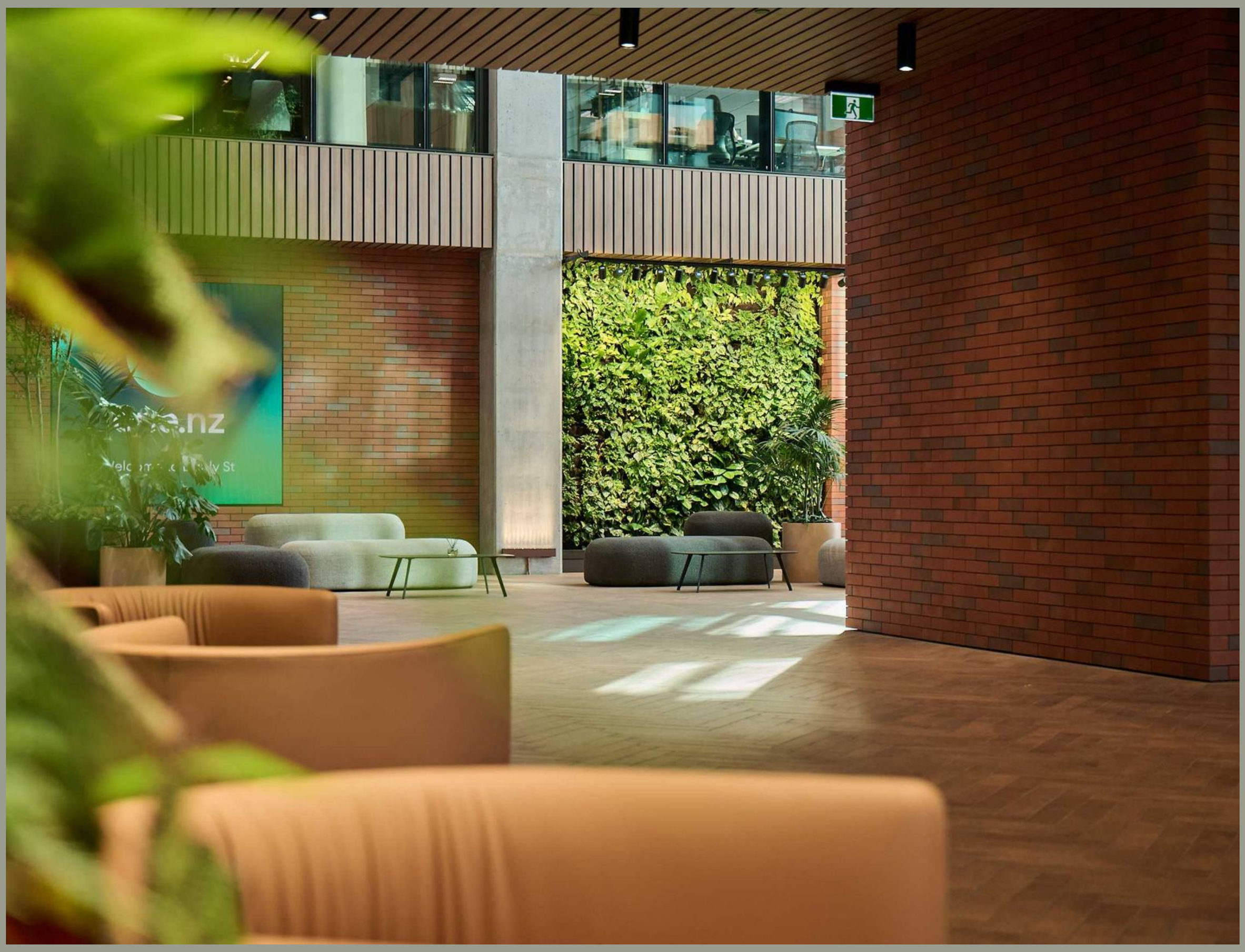
OUTSIDE IN™

The Commercial Greenery Guide.

Seamless compliance, enhanced occupancy, and a fully managed service - built to elevate your building's performance.





One NZ by Outside In

01 . THE BOTTOM LINE

Greenery is a facilities line item, not a decoration budget.

It affects three numbers you already report on: your building's rating/certification standing, how easily vacant units lease, and how well your tenants retain staff. Here's the closest independent evidence for each, in the form you'd want it in - no lifestyle framing, no fluff.

56%

Lower vacancy rate for Green Star-rated buildings

25%

Longer lease terms in Green Star-rated buildings

21%

Lessees pay a higher premium for a space in a green certified building

20%

Higher tenant retention than non-green buildings

18%

Lessees would reject a building outright if it isn’t green certified



B:HIVE by Outside In

02 . COMPLIANCE

Building rating & compliance

A 5-star Green Star rating target depends on documented, defensible inputs across indoor environment quality, occupant wellbeing, and sustainable materials - not a single feature. Functional greenery, such as indoor biophilic elements and ecological landscaping, serves as a measurable input under Green Star frameworks in both New Zealand and Australia, actively supporting daylighting, ventilation, thermal comfort, and low-impact material selection.

