

# Case Study: Uncommon

## CHALLENGE

When it comes to managing their workspace, the leadership team at Uncommon quickly discovered that Excel spreadsheets just wouldn't cut it. With the success of their first workspace property, following second site expansion, and now three locations in the works and multi-million-pound investment from The Carlyle Group, scalability plays a vital role in their strategy.

## SOLUTION

The essensys platform plays a key role in underpinning the Uncommon brand across multiple locations, giving key managers access to oversee their part of the business, while allowing the leadership team to have constant visibility into reporting, CRM, and service provisioning.

Chris Davies and his partners at Uncommon found an affinity with the core values of the essensys platform: a focus on service. Once implemented, the essensys platform is applied with confidence to any Uncommon location in a cookie cutter approach, scaling-up quickly and integrating the businesses through fast growth, staying one step ahead of the competition.

When it comes to the competition, however, Uncommon don't view other Coworking or serviced office providers as a threat, rather the traditional office. When it comes to opportunity, however, the market is not slowing down and neither are they.

## CONCLUSION

Uncommon is no longer home to just startups and entrepreneurs, but is increasingly housing companies of 50 to 240 people. The trend of larger corporate companies consuming office-as-a-service assets is on the rise and this accounts for the majority of growth we've seen. We can expect Uncommon locations to pop up around transfer hubs in London and later down the line in Europe.

Regardless of their expansion timelines, the essensys platform provides Uncommon with the scalability needed to run multiple locations successfully.



100%

SCALABILITY  
ACROSS MULTIPLE-SITES

60%

MORE EFFICIENCY  
ACROSS ALL TEAMS

"The essensys platform is applied with confidence to any Uncommon location, scaling-up quickly and integrating the business through fast growth, staying one step ahead of the competition."

**Chris Davies,**  
Director, Uncommon

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