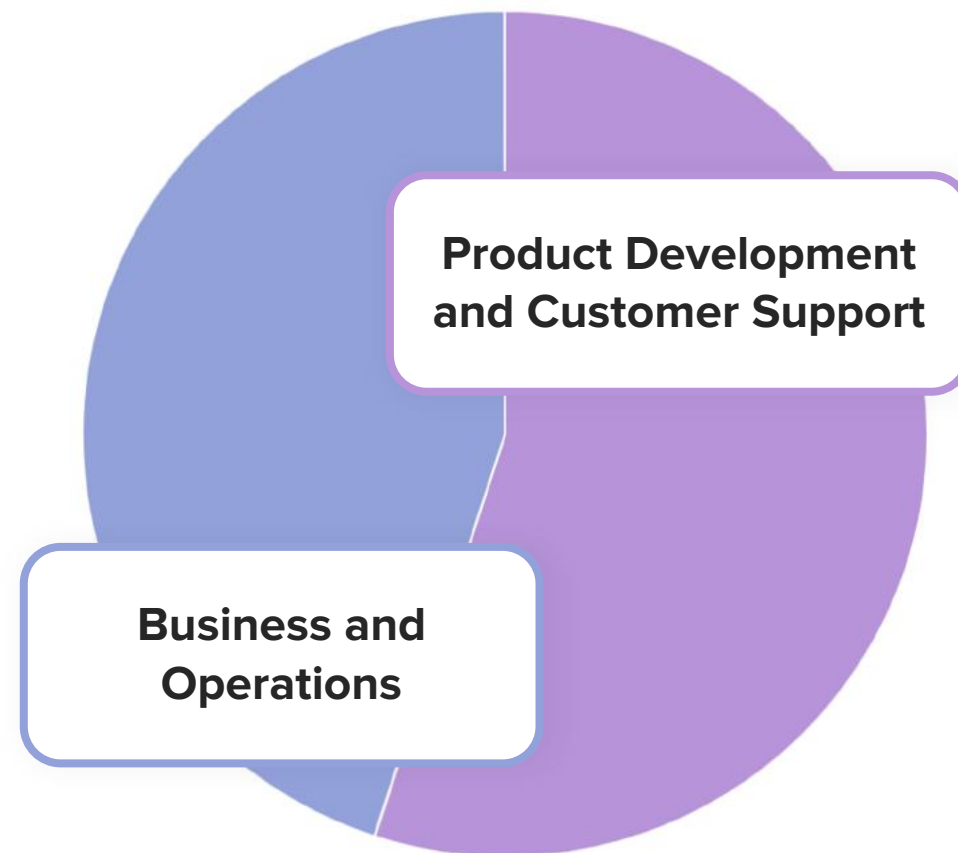
**Open API**

**Space Intelligence**



# About us

90 employees,  
2 core functions

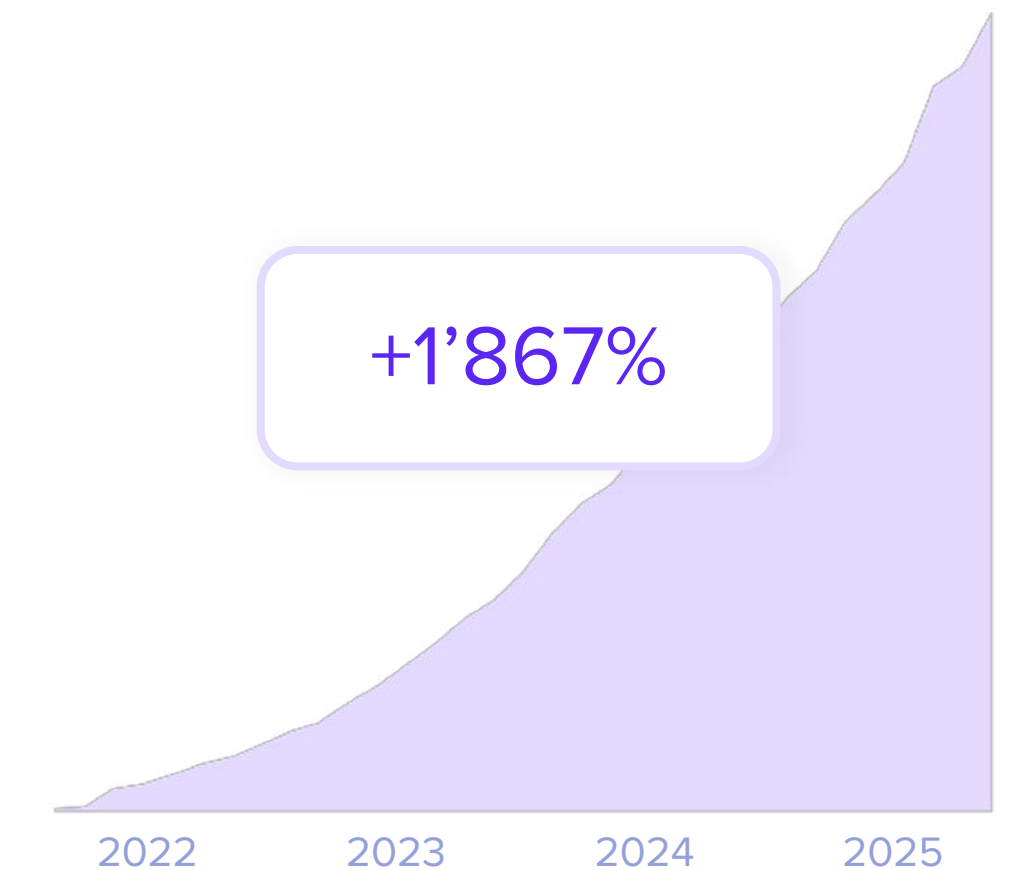


9 offices around the globe with  
support across languages and time zones



\*Opening 2025/26

3 years of rapid  
revenue growth