What this means for a rating submission or a compliance review:

Auditable, not incidental

A documented planting scheme (species, placement, maintenance schedule) that an assessor or auditor can point to, rather than plants that arrived ad hoc.

Fit for the building

Species and placements are precisely modelled against the building's actual daylight access, airflow dynamics, and spatial layout, rather than relying on generic stock.

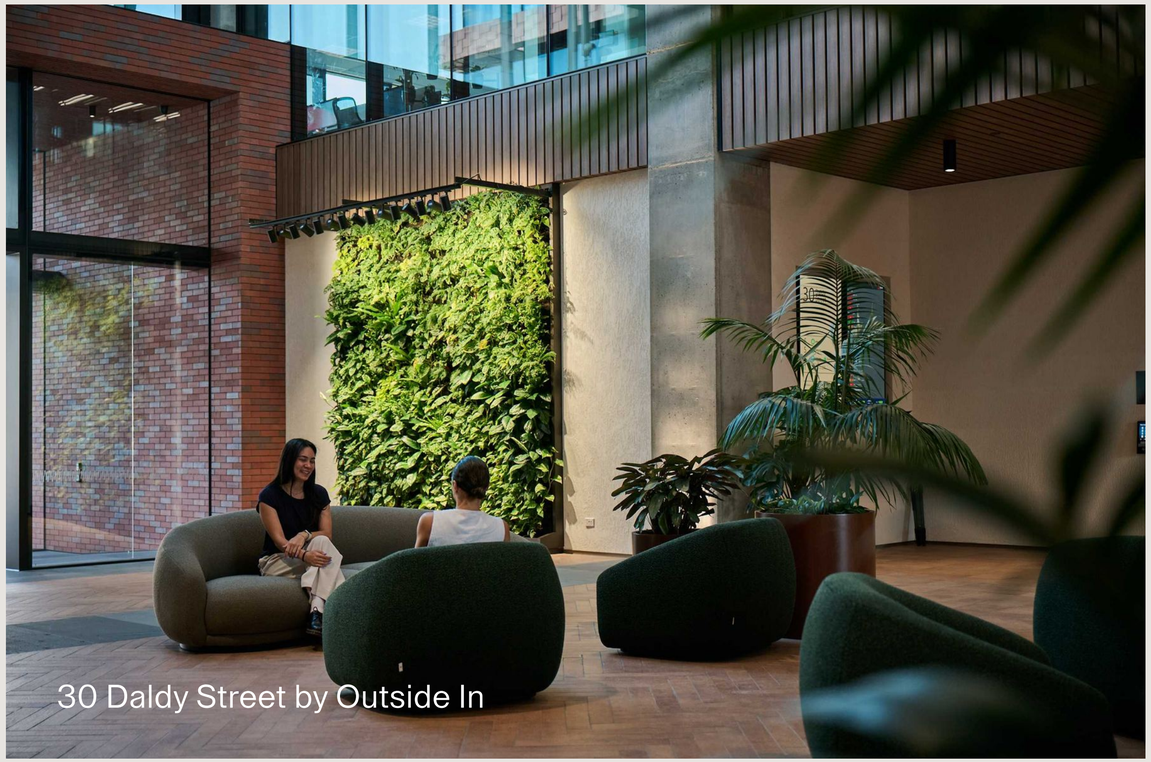
Ongoing, not one-off

A maintained record of servicing, replacement and plant health, held by your account manager and available on request.


2degrees by Outside In

Leasing appeal: it looks good, spaces fill faster

A prospective tenant reads a building in the first 90 seconds, starting at the door. Arrival areas, elevator banks, and corridors are what get compared against every other building on their shortlist - and strategic greenery is one of the fastest, most visible ways to elevate that impression without the cost of a major capital works project.



30 Daldy Street by Outside In

First impressions drive leasing decisions

A tenant walking a vacant floor is judging finish quality and how ‘done’ the building feels - bare corners and empty planters read as unfinished.

It's now baseline, not a differentiator

Greenscaped common areas and atriums are increasingly listed as a standard inclusion in leasing collateral, not a premium extra.

The effect compounds through the building

A tenant business's own staff and clients experience the greenery daily, extending the same impression from the lobby into their tenancy.



One NZ by Outside In

Intentional placement, not just planting

Greenery placed without a design brief creates its own facilities problems: blocked sightlines, obstructed egress, fire-safety non-compliance, and irrigation that damages finishes.
Placement is scoped against your building's actual constraints before anything is installed.

