

Bespoke Market Intelligence

B2B Self-Storage Usage, WFH Dynamics, and Demand Trends

April 2022

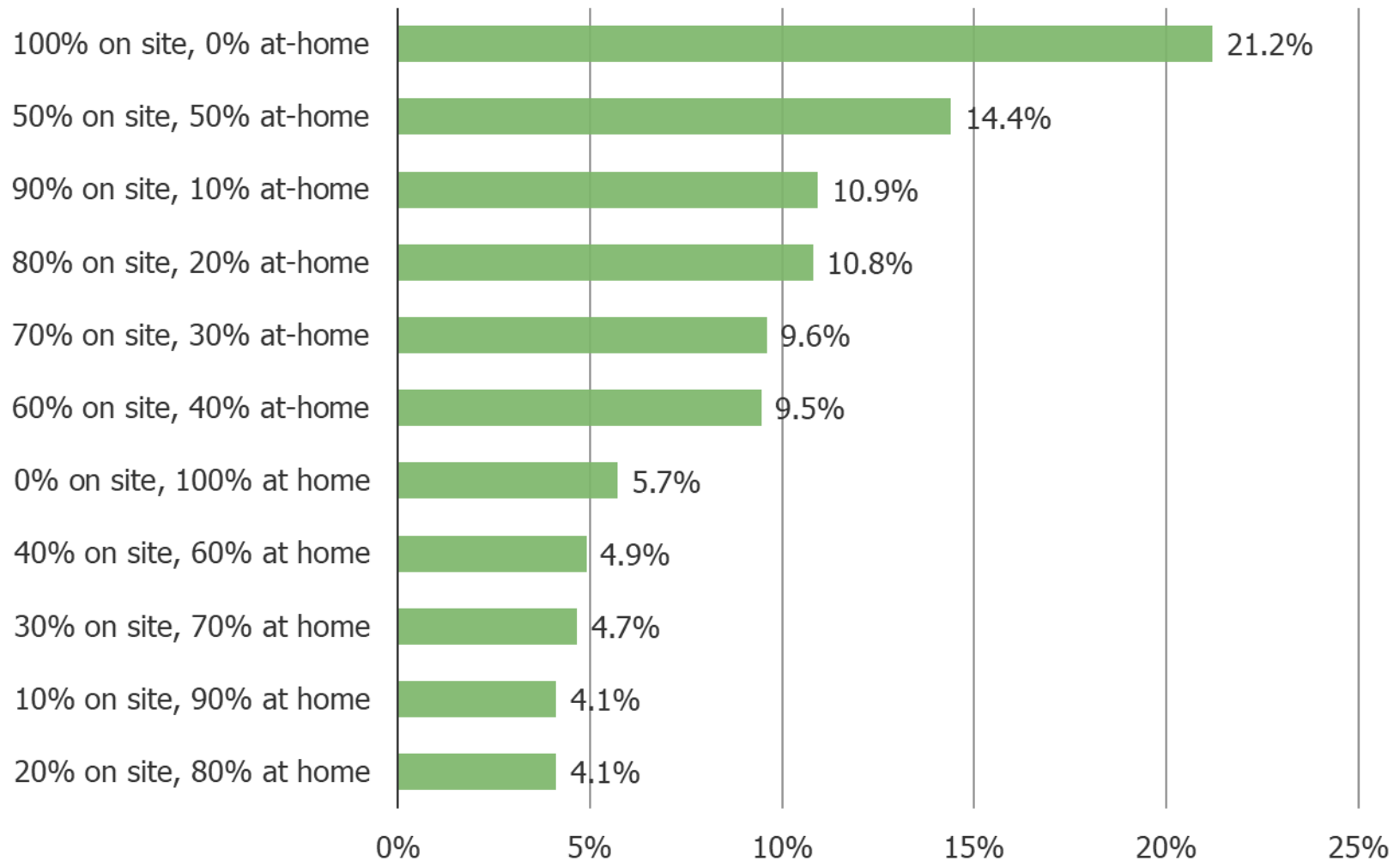
Audience: 750 B2B Respondents

- **Management Level, Partner, or Owner of SMB**
- **And/or IT Decision Maker**

SMB & IT Decision Makers Survey

Approximately what portion of your companies work force is working from home currently vs. in-person at a business location?