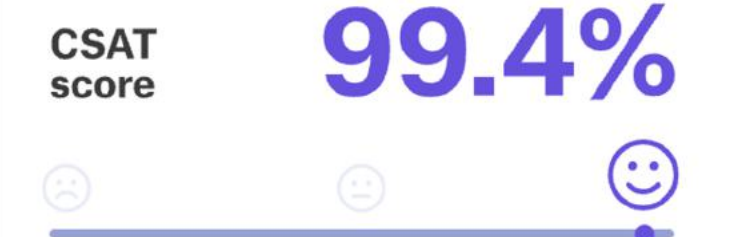


ISO:27001 certified  
and GDPR audited

Platform available in 9 languages



First-class  
support



+5'000 offices powered by deskbird



Recognized leader based on 400+ reviews



**Live Demo**



# deskbird

**Ivan Cossu**

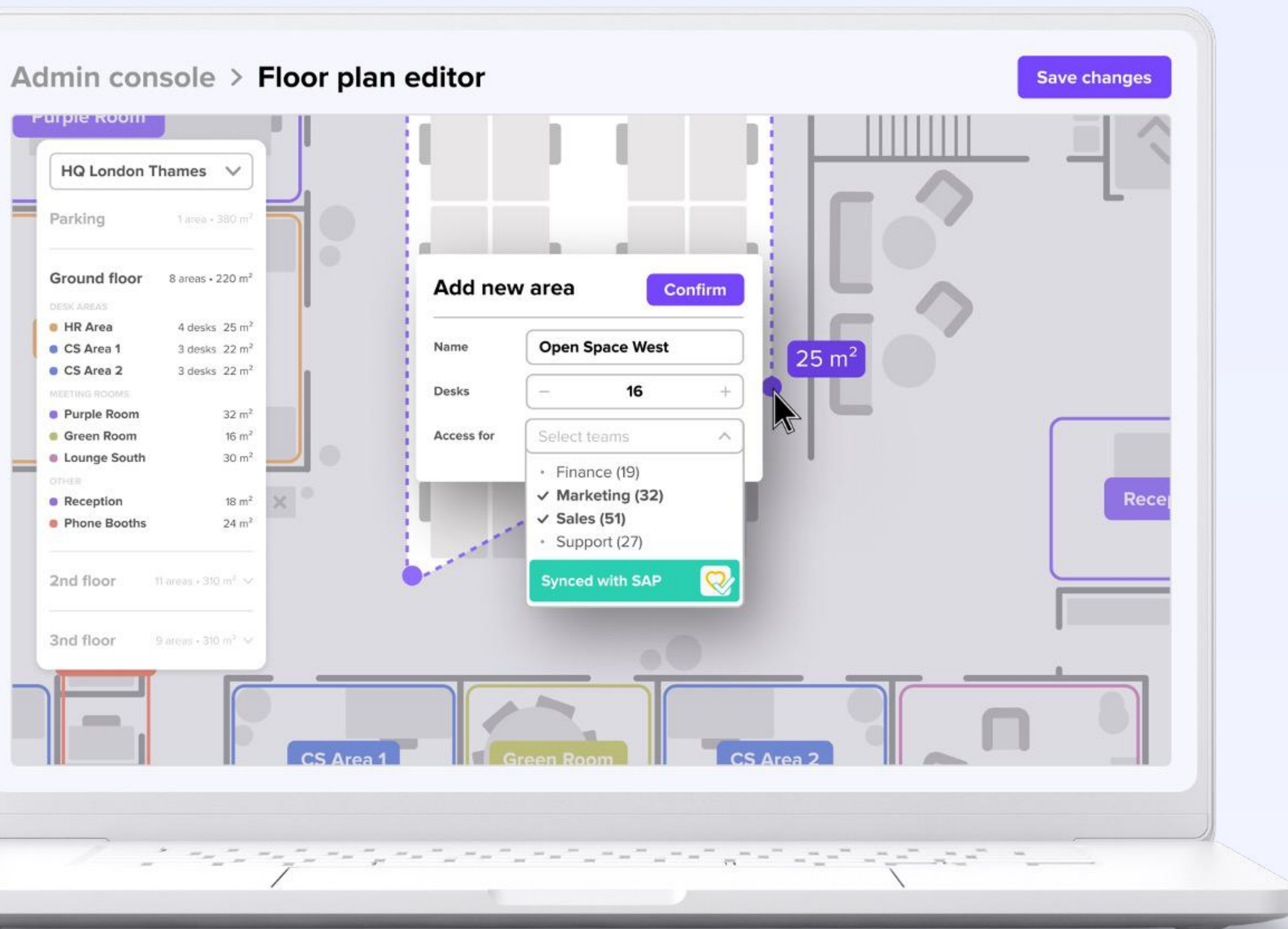
(Co-founder & CEO)