*Research backs this up directly: in one study, productivity was lowest in the most densely planted office and highest with none at all - overcrowding a space with greenery can backfire. Placement and design intent matter as much as quantity.

Source: Originally published in HortScience by researchers Virginia I. Lohr, Caroline H. Pearson-Mims, and Georgia K. Goodwin.

Safety first

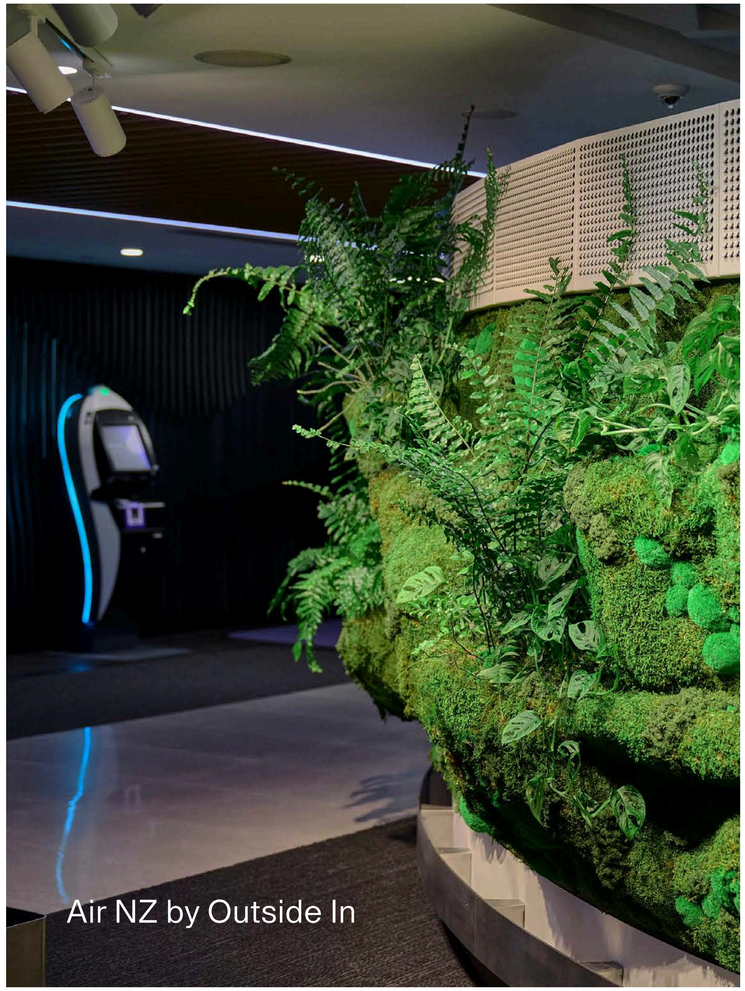
Every placement is checked against fire egress paths, emergency signage sightlines and accessibility clearances before install.

