

Welcome to today's presentation:  
*Commercial Solutions for Coworking*  
*January 10, 2023*

*The presentation will start at 1 pm Eastern*

**Note:** Phones are automatically muted during the presentation. Please send your questions in via your Q&A pane. Our SMEs will answer as many of the questions as possible during the presentation. All questions will be captured, and a formal Q&A document will be posted, along with the slide deck and session recording, on our website, [www.gsa.gov/ces](http://www.gsa.gov/ces).



# *Commercial Solutions for Coworking*

January 10, 2023

## *Our Host Today*



**Victor Mendez**

Building Management Specialist  
Facilities Management Division  
PBS Heartland Region (Region 6)

## *Our Presenters Today*



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Workplace Specialist  
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Office of Design and Construction - PBS



# future of federal work workplace 2030

# Workplace 2030

## The Next Chapter in Federal Workplace Innovation

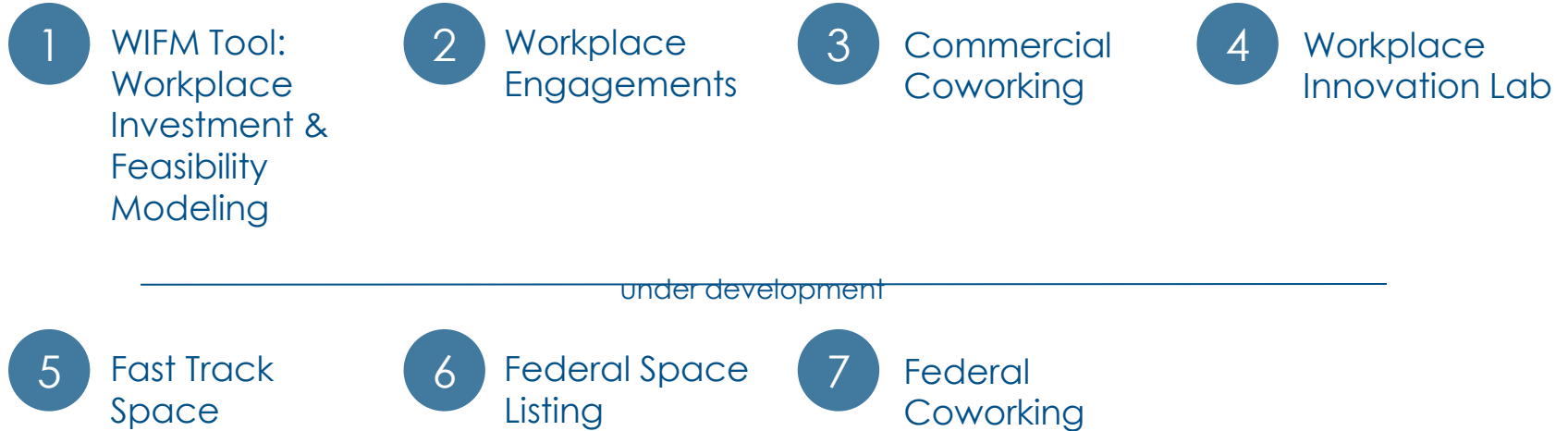
Workplace 2030 is GSA's effort to lead and support the federal government through the Return to Office and the Future of Work. It builds on shared pandemic experiences and it facilitates future, technology-leveraged work scenarios that improve mission delivery.

### GUIDING THEMES

- 1 Distributed work
- 2 Shared space
- 3 Customized implementation

# Workplace 2030 Offerings

## OFFERINGS



# Commercial Coworking via IDIQ Contract

(Indefinite Delivery, Indefinite Quantity)

# Commercial Coworking - Definition

## WHAT IS COWORKING?

An environment designed to accommodate workers from different organizations sharing office space and infrastructure.

Private-sector coworking has been widely available since the 2000s.

## WHAT IS GSA'S COMMERCIAL COWORKING OFFERING?

A short-term service contract providing on-demand private-sector coworking spaces to our federal agencies.



A commercial coworking space provided by The Yard



# Commercial Coworking

## PURPOSE

To make commercial space-as-a-service available to federal agencies as a flexible short-term solution.

## BACKGROUND & DEVELOPMENT

PBS saw a federal need to access the temporary, flexible coworking solutions of the private sector.

