



**Kunal Mehra**

Co-CEO and President  
Tablespace Technologies Pvt. Ltd.

### How has Table Space evolved since its inception, and what have been some key milestones?

Table Space is one of the leading providers of managed workspaces in India, delivering premium managed office solutions that support global enterprises at every stage of their workspace journey.

Since launching in 2017, we've scaled our portfolio to over 9\* million sq. ft. of enterprise-grade workspaces in India's key business clusters, serving clients, including leading US-headquartered MNCs and GCCs.

In 2023, we introduced Table Space Suites - premium, ready-to-move-in workspaces designed for flexibility and scalability. Suites empower enterprises to collaborate, innovate, and thrive. With this addition, Table Space now offers a full spectrum of workspace solutions, from ready-to-move-in to custom-built spaces, focussing to meet the dynamic needs of today's enterprise clients.

(\*As of March 31<sup>st</sup>, 2025)

# Table Space

One of India's leading providers of premium enterprise managed workspaces

### What sets Table Space apart in the flexible workspace industry and how do you custom-build solutions to best support the evolving needs of GCCs?

Table Space specialises in offering end-to-end, enterprise-grade solutions from custom-built to ready-to-move-in spaces, all under a single point of contact model. This integrated approach ensures that clients that don't have to face the complexity of managing multiple partners, ensuring agility, transparency and speed for GCCs.

Our differentiation comes down to three core pillars that make a real impact for our clients.

#### Seamless Execution

We handle the entire office delivery process under one roof – from design and procurement to execution and ongoing management. There's no need to coordinate with multiple vendors or manage several moving parts. Our in-house team includes architects, designers, procurement experts, and project managers, all aligned to your specific needs. You tell us what you're looking for, and we make it happen. We also bring in deep industry knowledge and use our proprietary platform, TS Reform 3.0, to make smart, data-backed decisions on everything from design to compliance and demand-supply planning.

#### Enterprise-Grade Flexibility

Scaling up or down across cities is simple. With Table Space, you're not locked into a single building – you're working with a platform that grows with you. This long-term adaptability is built into how we operate, giving you the freedom to stay agile.

#### Future-Ready Standards

Every workspace we deliver meets global standards. Our operations are tech-enabled, offering real-time visibility and customisable SLAs that match your expectations. We're set up for today and ready for tomorrow.

By aligning workspaces with GCCs' strategic, cultural and operational goals, we transform real estate from a cost centre to a growth enabler, all with a single trusted partner.

### Beyond physical space, what's a core element of Table Space's offering that contributes to a company's success?

At Table Space, we recognize that workspace excellence hinges on operational precision and human-centric experiences. Our hospitality-driven managed services ensure every touchpoint, from security to sustainability, is seamless, so companies can focus on growth while we handle the rest.

## Day-to-Day Operational Excellence

- o 24/7 Managed Services: Dedicated on-site teams for maintenance, IT, and facility management
- o Compliance Rigour: Adherence to global standards with quarterly audits.

## Hospitality-First Everyday Employee Experience

- o Concierge-Level Service: Curated F&B partnerships offered to clients.
- o Culture-Aligned Spaces: Customizable zones that reflect client branding and values, fostering engagement.
- o Community Building: Networking events and knowledge-sharing forums across our centres.

## Customer-Centric Flexibility

- o Single-Point Accountability: One contract, one team, and transparent SLAs for hassle-free scaling.
- o Proactive Optimization: Quarterly business reviews to align spaces with evolving needs (e.g., hybrid policies, team expansions).

## What benefits do managed offices spaces offer in helping businesses optimize their real estate and infrastructure needs?

The traditional leases come with long-term lock-ins, hefty upfront capital expenditure, and ongoing operational hassles that distract businesses from their core priorities. In contrast, managed office models cover leasing, designing, building and operations which is designed to simplify the commercial real estate

experience for MNCs setting up or expanding in India.

We deliver end-to-end solutions, including real estate leasing, custom-design, project management, compliance, and day-to-day operations. Because we operate at scale across markets in India, we're able to offer enterprise-grade, multi-city solutions while also optimizing costs through strategic sourcing and procurement.

Our fully serviced, Capex-free workspaces offer speed, flexibility, and cost-efficiency. We design intelligent workspaces that elevate productivity and employee experience.

## Which strategic and operational factors influence the decision-making process when exploring managed office spaces?

While prime location and robust infrastructure are baseline expectations, enterprises must assess whether their managed office provider operates as a true strategic partner. We help future-proof our clients' workspace strategies. We understand that location, quality infrastructure, uninterrupted connectivity, security systems, and collaborative environments are fundamental, further we also integrate flexibility, scalability and enterprise-grade technology into every solution.

As one of India's leading managed workspace solution providers, we offer premium, customized workspaces across key clusters in India.

When evaluating a managed office provider, leadership teams should consider three critical dimensions:

- **Scalability** - Can the provider support rapid expansion, such as onboarding 100+ seats within a quarter? Table Space has delivered such scale across our enterprise-grade portfolio.
- **Technology** - Is the infrastructure truly enterprise-ready? Table Space is a tech-driven company, and we focus a lot on developing tech which is going to provide smoother deliveries to our clients.
- **Partnership Approach** - Does the provider align with your ESG and operational objectives, and work as an extension of your real estate team? At Table Space, this is part of our engagement model. We offer fully customized, end-to-end managed workspace solutions via our in-house Design Studio and Enterprise Workspace-as-a-Service (WaaS) model. 