[ivan.cossu@deskbird.com](mailto:ivan.cossu@deskbird.com)

+41 78 751 30 22

# Backup

# Our floor plans are becoming the source of truth for space inventory



## Space dimensions

Total sqm and sqm by space type, such as desk areas, creative rooms, and more

## Workstations & equipment

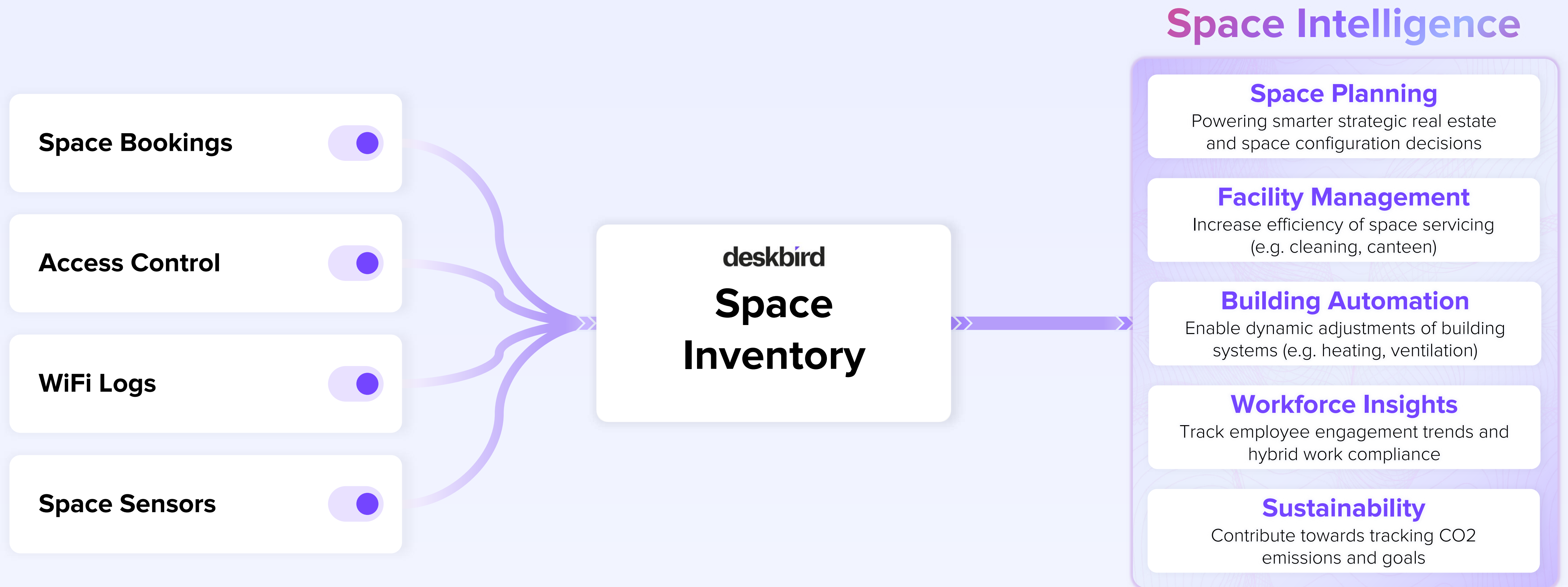
Individual desks, rooms, phone booths, and more – including detailed equipment

