



Tate®

Redmond Public Library, Redmond, OR

ROI GUIDE

RAISED ACCESS FLOORING

A Long-Term Value Guide for Developers & Building Owners

PROTECTING BUILDING VALUE IN AN EVOLVING MARKET

Buildings today are expected to perform over decades—across multiple tenants, technologies, and market conditions. Yet many are still designed with fixed infrastructure that limits adaptability and increases long-term costs.

Raised Access Flooring (RAF) offers a different approach.

By relocating key building systems beneath the floor, RAF creates a flexible infrastructure layer that allows buildings to evolve without costly, disruptive renovations.

This guide outlines how RAF impacts:

- Long-term operating costs
- Tenant retention and faster turnover
- Asset value and life cycle performance





Calgary Central Library, Calgary, AB

HOW RAISED ACCESS FLOORING IMPACTS BUILDING ECONOMICS

RAF changes how buildings are built, operated, and adapted over time.

Instead of embedding systems in ceilings and walls, RAF creates an accessible plenum beneath the floor—allowing power, data, and air distribution to be modified without demolition.

WHAT THIS MEANS FINANCIALLY

- Lower reconfiguration costs—moving floor-based systems can cost up to 10x less than ceiling-based changes
- Reduced downtime between tenants
- Lower life cycle replacement costs—RAF systems can last the life of the building, unlike duct HVAC and rigid power distribution
- A flexible asset that can quickly adapt to market demands or changing use-case trends (e.g., office to residential)



FIRST COST VS. LONG-TERM COST

One of the most common misconceptions about Raised Access Flooring is that it significantly increases project cost. In reality, when evaluated as part of the complete building system—not just the floor finish—first costs are often comparable to traditional construction approaches.

THIS IS BECAUSE RAF CAN OFFSET COSTS ELSEWHERE IN THE BUILDING THROUGH:

- Reduced overhead ductwork
- Simplified power and data distribution
- More efficient coordination of building systems
- Reduced need for future renovation work

Rather than viewing RAF as an added expense, many owners evaluate it as an infrastructure investment that shifts spending toward a more adaptable building.

The question is not: “What does the floor cost?”

The question is: “What will the building cost to operate, reconfigure, and maintain over the next 20, 30, or 50 years?”

When viewed through that lens, RAF can provide meaningful life cycle value while remaining competitive from a first-cost perspective.





Kinsale Insurance, Richmond, VA



REDUCING VACANCY RISK & PROTECTING RENTAL REVENUE

Tenant turnover is one of the most expensive and disruptive realities in commercial real estate.

Traditional buildings require demolition, rebuilding systems, and extended downtime.

Average building churn rate:

~30% annually

WITH RAF:

- Spaces can be reconfigured quickly with minimal disruption
- Infrastructure adapts without major construction
- Turnaround time between tenants is significantly reduced

RESULTS

- Faster occupancy
- Increased tenant retention
- Reduced lost rental income
- Greater flexibility to respond to market demand



Harvard Treehouse, Boston, MA

ENERGY EFFICIENCY & MAXIMIZING LEASABLE SPACE

When paired with underfloor air distribution (UFAD), RAF improves HVAC efficiency and reduces the space requirements for infrastructure distribution.

DOCUMENTED BENEFITS

- Reduced HVAC energy consumption
- Slab-to-slab height reduction, allowing for additional floors in same building height
- Reduced pressure requirements, allowing for smaller mechanical equipment and smaller mechanical room footprint
- Improved air distribution efficiency

Because air is delivered closer to occupants and rises naturally, the non-ducted system operates with smaller fans, reducing energy demand over time.

Result: Lower operating costs across the life of the building. Higher revenue generation with more leasable square footage.

CREATING MORE DESIRABLE SPACES

Today's tenants are looking for more than square footage. They are seeking environments that support employee well-being, flexibility, and workplace experience.

When paired with Underfloor Air Distribution (UFAD), Raised Access Flooring can help create spaces that are both more comfortable and more attractive to occupants.

ENHANCED COMFORT

- Air delivered closer to occupants
- Improved ventilation effectiveness
- Potential for improved thermal comfort

HIGHER CEILINGS & BETTER DAYLIGHTING

By reducing or eliminating overhead ductwork, RAF can create:

- Higher finished ceilings
- Cleaner overhead conditions
- Greater access to natural light
- More open and desirable environments

SUPPORTING THE FLIGHT TO QUALITY

As organizations continue to prioritize employee attraction and retention, building quality has become a key differentiator.

RAF supports:

- Modern workplace design
- Flexible layouts
- Enhanced occupant experience
- Premium office environments

Results

- More attractive leasing opportunities
- Greater tenant satisfaction
- Stronger positioning in competitive markets



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Boston Children's Hospital, Boston, MA

SUPPORTING TENANT SUSTAINABILITY & ESG OBJECTIVES

Sustainability is increasingly influencing tenant location decisions, particularly among large corporations and organizations with ESG commitments.