Design Intent - not density

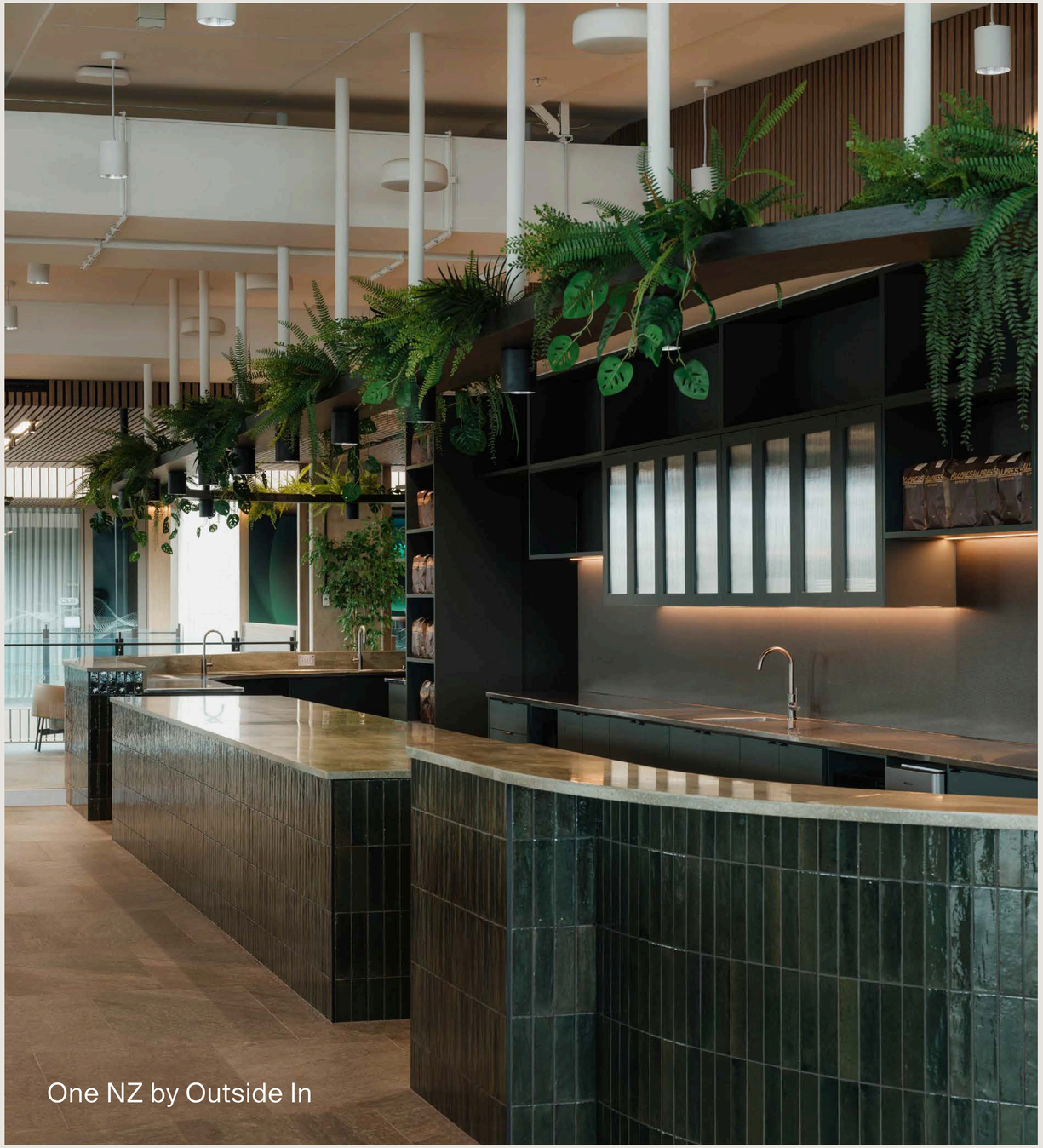
Statement planting at entry points and structural columns, rather than pots scattered wherever there's floor space.

