
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'd 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.

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https://www.recode.net/2017/8/28/16214370/wework-coworking-fastest-growing-business-large-companies
<?xml version=.0" encoding=UTF-8"?>
<!DOCTYPE plist PUBLIC "-//Apple//DTD PLIST 1.0//EN" "http://www.apple.com/DTDs/PropertyList-1.0.dtd">
<plist version=.0">
<dict>
  <key>conversation-id</key>
  <integer>33494</integer>
  <key>date-last-viewed</key>
  <integer>0</integer>
  <key>date-received</key>
  <integer>1503939321</integer>
  <key>flags</key>
  <integer>8590195713</integer>
  <key>gmail-label-ids</key>
  <array>
    <integer>6</integer>
    <integer>2</integer>
  </array>
  <key>remote-id</key>
  <string>744098</string>
</dict>
</plist>
```