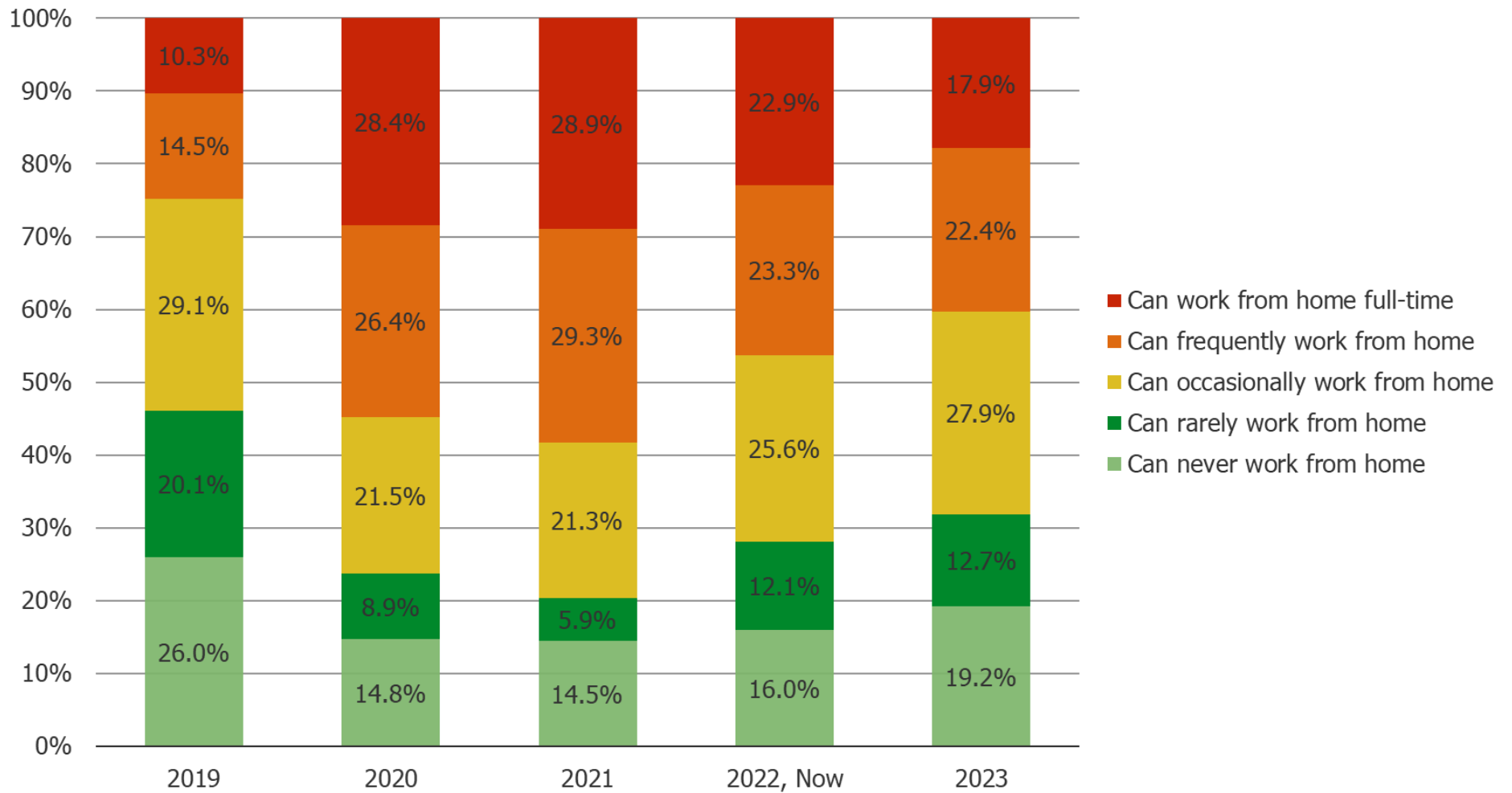
Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

Please assess work-from-home flexibility offered by your company during the following periods...Employees...

