Gable & snowflake

# How Snowflake Consolidated Its Workplace And Makes Data-Backed Decisions with Gable

**476**
gatherings of 2+ people

**1,200+**
Bookings to date

**37**
New onboarded locations

| Industry | Region | Workplace policy | Company size | Features | Integrations |
|---|---|---|---|---|---|
| Teach & software | Global | Hybrid & remote | 8,000 | On-demand | HRIS, SSO, Slack |

# The challenge

Upwork is the world's leading work marketplace, connecting businesses of all sizes with top global talent. However, it struggled to connect its global teams, particularly in regions without corporate offices. Its previous flexible space provider had limited network reach, inadequate analytics, and inflexible cost models.

*"Before working with Gable, our primary workplace challenges were connecting people in areas without corporate offices and helping them access the workspaces they needed exactly when and where required."*

# Goals

To address these challenges, Upwork sought to:

- Provide seamless, on-demand access to flexible workspaces globally
- Facilitate intentional team gatherings and regional connection strategies
- Improve cost efficiency, accountability, and workspace usage tracking

# Results & benefits

**Cost savings & efficiency**
After switching to Gable, Upwork reduced the costs of its flexible workspace program by 56%. Additionally, customizable controls allowed precise cost allocations directly to business units, significantly

> *Gable has driven significant cost savings for us, providing customized controls that dictate how and where teams book, enabling greater accountability and real-time cost tracking.*

**Improved collaboration & community**
Gable facilitated team gatherings and strengthened connections, significantly enhancing corporate belonging scores. Teams organically initiated coworking and social events, driven by the ease of coordinating through Gable's platform.

**Improved collaboration & community**
Gable made team gatherings seamless, boosting connection and belonging across Upwork. Teams naturally organized coworking and social events through the platform's easy coordination tools.

**Operational efficiency**
Self-service booking and concierge event planning significantly cut admin workload, freeing Upwork's workplace team to focus strategically. Event management is now simple, fast, and autonomous.

**Actionable insights**
Detailed utilization data helps Upwork refine its workplace strategy in real time. With 64 departments making 1,227 on-demand bookings, the team gains clear insights into why employees meet and how to better support their in-person needs.

**Connect with a Gable expert today!** Contact us