The government's COVID-19 response emphasized the need for resiliency and flexibility. The Commercial Coworking offering provides a solution for agencies that did not previously exist.





# More About the Spaces

## CONTRACTED VENDORS

- DeskPass\*
- LiquidSpace\*
- Novel/Expansive\*
- The Yard\*
- WeWork

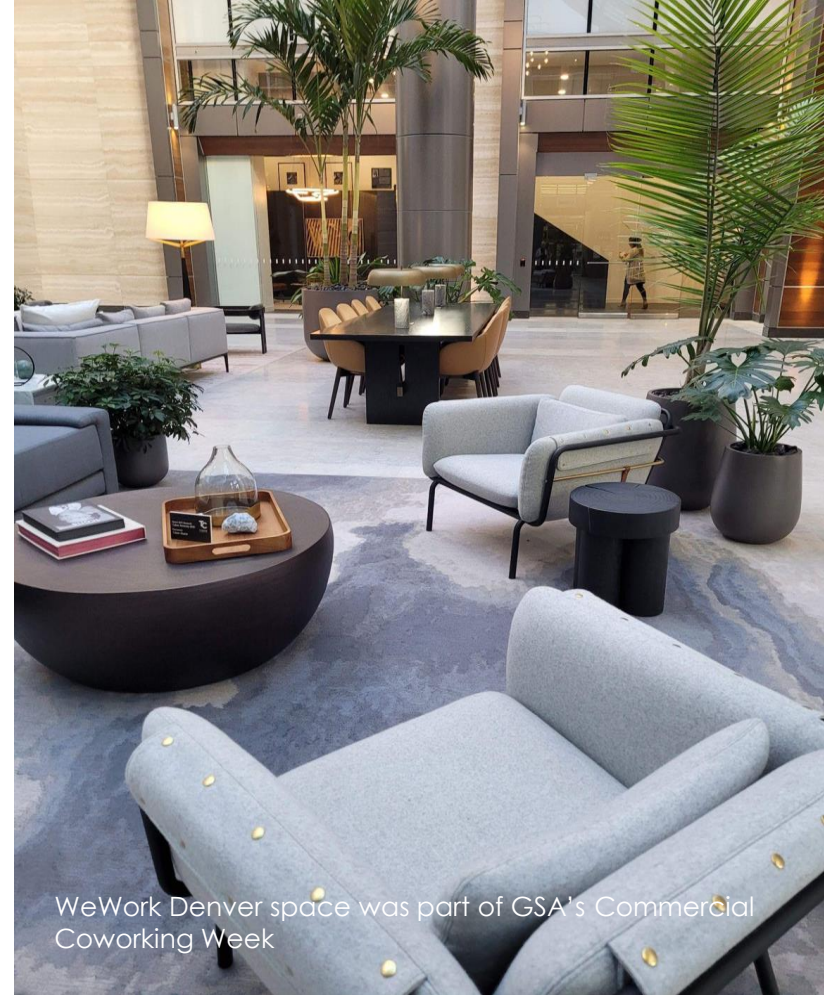
\*small business

## SPACES TYPICALLY INCLUDE

- Furniture
- Communal printers/copiers/fax
- Secure wireless internet (agency uses own VPN)
- Shared kitchens and restrooms
- Open seating areas
- Access to huddles and conference varies by location

# Benefits

- Turn-key space with on-demand usage
- Short window between Reimburseable Work Authorization (RWA) acceptance and space use, typically 10 weeks
- Drop-in workstations, reserved workstations & reserved offices
- Large and small markets across the continental U.S.
- Pricing is determined by City Tier, duration of commitment, and number of workstations needed



WeWork Denver space was part of GSA's Commercial Coworking Week



# Using the Offering

## WHO

- All federal entities: executive, judicial and legislative

## USE CASES

- Hiring surges
- Emergency space
- Swing space
- Construction delays
- Distributed work teams
- Piloting a coworking program

## REAL WORLD EXAMPLE

- Portland swing space for new lease consolidation project
- Customer strongly agreed: contract was a solution, would recommend it to others, would use it again

# Poll Time!



# Poll #1

## COMMERCIAL COWORKING - USE CASES

In what situation(s) do you think your organization might benefit from coworking? (choose all that apply)