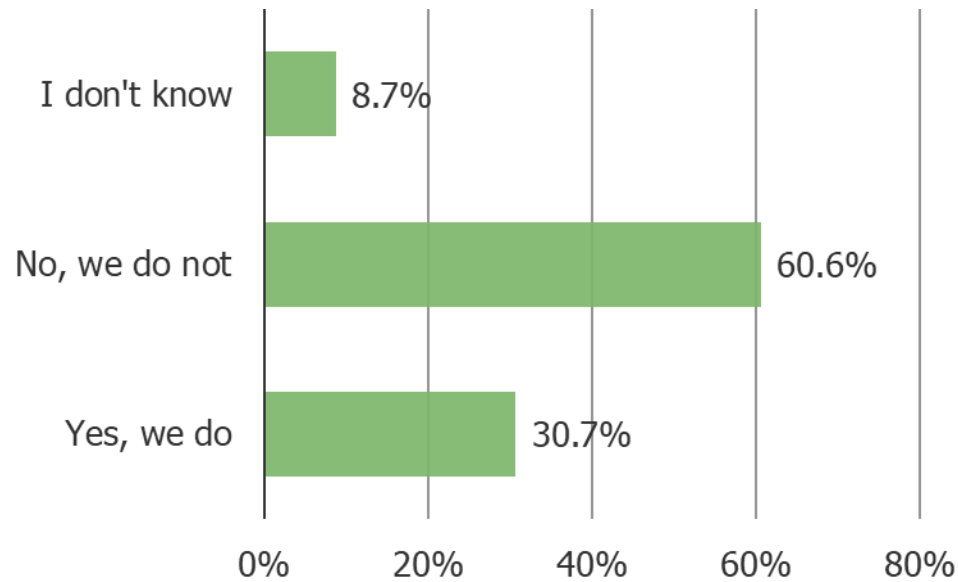
Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

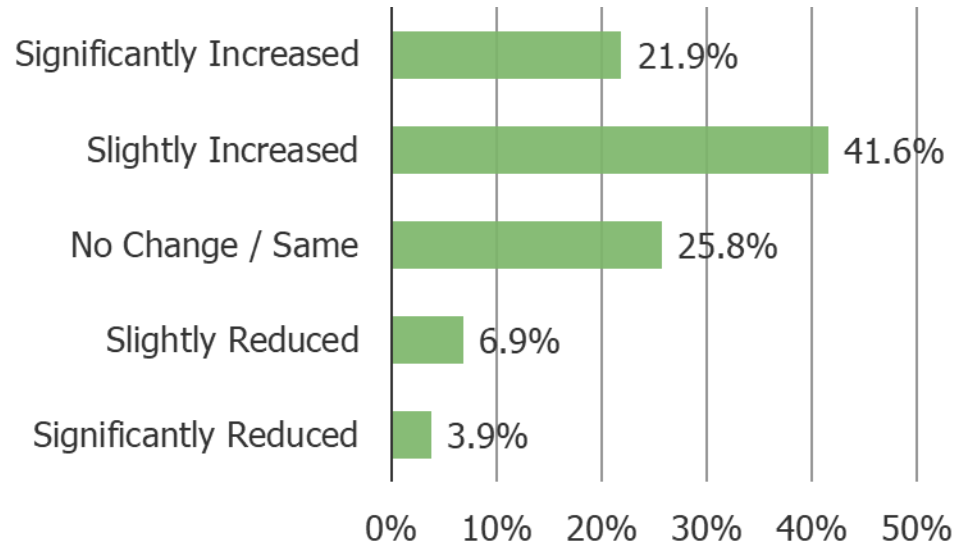
To your knowledge, does your company pay to rent self-storage space? IE - units of space within a large warehouse to store physical items?

Posed to all respondents. (N=750)



Has your company changed how much self-storage space you rent this year relative to last year?

Posed respondents who said their company uses self-storage. (N=233)

