
From: Steven Sinofsky <[REDACTED]>
Sent: Monday, August 28, 2017 4:55 PM
To: Jeffrey Epstein
Subject: Big companies are fueling WeWork's growth - Recode

Since you asked...given that this is reported out it means it is an area of focus. I don't think this is sustainable. Just as a manager, I balk at the costs. I think this is related to facilities people being caught unable to respond to urbanization needs but they will catch up. I just think about how when a big company does M&A and the first thing that happens are facilities people show up and say the space isn't acceptable ;-)

Of course in everything, if you can take a direct to consumer product and sell it to big companies by just tweaking a few things (like in this case, privacy/security) then the margins go way up which is why this should be a focus for them.

<https://www.recode.net/2017/8/28/16214370/wework-coworking-fastest-growing-business-large-companies>

<?xml version="0" encoding="UTF-8"?>

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