UPFLEX

Upflex overview for Space Partners

Upflex Spaces Team

2025

Big opportunities come with big challenges.

The way the world works has changed. Today, talent demands workplace flexibility. As companies around the world transition to hybrid work models, flex office and third-party workspace operators are seeing a surge of new demand. It could be a turning-point moment for growing your business. But first, there are a few challenges to overcome:



***Challenge*: Individual operators can't serve a company's global needs.**

Global companies need workspaces in every country, inside and outside of central business districts. No one operator can offer this.



***Challenge*: Corporations don't want multiple contracts with individual vendors.**

Managing individual relationships with spaces is cost-prohibitive for companies. They need one global Master Service Agreement.



***Challenge*: Employees want variety.**

Remote or partially remote employees have different space needs on different days. They need a variety of workspaces to choose from, depending on where and how they're working on any given day.

Here's how Upflex helps you grow.



Upflex gives you access to a whole world of new customers.

Through our relationships with enterprise clients and brokerage companies, we help make your space a go-to for companies' flex work programs.



Upflex drives bookings to your space—at no cost to you.

We handle discovery and we market your space for you. The entire Upflex client base drives new users to your space with no acquisition cost to you.



Upflex empowers you to diversify your revenue stream.

Don't limit your customer base to entrepreneurs and small-to-medium businesses. Open the door to bigger companies (and their bigger flex space budgets).



Upflex gives you the option of offering long-term agreements.

By allowing Upflex users to book on-demand at your space and gather booking data, we can provide our clients with the insights they need to move ahead with long-term agreements.



Upflex makes it simple to monetize your unused space.

Take unsold inventory and monetize it on an hourly, daily, weekly, monthly basis, and with longer-term leases.

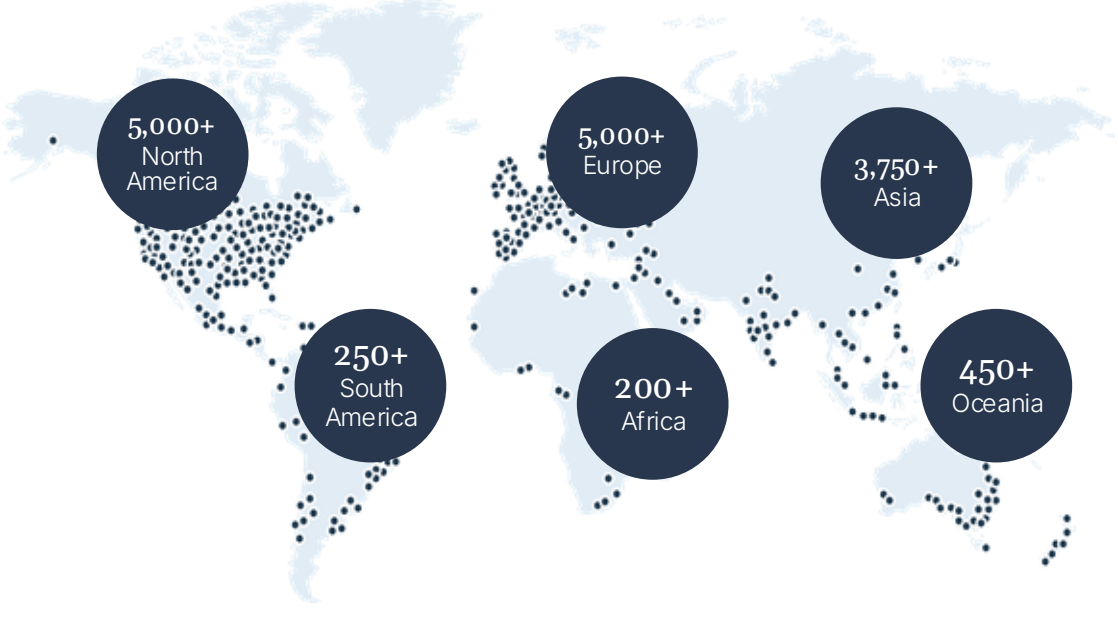


Upflex helps you not only find new customers, but keep them coming back.

As an Upflex Partner, you can offer the network to your members when they travel, adding additional value through membership at your space, increasing retention, & generating more revenue.

Join the highest-quality flex network out there.

With more than 15,000 spaces around the world, our fast-growing network provides global enterprise clients with a one-stop shop for their flexible workspace needs — and space operators with a whole world of new customers.



Global reach for global customers

15,000+ Spaces

145 Countries

2,500+ Cities

Our geographic reach gives companies access to workspace any and every place their employees live.

The Upflex network in numbers:

150,000+
On-Demand Desks

275,000+
Bookable Day Offices & Meeting Rooms

World-wide and constantly growing

We continuously optimize our space network based on our clients' preferences and locations.

And, we're the only network offering access to **WeWork**, with hundreds of WeWork locations around the world.

Aside from the standard workspace, Upflex also has available on our network , 1000+ airport lounges (at no additional cost to clients).

Be part of the solution companies are looking for.

Upflex is streamlining flexible workspace usage for companies, breaking down barriers and making it super easy for managers to build flex and hybrid work at spaces like yours into their real estate strategies.

