

## The TechSpace Advantage

***“The existing model for traditional office space leasing and business facilities infrastructure is out-of-touch with the needs of today’s small- to mid-sized businesses. There is something different. TechSpace offers a new business platform, designed for the fast-paced needs of the twenty-first century. Progressive, flexible, on-demand ‘alternative office space’ gives businesses what they want, when they want it, with no strings attached.”***

*–Victor Memenas, TechSpace Inc., Chief Executive Officer.*

## TechSpace vs. Leased Space

In today’s marketplace, it is almost impossible to predict whether a business will need to grow or downsize in the months and years ahead. Long term lease agreements are the last things a savvy businessperson wants to be tethered to, rendered inflexible and unable to adapt with the changing marketplace. Especially amidst economic challenges, making a long-term commitment to a fixed amount of space is an impractical way to manage a business. Yet, until now, a smarter, more flexible, *scalable* solution has been elusive.

**Why TechSpace?** TechSpace delivers flexible office space and completely integrated technology and business services for in-house and virtual clients. Benefits of this “office space of the future” include:

- **Capital Preservation:** To effectively manage a business and secure office space that lends presence and prestige, the entrepreneur of the past needed large lump sums of money up front – often a year’s worth of reserves – as deposit; not to mention the high costs of tenant improvements, furnishing offices and workstations, setting up technology infrastructure, and the pay-out of taxes, insurance and utilities. In the current economy, these “high costs of doing businesses” simply aren’t practical.

TechSpace serves both onsite and virtual clients with an innovative business solution that relies on centralized outsourcing for everything from advanced voice and data telecommunications and Tier 1 IT infrastructure to workstation furniture mail room services, reception services and office supplies. This formula provides companies with Fortune 100 business facilities and infrastructure at a fraction of the cost – preserving capital and keeping overhead to a minimum, creating an ideal solution for growing companies.

- **Scalability:** Scalable terms provide a smart solution for start-up and growth companies. Modular workspace floor plans and innovative, interconnected office suites, combined with flexible, low-commitment agreements allow room for expansion or downsizing as necessary without the high cost of moving.
- **Core Focus:** In an age where business moves at the speed of light and time truly *is* money, hours squandered on mundane facilities and infrastructure issues can add up to major losses in today’s fast-paced business environment. The current, time-, energy-, and cost-intensive model is not working for many businesses, and the failure rate for start-ups continues to rise.

TechSpace provides centralized outsourcing of critical but non-core business processes – such as setting up IT infrastructure and staffing including resources such as receptionist, IT desktop support, janitorial services and security – allowing small- to mid-sized companies to concentrate on growing their business.

**Advanced Technological Solutions:** TechSpace’s world-class, Tier 1 data center is custom-designed to support the most comprehensive requirements of any business. Services include virtual servers, Web and mail hosting solutions, 24/7 tech support, managed firewalls, co-location rack space, burstable bandwidth, data backup, managed storage, 24-hour network and system monitoring and complete disaster recovery and back-up services. These advanced IT solutions are available both to onsite clients and virtual clients, all of whom benefit from state-of-the-art infrastructure and security.

**Flex- and Virtual Alternatives:** TechSpace provides full-time occupancy solutions as well as VirtualSpace, which provides a complete business identity solution for small businesses, including a dedicated phone number answered by a TechSpace receptionist, a business postal address and mailbox, as well as access to other essential services. Companies can also choose FlexSpace, which provides all the benefits of VirtualSpace, plus unlimited occupancy of a workstation.

**Managed Business Process Outsourcing:** In addition to providing flexible office space and IT services, TechSpace allows businesses to control their overhead by providing a host of business process outsourcing solutions. Each TechSpace facility offers onsite conference rooms, reception services, and more, as well as:

- Property Management
- Internet – Data Services
- Tenant Migration
- Voice and Call Management Service
- Virtual Office Amenities
- Event Hosting
- Delivery Service
- Conference Facilities
- Office Supplies

***TechSpace has five locations throughout the United States – including three New York locations, as well as facilities in Orange County and Los Angeles, Calif.. For more information, visit [www.techspace.com](http://www.techspace.com).***