The construction and materials phase accounts for approximately 11% of global energy-related carbon emissions.

RAF SUPPORTS LONG-TERM SUSTAINABILITY OBJECTIVES BY:

- Minimizing demolition during future reconfigurations
- Enabling reuse of components
- Supporting whole-building life cycle efficiency
- Reducing waste associated with future renovations

A MORE FUTURE-READY BUILDING

Because RAF is designed for adaptation rather than replacement, it helps support buildings that can evolve over time with less material consumption and disruption.

Results

- Stronger alignment with tenant ESG goals
- Improved sustainability credentials
- Greater appeal to environmentally conscious organizations
- Enhanced long-term marketability

LIFE CYCLE COST COMPARISON



Exelon Headquarters, Baltimore, MD

CONSIDERATION	RAISED ACCESS FLOORING	TRADITIONAL OVERHEAD
First cost	Comparable	Comparable
Renovation cost	Significantly lower	High
Tenant turnover speed	Fast	Slow
System replacement	Minimal	Frequent
Energy performance	More efficient	Less efficient
Life cycle cost	Lower over time	Higher over time

ROI CHECKLIST: SHOULD YOU CONSIDER RAF?

Use this quick questionnaire during early planning to determine whether Raised Access Flooring (RAF) is a strong candidate for your project. Answer yes/no to each:

- Do you anticipate significant tenant turnover or space reconfiguration during the building's life cycle? _____
- Are your prospective tenants likely to have evolving technology, power, or infrastructure requirements? _____
- Is your expected ownership horizon longer than 10 years? _____
- Are future renovation costs an important consideration in your investment strategy? _____
- Is attracting premium tenants a priority for this asset? _____
- Are sustainability or ESG targets part of your strategy for tenant acquisition? _____
- Does the project require flexibility to accommodate changing market demands or future alternative uses? _____
- Could the building benefit from increased ceiling heights, improved daylight access, or more efficient floorplate utilization? _____

HOW TO READ YOUR RESULTS

- Mostly Yes (6–8 Yes): RAF is likely a strong ROI opportunity that can improve long-term value, reduce costs, and minimize risk.
- Mixed (3–5 Yes): RAF may deliver value in targeted areas or specific parts of the building.
- Mostly No (0–2 Yes): Traditional systems may better align with current project priorities and investment objectives.

This checklist is intended as an early filter—final suitability should be confirmed through coordination with structural, MEP, and cost teams.



Bloomberg, London, UK

RAISE THE FLOOR WITH TATE

Choosing RAF is a long-term investment decision. Execution matters. Tate brings decades of experience delivering Raised Access Flooring across commercial offices, data centers, education, residential, healthcare, and laboratory buildings.

REDUCED PROJECT RISK

Proven systems with established performance across industries

BETTER COST PREDICTABILITY

Standardized systems and experienced coordination reduce surprises

LIFE CYCLE SUPPORT

Systems designed to perform over decades—not just at installation

SUSTAINABILITY ALIGNMENT

Manufacturing processes focused on waste reduction, water reuse, and transparency

CERTIFIED INSTALLATION NETWORK

Certified dealers and installers provide dependable project execution and reduce installation risk

BUILDINGS THAT CANNOT ADAPT BECOME LIABILITIES

RAISED ACCESS FLOORING PROVIDES A FOUNDATION FOR BUILDINGS THAT:

- Reduces long-term costs
- Maintains relevance in changing markets
- Protects and enhances asset value over time

For developers and owners focused on long-term performance, RAF is not just a construction decision—it is an investment strategy.

LONG-TERM PERSPECTIVE

Raised Access Flooring is a system that remains in place for the life of a building. As a result, durability, serviceability, and ongoing support are critical considerations.

Tate's approach reflects this long-term view—focusing not only on installation but also on how the system performs and adapts over time.



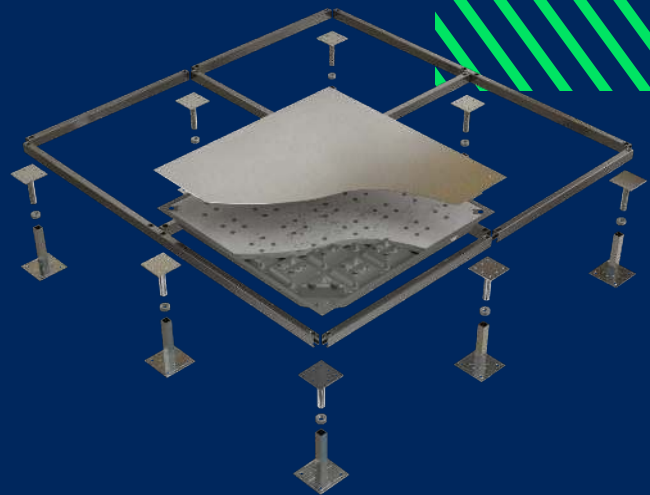
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SCAN HERE

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to a specialist?**

Engage Tate now to protect
the value of your building
for years to come.



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