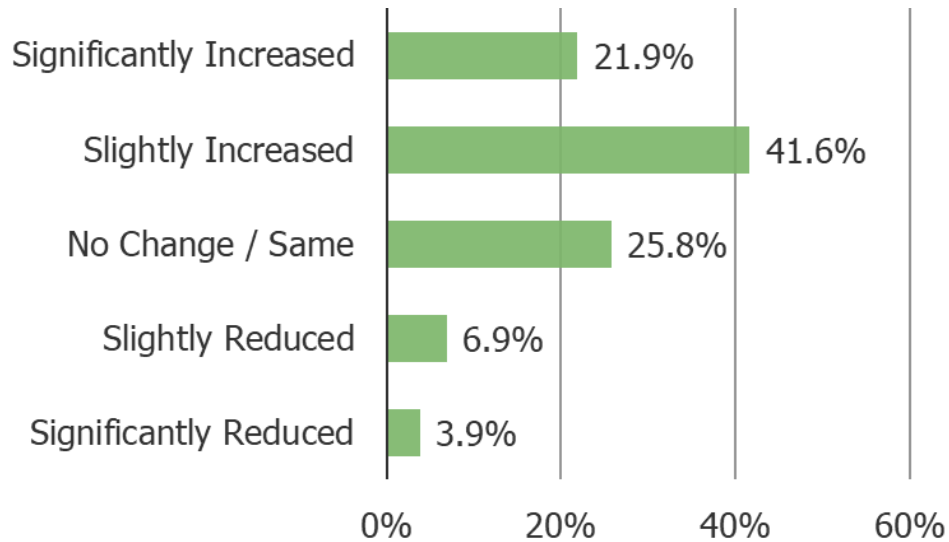


SMB & IT Decision Makers Survey

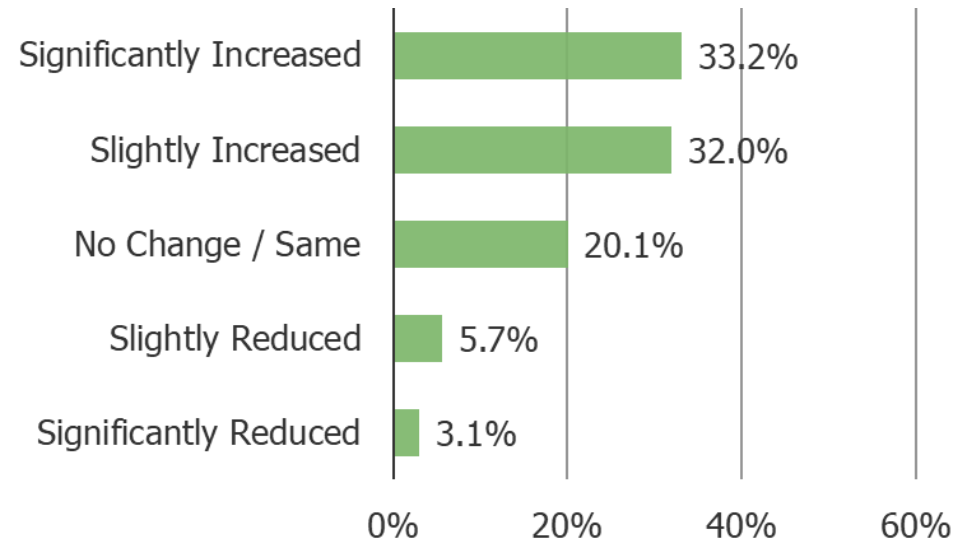
Looking forward, do you expect that your company will change how much self-storage space you rent over the next year?

Posed to all respondents. (N=750)

All Respondents (N=750)



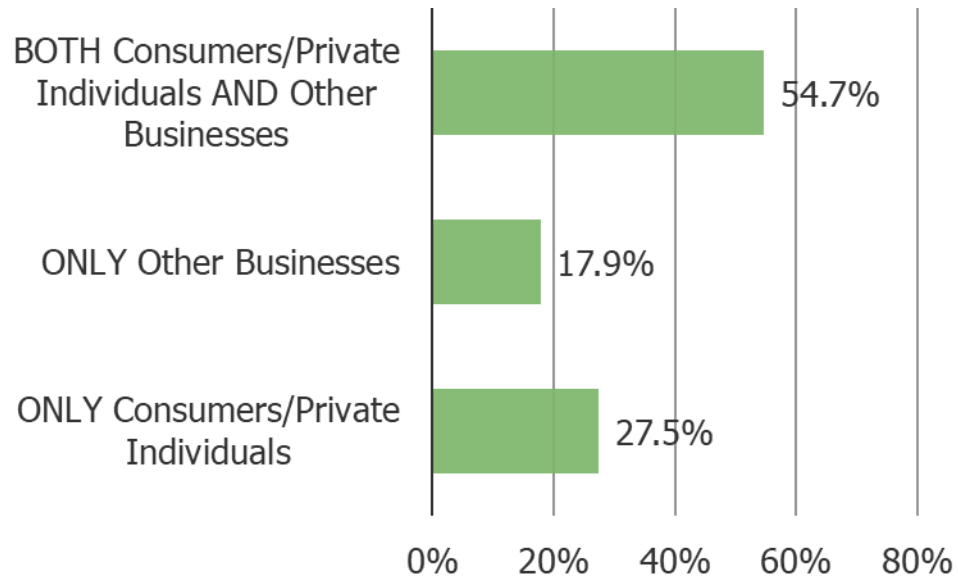
Currently Use Self-Storage (N=233)