Building-appropriate systems

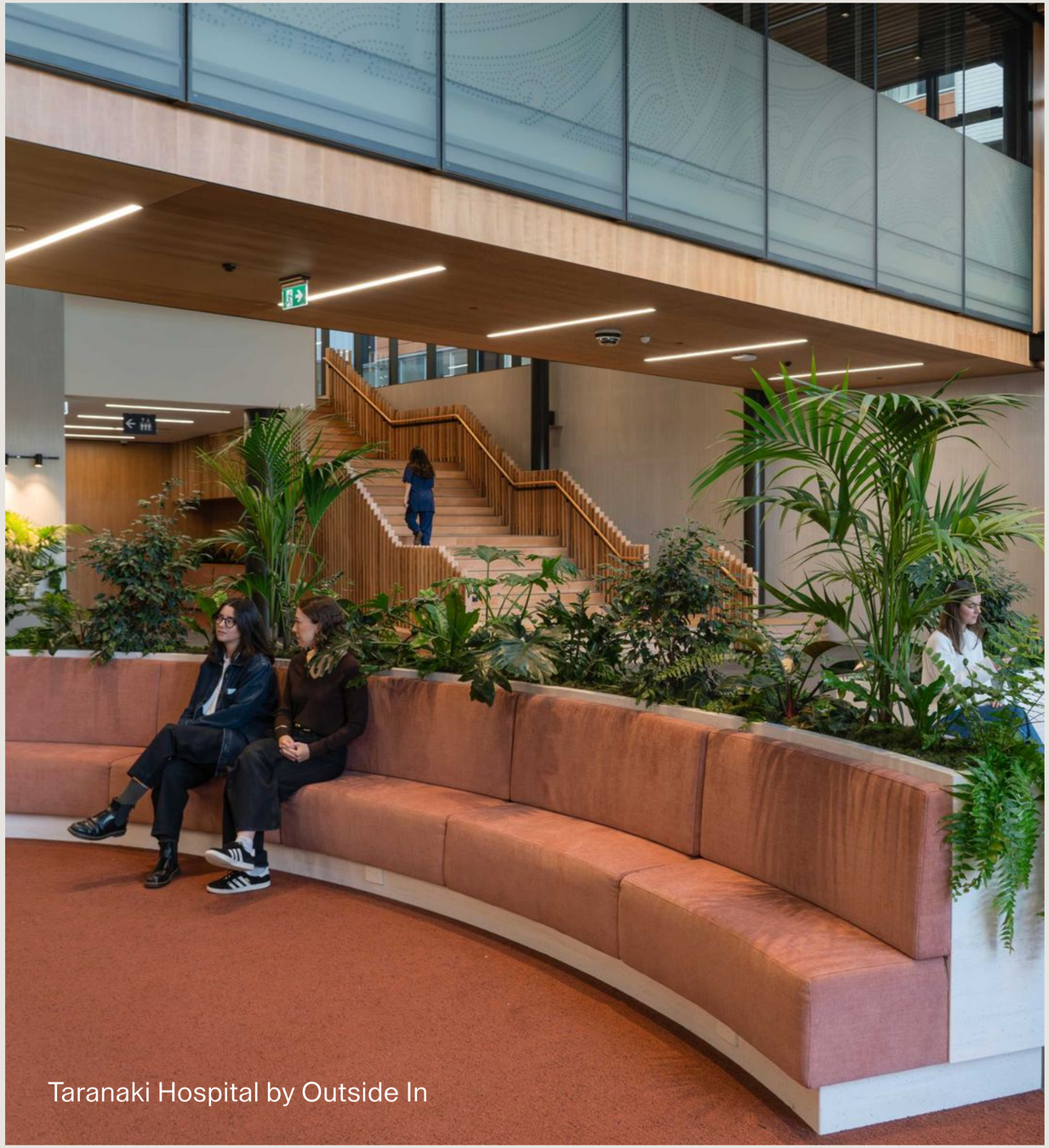
Species and irrigation systems matched to the location - no drainage risk near electrical infrastructure or finished flooring.