A single-vendor solution.

Companies are more likely to opt for a global solution with a single, trusted point of contact. It saves them time and energy.

A single agreement.

Upflex's clientbase is growing fast, not just because of spiking interest in hybrid work models, but because our single agreement streamlines onboarding.



A single invoice.

Companies pay for workspace across 1,700+ leading workspace brands in a single invoice to Upflex, simplifying the workflow for them, while paying out space providers in reliable, no-fee monthly payments for every booking — including no-shows.

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A more affordable workspace strategy.

Upflex helps companies leverage the flexible space their employees want in a way that costs less than their long-term leases, upping flex space usage.

Enterprises everywhere rely on our network.

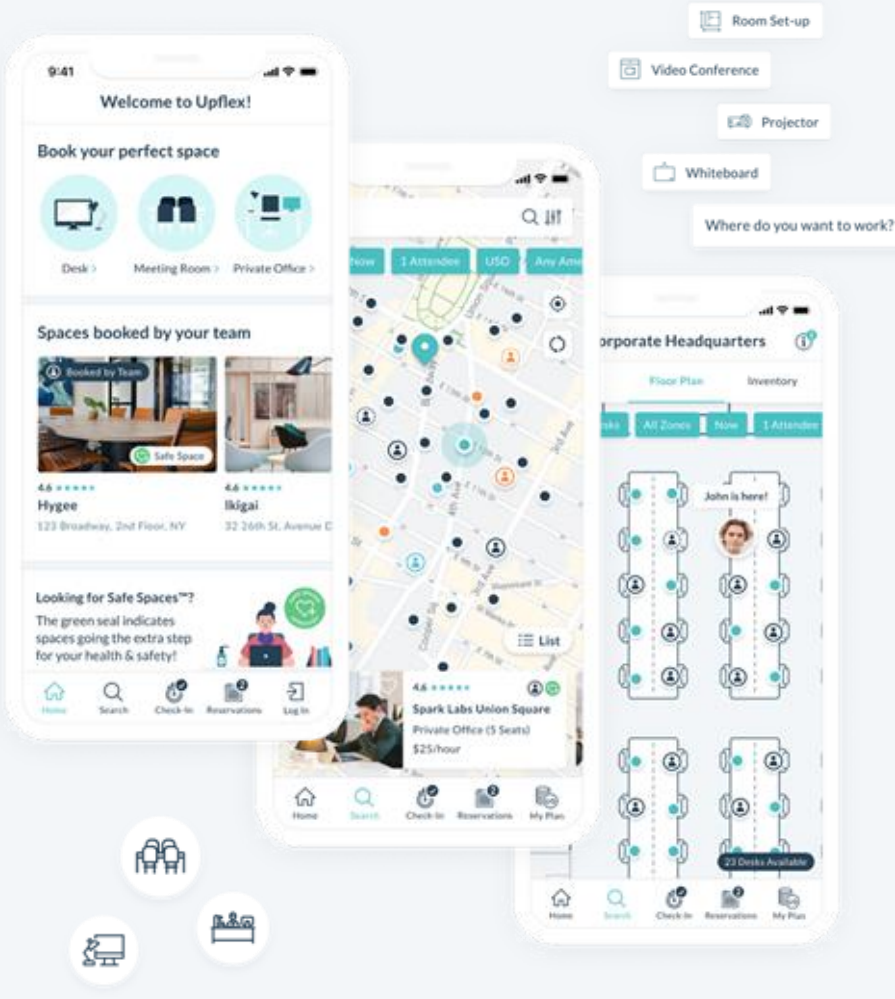
When it comes to workspace, today's talent wants choice and convenience. Upflex gives companies the technology and the space network to power their global flexible work programs.

Our proprietary app empowers companies to manage all their workspace needs in a single platform.

- On-demand spaces
- Meeting rooms
- Hub & Spoke
- Corporate sites

We build out custom workspace strategies for clients, leveraging our space network to make sure they have on-demand workspace wherever they need it.

Our platform provides analytics so companies can understand how and where employees want to work, so they can budget and plan for the future.



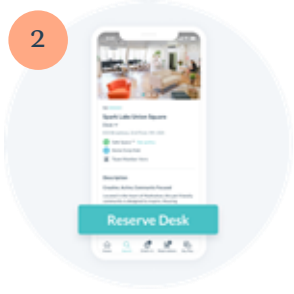
Getting started is quick, easy, and free.

Upflex is free to join, and we do most of the work to get you started.



Setup

Setup is easy! Upflex creates your profile, and all you have to do is review and push it live. After that, you have control over your listing and what you offer.



Reservations

You'll get an email every time a customer books your space. For private offices and meeting rooms, you'll confirm every booking. For desks, bookings are auto-confirmed.



Payment

Upflex consolidates payments for all bookings made and pays you monthly. There's no need to invoice; just keep an eye out for your monthly Upflex statement and an automatic funds transfer, like clockwork.

Getting paid.