- A. Swing Space
- B. Pilot Program
- C. Hiring Surge
- D. Construction Delays
- E. Distributed Work Teams
- F. Emergency Space

# Parameters

## COMMERCIAL COWORKING DOES NOT

- Replace a traditional lease.
- Support space use beyond 12 months without recompetition (no extensions).
- Allow configurations or space modifications.
- Provide exclusive use of the space or a specific area within it.
- Include classified space.
- Guarantee recurring availability of specific offices or workstations.
- Allow personal items to remain in the space at end of the day.
- Supersede existing vacant, suitable government-owned space.
- Allow task order issuance without receiving full RWA funding.
- Include parking

# Quiz Time!



# Quiz # 1

## COMMERCIAL COWORKING - PARAMETERS

Without recompetition, what is the maximum term of the Commercial Coworking Service Contract?

- A. 6 months
- B. 12 months
- C. 2 years
- D. 5 years



# Quiz #1 Answer

## COMMERCIAL COWORKING - PARAMETERS

Without recompetition, what is the maximum term of the Commercial Coworking Service Contract?

A. 6 months

**B. 12 months**

C. 2 years

D. 5 years

# Quiz #2

## COMMERCIAL COWORKING - PARAMETERS

Which of the following are **NOT** included in Commercial Coworking space? (select all that apply)

- A. Reconfiguration or modification of the space
- B. Leaving personal items in the space
- C. Access to space in both large and small markets across the US
- D. Guaranteed recurring availability of specific space
- E. Ability to reserving private offices or workstations
- F. Parking

# Quiz #2 - Answers

## COMMERCIAL COWORKING - PARAMETERS

Which of the following are **NOT** included in Commercial Coworking space? (select all that apply)

- A. Reconfiguration or modification of the space**
- B. Leaving personal items in the space**
- C. Access to space in both large and small markets across the US
- D. Guaranteed recurring availability of specific space**
- E. Ability to reserving private offices or workstations
- F. Parking**

# Our Trial Run

## FED FREE WEEK

3

cities: DC, Denver, San Francisco

253

Pre-registered federal employees

30

agencies participated

92%

very or somewhat happy with the coworking environment

82%

very or somewhat likely to recommend coworking



A GSA team photo at Commercial Coworking Fed Free Week



# The Process

1

Agency and GSA partner to create a Scope of Work (**SOW**)

- Daily quantity and type of workspaces, city(ies), specific requests, vacant space certification

2

GSA develops an Independent Government Estimate (**IGE**) of the cost

- Based on requirements, City Tier, term ( $\leq 12$  mo), frequency of need (5x/wk, 10x/mo, etc.)
- Each vendor has established an approved pricing schedule with GSA.

3

GSA completes the **task order**

- Based on conformance to requirements and lowest price.
- Every other Request for Quote (**RFQ**) will be issued on a rotational basis, as a Small Business set aside.

# Top Takeaways

## IT'S NOT A LEASE

and it doesn't replace a long-term lease or allow for customization

## IT'S OPEN & SHARED

and employees work alongside the private sector

## IT'S WIDELY AVAILABLE

in large & small markets in the continental U.S.



A commercial coworking space provided by Expansive

# Poll Time Again!



# Poll #2

## COMMERCIAL COWORKING - ADOPTION

How likely is your organization to utilize Commercial Coworking as a workplace option?

- A. Very Likely
- B. Somewhat Likely
- C. Not Likely

## COMMERCIAL COWORKING - LOCATIONS

In what cities would your agency want to cowork?

***Type your answers in the CHAT box.***



# Commercial Coworking Resources

- Contact your national or regional client lead to explore commercial coworking options (find your rep at [gsa.gov/nams](https://www.gsa.gov/nams))
- [Q & A](#) document
- Contact [workplace@gsa.gov](mailto:workplace@gsa.gov) for advanced technical or contracting questions
- Coming soon: a new GSA Workplace website