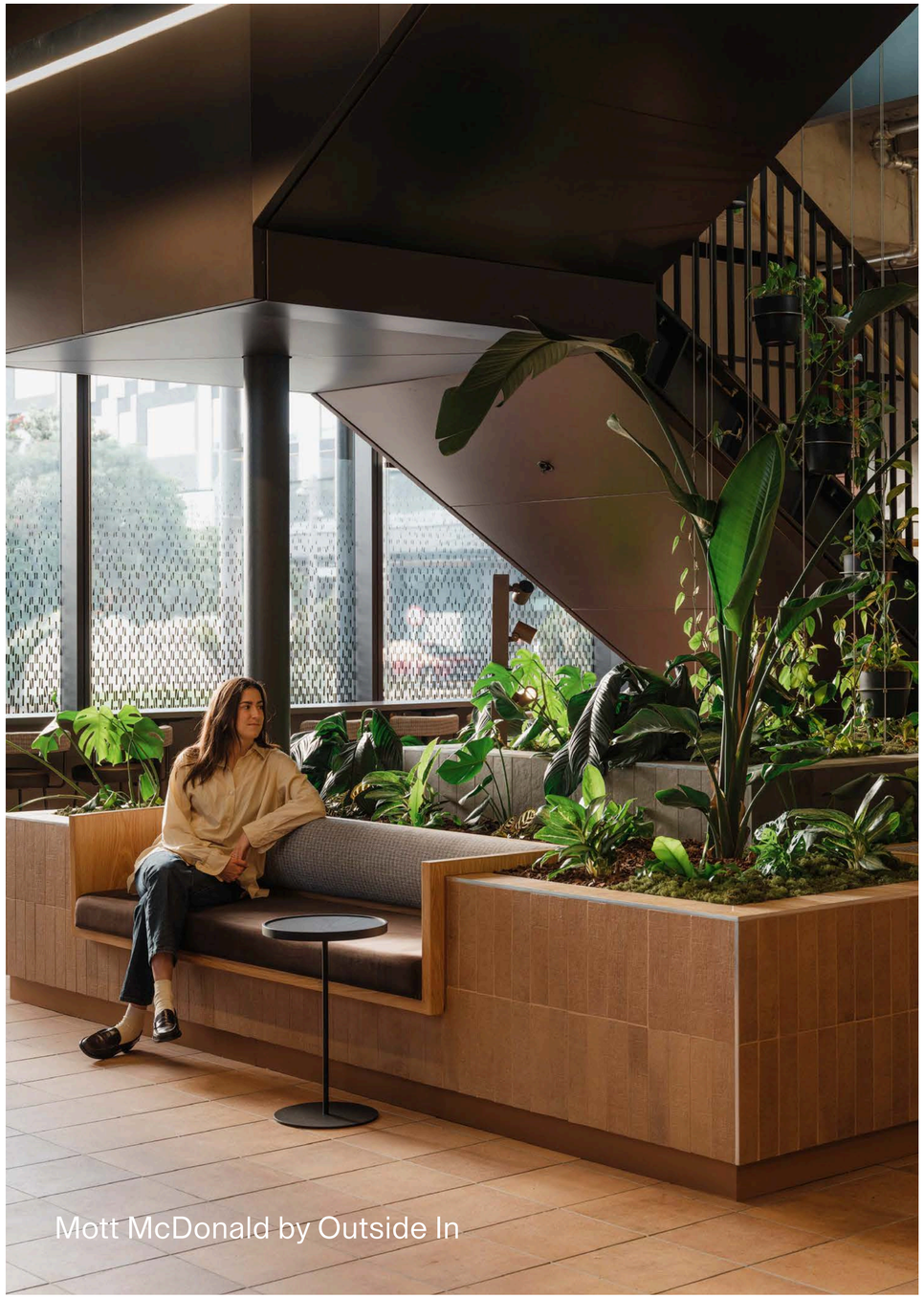
Air NZ by Outside In



One NZ by Outside In



Taranaki Hospital by Outside In


Mott McDonald by Outside In

Attraction & retention - for the tenants in your building

Your lessees are competing for talent, and workplace environment is one of the criteria candidates and staff weigh. This is a case you can make to a tenant considering renewal, or to a prospect comparing buildings, backed by independent research rather than opinion.

Source: The Human Spaces Report (Global Study)

It affects hiring

A third of workers say office design would directly affect their decision about whether to work somewhere; live plants and natural light are the two most-wanted features globally.

It affects retention

Employees in green-certified buildings scored 26% higher on cognitive function tests and reported 30% fewer sick-building symptoms than those in high-performing but non-certified buildings.

It's a proven playbook

Salesforce, Nvidia and other companies on the Fortune World's Best Workplaces list have made biophilic design a visible, deliberate part of how they compete for talent - a precedent you can point your tenants to.

Source: World's 25 Best Workplaces | Fortune
Source: Fortune World's Best Workplaces™ 2025 | Great Place To Work

04 . OUR PROCESS

How we work with you

Our service model is built to be hands-off from your side: one account manager, one service team, a fixed schedule and a clear cost - not a rotating cast of contractors you have to re-brief.

One team, every time

The same account manager and service team for the life of the contract - no re-explaining your building needs to someone new.

Costs set out clearly, in advance

A scoped, upfront quote against your space and budget, with no surprise call-outs.

A schedule you can plan around

A standing maintenance schedule your team can see and plan around, not ad hoc visits.

One point of contact

One point of contact for reporting, servicing records and any compliance documentation you need to hand upward.



