

ACCESS OR OWNERSHIP™

CORT®



HOW CAN I ENSURE FLEXIBILITY?



WHAT IS MY UPFRONT INVESTMENT?



WHAT IS MY LONG-RANGE INVESTMENT?



HOW IMPORTANT IS SPEED TO MARKET?

COMPARE TO FORMULATE YOUR PLAN

	FURNITURE AS A SERVICE (FaaS)	PRE-FURNISHED SPACE	OWNERSHIP
ABILITY TO FLEX	LOW FLEXIBILITY RISK <p>Renting furniture gives you true furniture flexibility to expand, contract, swap, change floor plans or opt-out as your needs change.</p>	MODERATE FLEXIBILITY RISK <p>Ability to flex and reconfigure will depend on willingness of the owners to make changes.</p>	HIGH FLEXIBILITY RISK <p>A fixed asset limits flexibility and can be difficult to reconfigure.</p>
UPFRONT INVESTMENT	LOW FINANCIAL RISK <p>Monthly payments based on what you need.</p>	MODERATE FINANCIAL RISK <p>Costs for design, security, IT, and other amenities are charged at a premium and cannot be unbundled based on your needs.</p>	HIGH FINANCIAL RISK <p>Significant upfront capital investment for a fixed asset that loses functionality or becomes obsolete as business evolves.</p>
TOTAL INVESTMENT	LOW RISK <p>As the asset is owned and serviced entirely by CORT, it is easily modifiable as business needs change.</p>	MODERATE RISK <p>Furniture offerings and space have little flexibility once set. Costs vary greatly based upon location and space availability. Obligation to fulfill lease terms remains.</p>	HIGH RISK <p>Purchased product depreciates rapidly and your routine maintenance, inventory management and storage costs for unused product quickly accrue.</p>
SPEED TO ENGAGEMENT	LOW DELAY RISK <p>Rapid deployment and installation of furniture can be achieved in as few as three to five days.</p>	MODERATE DELAY RISK <p>Engagement speeds fluctuate drastically based on market availability. Averages range from 30-90 days for full implementation.</p>	HIGH DELAY RISK <p>Purchasing furniture typically requires a minimum of eight weeks lead time not including manufacturer delays, incorrect product shipment, or custom orders.</p>

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	POP-UP COSTS	STORAGE & DISPOSAL TIME AND COST
<ul style="list-style-type: none">✓ Ongoing capital expenditure for product replacement during furniture life cycle.✓ Annual inspection to verify inventory placement and condition.	<ul style="list-style-type: none">✓ Labor and material costs for maintenance and repairs.✓ Cost for new inventory when reconfiguration is not an option.✓ Reconfiguration costs when workplaces needs change.	<ul style="list-style-type: none">✓ Cost of storage for unused inventory.✓ Deployment costs for stored furniture assets.✓ Cost for removal and disposal of workplace.

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.

