# ACCESS OR OWNERSHIP™

## HOW CAN I ENSURE FLEXIBILITY?

**FURNITURE AS A SERVICE (FaaS)**
- **Lower Flexibility Risk**
  - Renting furniture gives you true furniture flexibility to expand, contract, swap, change floor plans or opt-out as your needs change.

**PRE-FURNISHED SPACE**
- **Moderate Flexibility Risk**
  - Ability to flex and reconfigure will depend on willingness of the owners to make changes.

**OWNERSHIP**
- **High Flexibility Risk**
  - A fixed asset limits flexibility and can be difficult to reconfigure.

## WHAT IS MY UPFRONT INVESTMENT?

**FURNITURE AS A SERVICE (FaaS)**
- **Low Upfront Cost**
  - As the asset is owned and serviced entirely by CORT, it is easily modifiable as business needs change.

**PRE-FURNISHED SPACE**
- **Moderate Upfront Cost**
  - Costs for design, security, IT, and other amenities are charged at a premium and cannot be unbundled based on your needs.

**OWNERSHIP**
- **High Upfront Cost**
  - Significant upfront capital investment for a fixed asset that loses functionality or becomes obsolete as business evolves.

## WHAT IS MY LONG-RANGE INVESTMENT?

**FURNITURE AS A SERVICE (FaaS)**
- **Low Long-Range Investment**
  - Rapid deployment and installation of furniture can be achieved in as few as three to five days.

**PRE-FURNISHED SPACE**
- **Moderate Long-Range Investment**
  - Engagement speeds fluctuate drastically based on market availability. Averages range from 30-90 days for full implementation.

**OWNERSHIP**
- **High Long-Range Investment**
  - Purchasing furniture typically requires a minimum of eight weeks lead time not including manufacturer delays, incorrect product shipment, or custom orders.

## HOW IMPORTANT IS SPEED TO MARKET?

**FURNITURE AS A SERVICE (FaaS)**
- **Low Delay Risk**
  - As the asset is owned and serviced entirely by CORT, it is easily modifiable as business needs change.

**PRE-FURNISHED SPACE**
- **Moderate Delay Risk**
  - Furniture offerings and space have little flexibility once set. Costs vary greatly based upon location and space availability. Obligation to fulfill lease terms remains.

**OWNERSHIP**
- **High Delay Risk**
  - Purchased product depreciates rapidly and your routine maintenance, inventory management and storage costs for unused product quickly accrue.

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### HIDDEN COSTS TO CONSIDER

In addition to flexibility, investment, and speed, other factors can increase the time and money spent on your fixed infrastructure.

#### ANNUAL TIME AND COST
- Ongoing capital expenditure for product replacement during furniture life cycle.
- Annual inspection to verify inventory placement and condition.

#### POP-UP COSTS
- Labor and material costs for maintenance and repairs.
- Cost for new inventory when reconfiguration is not an option.
- Reconfiguration costs when workplaces needs change.

#### STORAGE & DISPOSAL TIME AND COST
- Cost of storage for unused inventory.
- Deployment costs for stored furniture assets.
- Cost for removal and disposal of workplace.

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CORT’s Furniture as a Service model provides the highest flexibility, lowest risk, smallest initial investment, and quickest speed to market option. Most importantly, FaaS allows for evolving business strategies to reconsider how space is used.