Tōtara Haumaru by Outside In



Tōtara Haumaru by Outside In

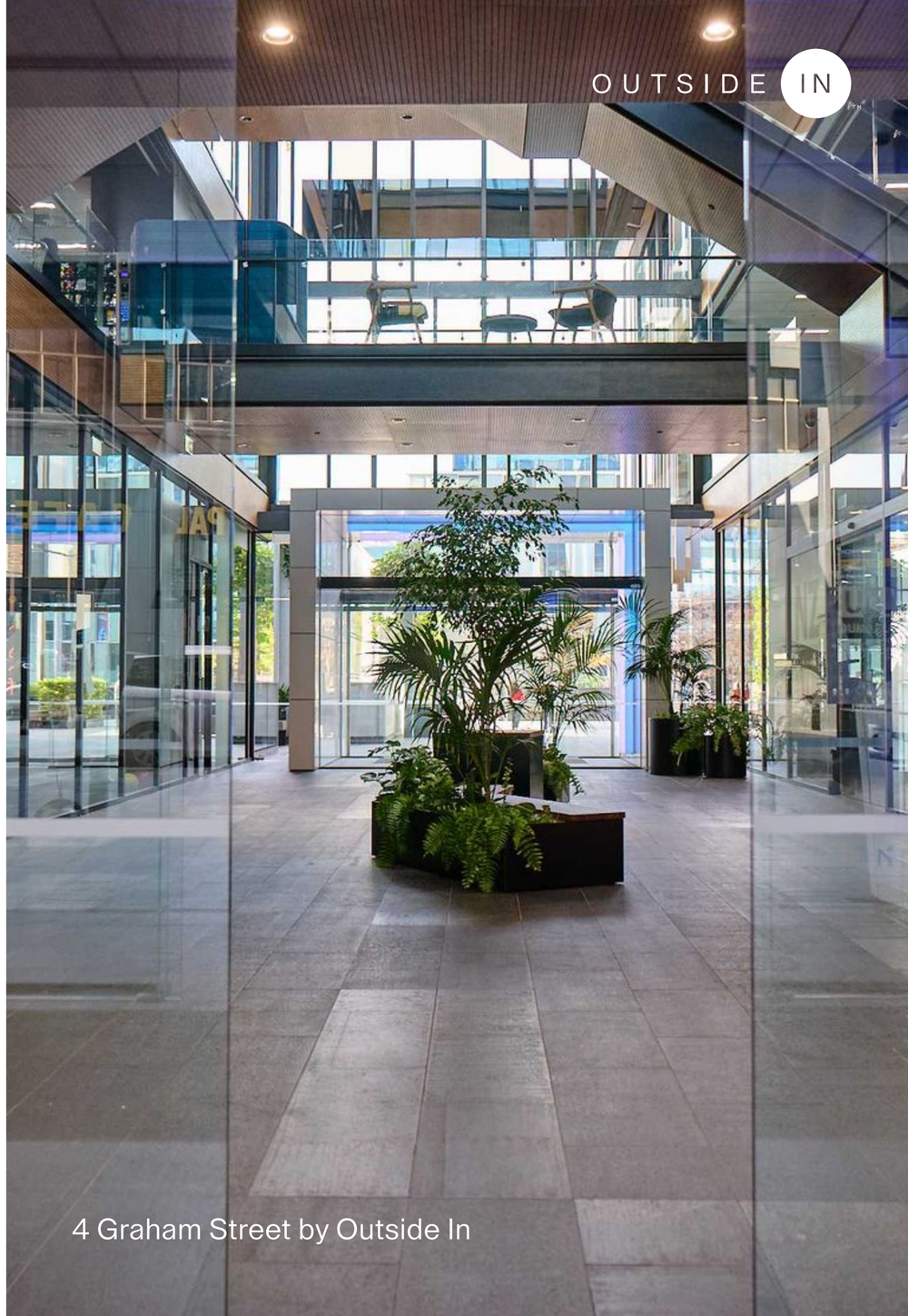
05 . SCALABILITY

Start at the atrium, scale to the whole building

Most buildings start with the highest-visibility, lowest-commitment space - the atrium or lobby - then extend the same standards, account manager and pricing model to the rest of the building as confidence builds.

Package	Typical Scope	What It Solves For You
Arrival	Atrium, lobby, main entrance	First impressions for prospective tenants and visitors - low cost, high visibility, fast to approve.
Shared spaces	Elevator banks, corridors, end-of-trip, breakout areas	Extends the same standard through the building's common areas.
Office units	Individual tenancies, floor-by-floor	Sold to tenants as part of the leasing package, or offered as a fit-out upgrade.
Whole tower	Every level, one contract, one account manager	One cohesive vision for your entire building, seamlessly delivered and maintained by a single team.
Multi-site	Entire property portfolio, building by building	Single point of contact, one schedule, one invoice - no re-scoping across your portfolio.

Each package runs under the same account manager and service schedule, so scaling up adds scope, not new relationships to manage.



4 Graham Street by Outside In



Bishop Ranch by Outside In

06 . COSTS

How much does it cost?

Because every space and brief is different, we don't work off a standard price list. We meet with you, understand the scope, and come back with a fixed-price quote built around the actual project, not a generic package.

That flexibility means we can work with almost any budget, from a few hundred dollars a week to several thousand, without forcing your project into a tier that doesn't fit. Once quoted, that price is locked: no hidden call-out fees, no variable billing, no line items that show up later. What you're quoted is what you're invoiced.



Bishop Ranch by Outside In

07 .ACCOUNTABILITY

The Happy Plant Guarantee

If a plant under our care isn’t thriving, we replace it on our next visit at no additional cost - absorbing the risk of plant loss so you never have to ask. Because living assets require precision, our specialised technicians proactively manage your greenery under a strict, quality-controlled conditioning program, inspecting every plant down to the individual leaf.

We operate with complete discretion and rapid responsiveness, ensuring your environment is treated with absolute respect. We back this standard with a direct commitment: if a plant drops below peak health, we replace it entirely at our cost, protecting the unbroken design integrity of your building.



33 Broadway by Outside In

Why Outside In

In 2014, Ryan McQuerry and Nick Lubeck started Outside In from a garage in West Auckland with a simple belief: bringing nature into the built environment makes spaces better for people.

As they built the business, they noticed that greenery was too often treated as an afterthought rather than a design decision. So they built Outside In differently, bringing design, installation and ongoing care together under one roof and making greenery an integral part of the space from the start.

Today, Outside In works across New Zealand, with teams in Sydney and Melbourne and the capability to deliver special projects internationally. Our work spans everything from single-tenancy fit-outs to landmark commercial developments, for organisations including KPMG, Westpac, Westfield and Qantas.

We're still owned and led by Ryan and Nick, and that original belief continues to shape the way we work.