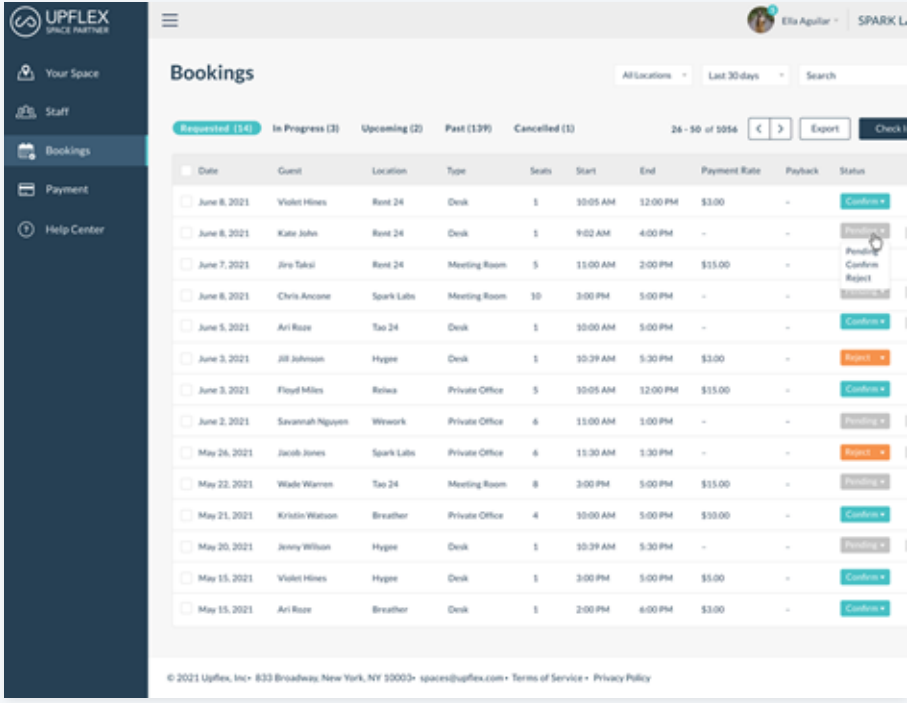
Viewing Your Bookings

Find all of your bookings in the Space Portal. Use this section to track who visits your space and reconcile your books.

Payouts

We use Tipalti to process payback for our Space Partners. Here's how it works.

1. We'll invite you to set up a Tipalti account, and you can choose which payment method you prefer — ACH, eCheck, or wire transfer.
2. U.S. locations will be able to fill out a W9 directly on the Tipalti website.
3. We pay spaces for each month's bookings at the end of each following month. Monthly payouts from Tipalti will include payment from all bookings that have passed the 30-day holding period.



We're here for you!

Upflex is easy to use, and we're on hand to support you every step of the way.

Dedicated Space Team

At Upflex we have a dedicated Space Team to support you and help smooth out any hiccups in the booking process.

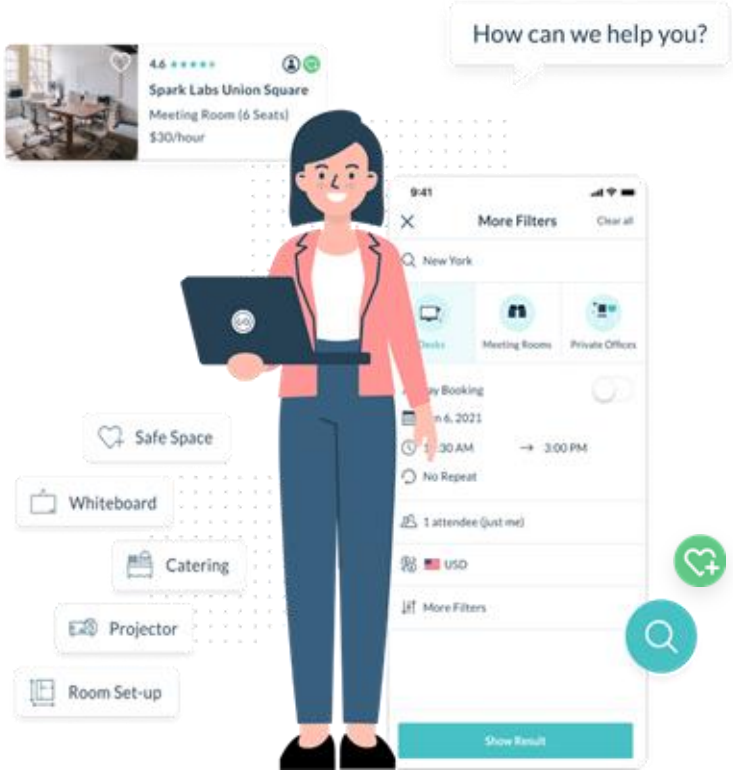
Low-touch platform

We do most of the setup work, and only need you to verify and add in any missing details. Once your profile is set up, you don't need to think about it unless something big changes. Smart integrations keep your inventory up to date automatically.

New features added regularly

We are always adding new features to make the platform easier to use. Active integrations available:

- Nexudus, OfficeRnD, & Google Calendar.
- ***Outlook, Spacebring, & Cobot - Coming Soon!***



Thank you!