## Space assignments

Assignment of individual workstations and zones to employees and org units

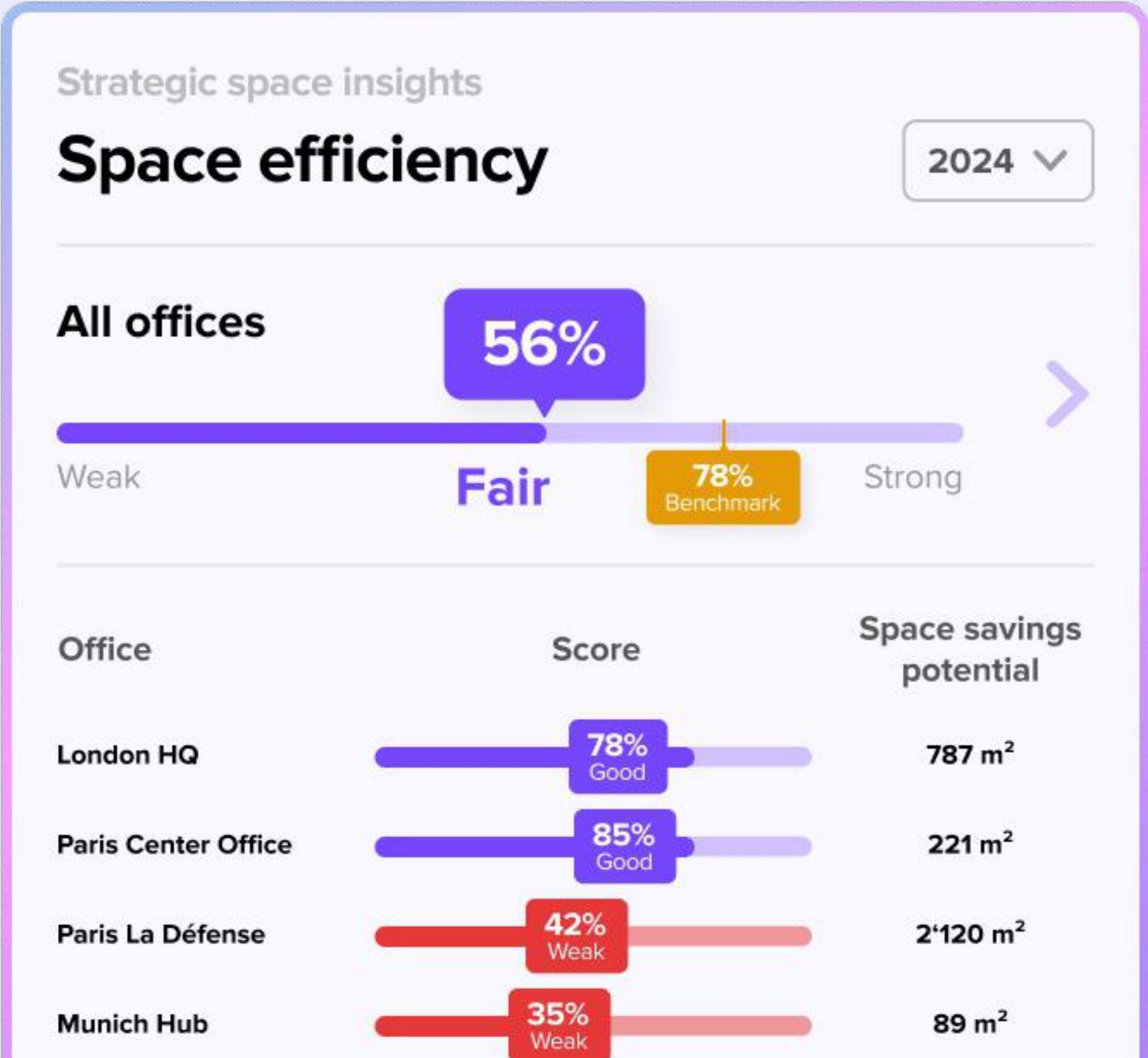
✓ HRIS Sync

# Vision: connecting existing data to build the leading space intelligence





# Space planning: powerful insights based on proprietary benchmark data



## Portfolio assessment

Uncover past and expected future office utilization, including anticipated headcount growth

## Space design

Optimize existing space configurations (desks, meeting rooms, phone booths, etc.)

## Neighborhood assignments

Adjust neighborhood zonings and team allocations based on actual office demand

## Utilization efficiency

Uncover inefficiencies in space usage and implement booking automations to avoid no shows

# Diversified customer base across segments

## SMB

863 customers



ACV  
€3k

## Mid Market

262 customers



ACV  
€12k

## Enterprise

127 customers



ACV  
€24k