# Federal Coworking

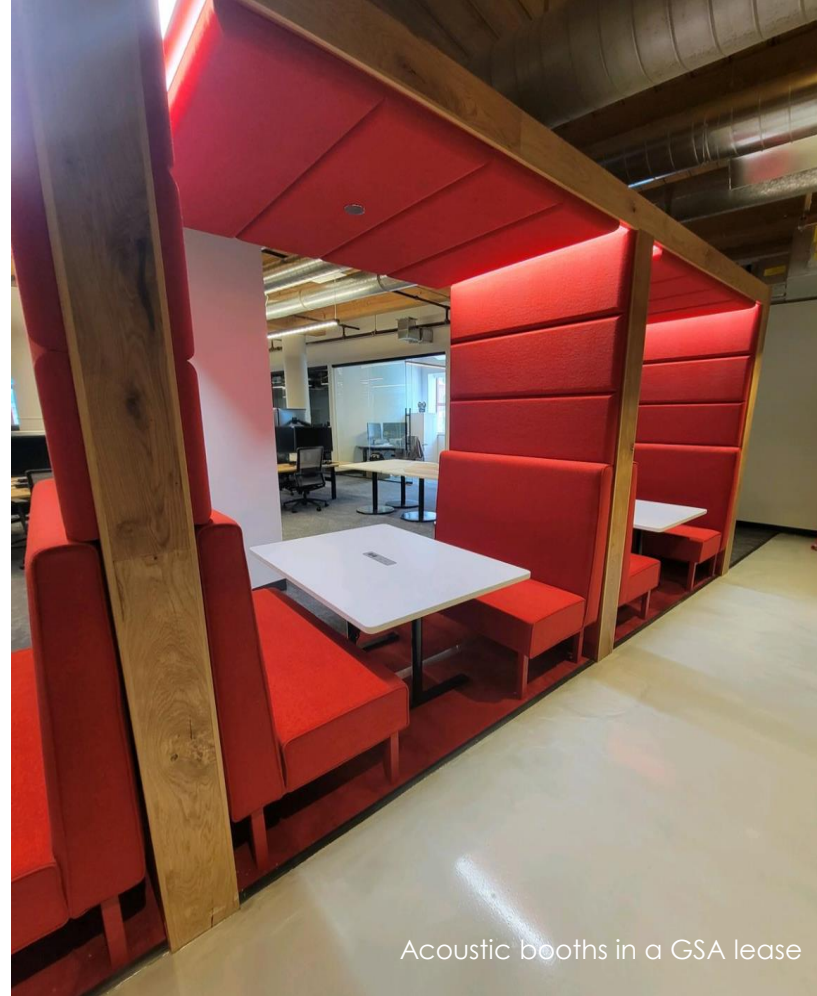
# Federal Coworking Defined

## WHAT IS IT?

- On-demand coworking spaces in existing federal buildings and leases
- Developing prototype locations in 2023

## BENEFITS

- Government-controlled physical and technological security
- Available as needed or semi-permanently
- Scheduling flexibility
- Online reservation system
- Fully furnished, including wi-fi
- Open office areas and multiple space types
- Shared exclusively by federal agencies



Acoustic booths in a GSA lease



# Federal Coworking and the WIL

## USE CASES

- Office space-as-a-service for hybrid workers
- Flex usage for hiring surges, busy seasons
- Cross-agency team collaboration or collocation
- Facilitate portfolio reductions
- Leverage existing excess real estate capacity

## WORKPLACE INNOVATION LAB (WIL)

- GSA Headquarters coworking space + proving ground for innovative workplace equipment
- Try-before-you-buy furniture and tech from multiple vendors
- Ribbon-cutting event Jan. 25



# *Commercial Solutions for Coworking*

## *Q&A*



**Carol Quintero Hunt**

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Office of Design and Construction



**Joel Tabatcher**

Integrated Solutions Team  
Office of Design and Construction



**Leslie LaMar Rushing**

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# Client Enrichment Series

***Join us for our upcoming CES sessions***

***Say Aloha to Kahua! (Encore)***

***Thursday, January 19th 1pm-2:30pm ET - [Register Now](#)***

***and stay tuned for these classes coming soon...***

***Electric Vehicle Supply and Equipment (EVSE) - Get Plugged In!***

***Federal Coworking and the Workplace Innovation Lab***

***Smart-Size Your Space Using Daily Occupancy Data***



***GSA's COVID-19 Resources for Customers***

See our ***[Safer Federal Workplace](#)*** site

Catch CES sessions on  **YouTube**

***[Bookmark and binge watch all your favorites!](#)***

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