SMB & IT Decision Makers Survey

Which of the following best describes your end market customer?

Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

How would you characterize customer demand at the moment relative to what you would consider normal?

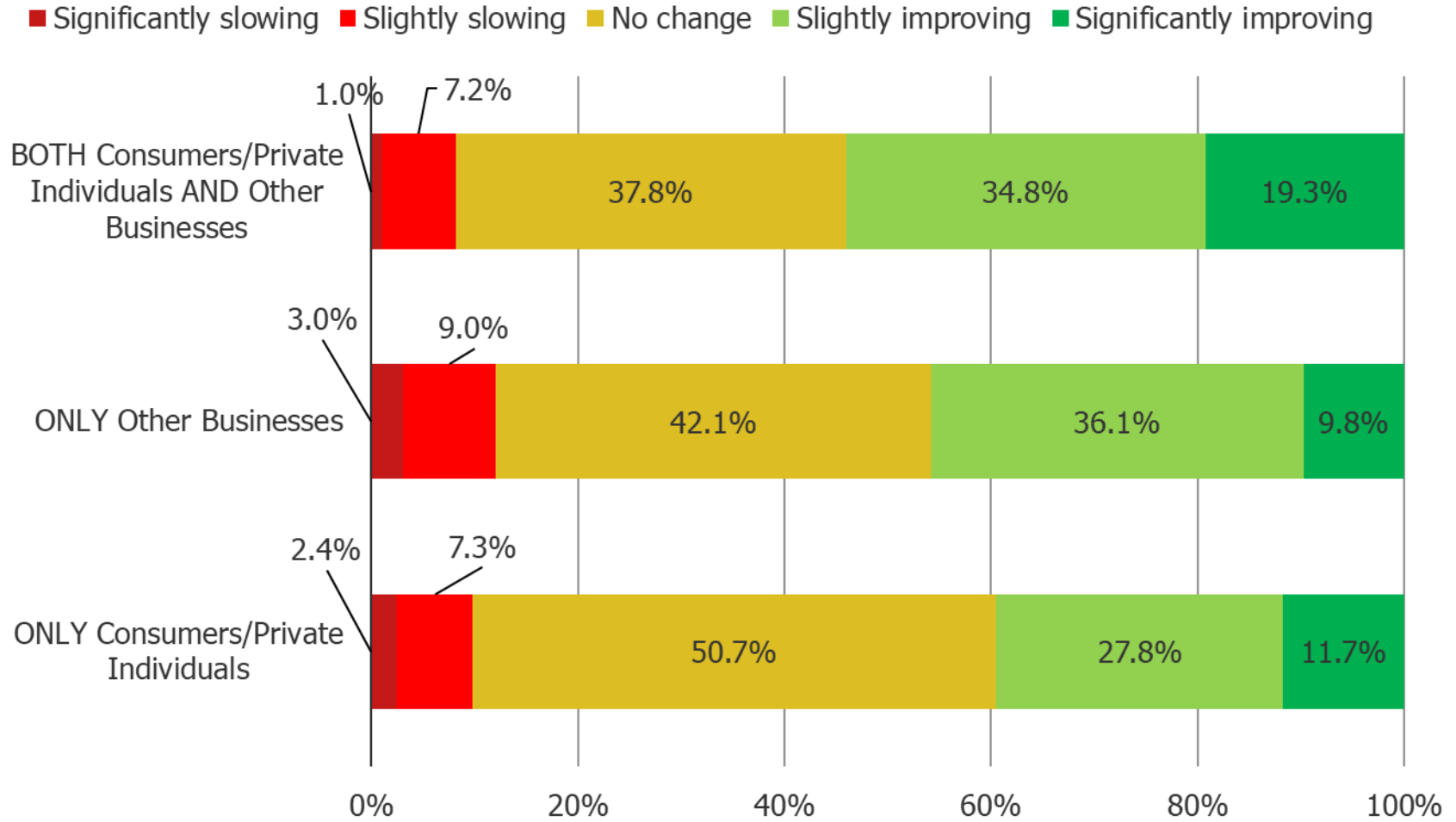
Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

Would you characterize demand from customers at the present moment as...