We don't ask you to take our word for it. Our portfolio spans single-tenancy fit-outs through to landmark, multi-building developments, including Westpac and Westfield Newmarket, alongside corporate clients like KPMG, 2degrees, Datacom, UDC Finance, Air New Zealand, Qantas and One NZ, and hospitality names including Park Hyatt, QT Hotel and Sudima.

12+ years

Delivering commercial fit-outs across New Zealand, and more recently Sydney and Melbourne

NZ, AU & beyond

Nationwide NZ service, teams in Sydney and Melbourne, plus international special projects

200+ landmark projects

From single offices to whole-precinct developments

International Awards

28 industry awards since 2018, including 5 Diamond wins - recognised across New Zealand and Australia's leading design and landscape award programmes.

5	Diamond
7	Platinum
6	Gold
4	Silver
1	Bronze


OUTSIDE IN

Facilities & building management FAQ

Does greenery actually contribute to a building rating?

It can be assessed as part of indoor environment quality and biophilic design credits under the Australian and New Zealand Green Star schemes - but we're not a certification body, so we scope and document the planting; your assessor confirms how it's weighted in your specific submission.

What does a building-wide program cost, and how is it billed?

Every proposal is scoped against your space, your budget, and whether you're in Australia or New Zealand, as costs vary between the two. You get a fixed quote and schedule upfront, not a variable ongoing cost - see the pricing guide for indicative ranges by package.

Who do we deal with day to day?

One dedicated account manager and service team for the life of the contract, across every package tier - from a single atrium to multi-sites.

Can we start with just the lobby and expand later?

Yes - this is the most common starting point. Arrival-area packages scale to shared spaces, individual office units, and eventually whole-building contracts without changing account managers.

What happens if a plant dies or isn't performing?

Covered under the Happy Plant Guarantee for contracts it applies to - replaced at no extra cost on the next scheduled maintenance visit.

Do you handle compliance and safety sign-off on placement?

Placement is scoped against fire egress, signage sightlines and accessibility clearances before install, and documentation is available for your records.

OUTSIDE IN™

Let's talk about your building

Get in touch for a complimentary consultation and a scoped quote for your building, floor, or portfolio. We work exclusively with commercial buildings and workplaces.

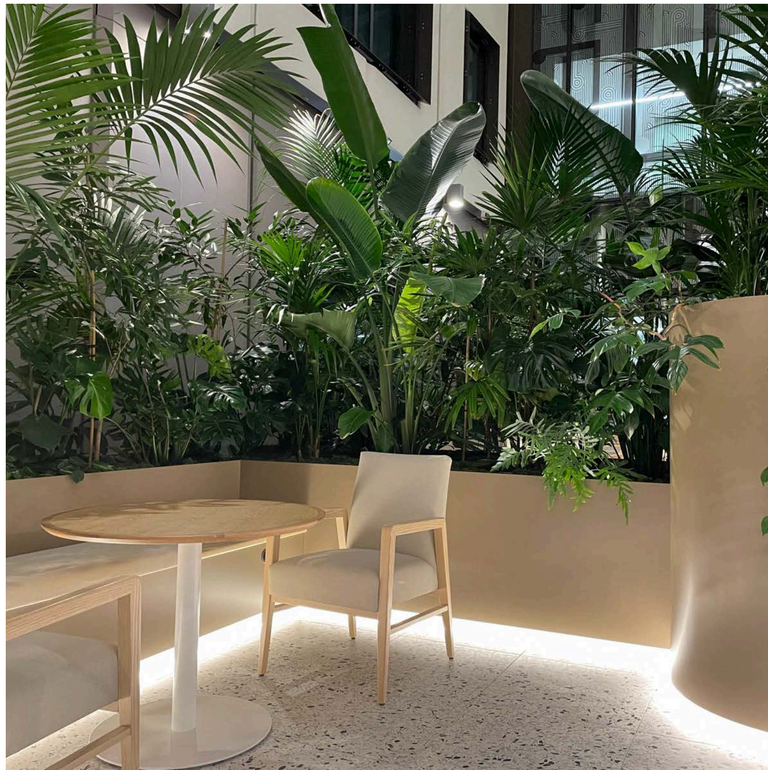
Get in touch

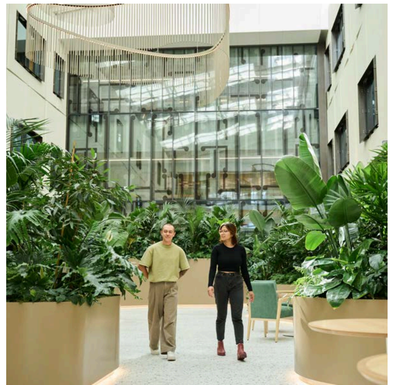
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We're not able to support residential, food & beverage, or short-term/event hire enquiries.