



“Trove Services offered us an opportunity we couldn’t pass up – significant savings with guaranteed 100% ROI. Kevin was great to work with and I’m ecstatic about our ~\$100K in savings over the term of the project.” - Diana Rothschild, CEO

Challenge

NextSpace offers a range of coworking alternatives, from private offices to dedicated workstations, shared offices and flexible cafe seating. Founded in 2008, Next Space has grown to 8 locations in California and Illinois.

While providing a great member experience was their top priority, NextSpace was interested in finding areas to reduce OPEX spend. In starting this work they found three obstacles that prevented them from reducing expenses even more:

1. Limited internal expertise in OPEX reduction.
2. Limited resources (human, time, money) to invest.
3. Negotiations limited by purchasing volume.

Solution

NextSpace hired Trove Professional Services to reduce their existing operating expenses and in 2 hours provided Trove with all the information required to identify savings. NextSpace moved forward with the project at no risk thanks to Trove's unique project approach. Specifically, Trove doesn't charge an upfront or hourly fee, the only payment Trove receives is a share of the savings realized by the client. Trove's guaranteed 100% ROI made it an easy decision to move forward.

Measurable Results

1. **\$153,000 in savings over the length of the project.**
2. **\$76,000 in savings for hour invested in the project.**

CATEGORY OF EXPENSE	% SAVINGS
PRINTER / COPIER	91%
CREDIT CARD PROCESSING	66%
OFFICE SUPPLIES	20%