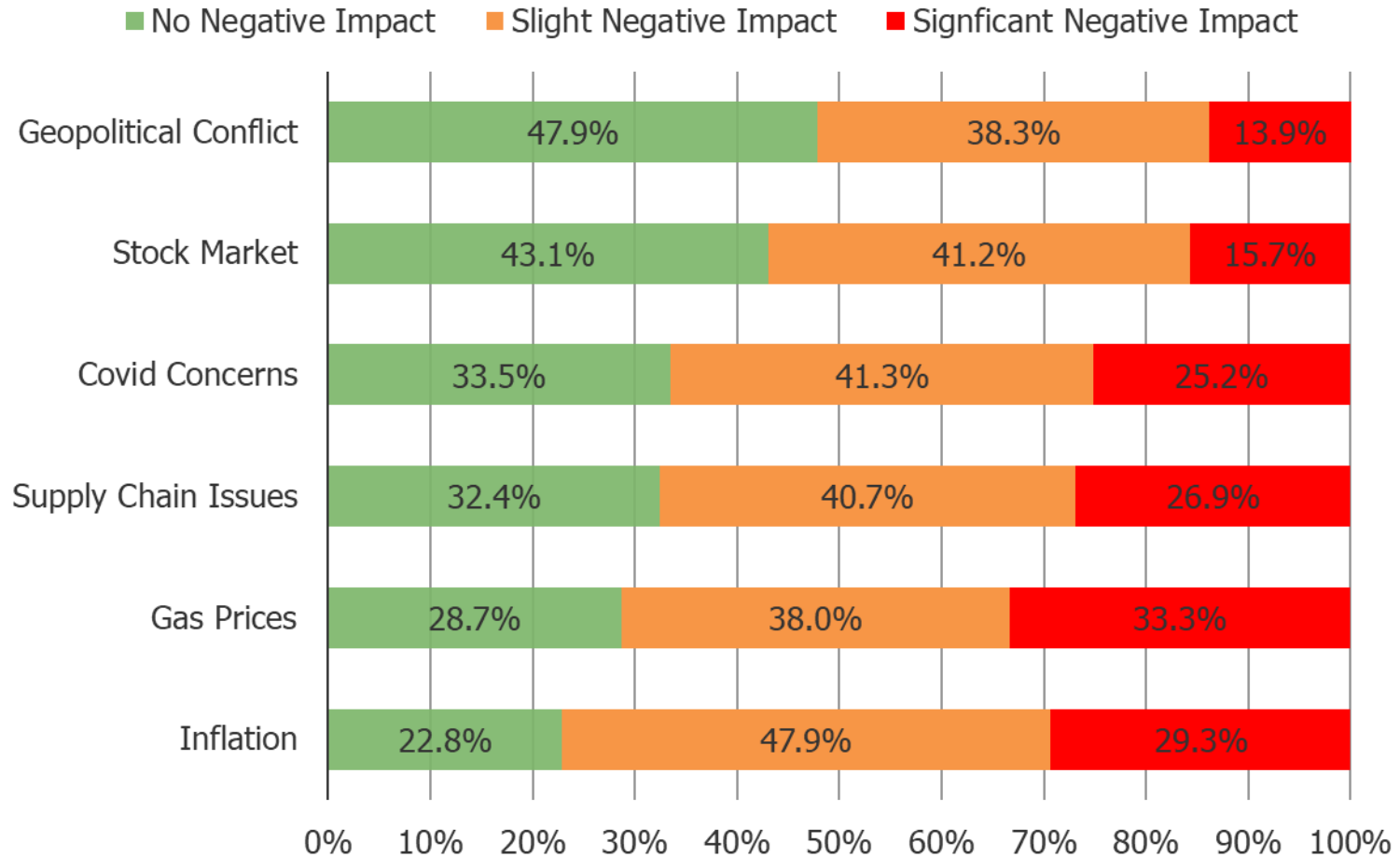
Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

Are any of the following currently having a negative impact on your business?

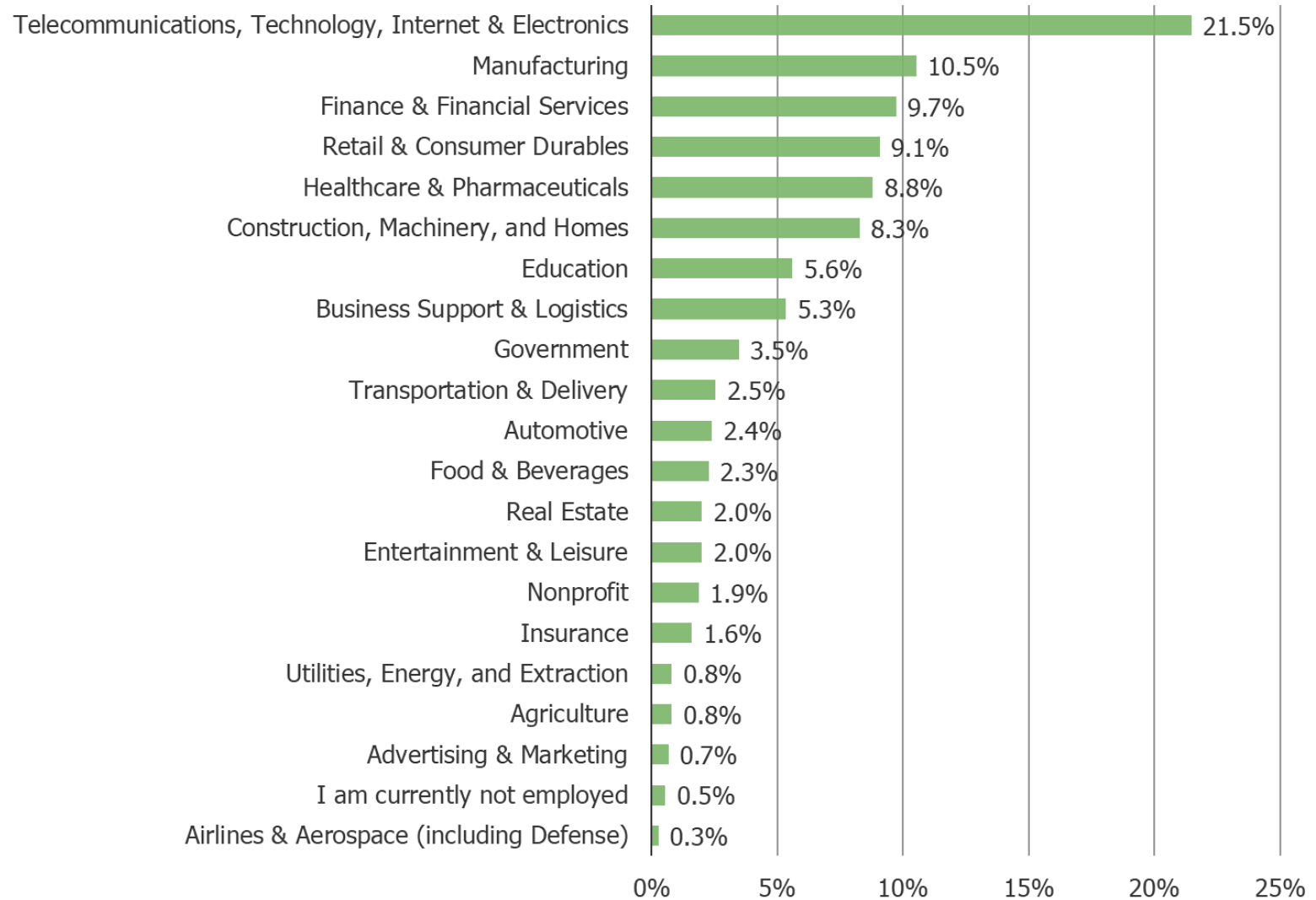
Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

Which of the following best describes the principal industry of your organization?

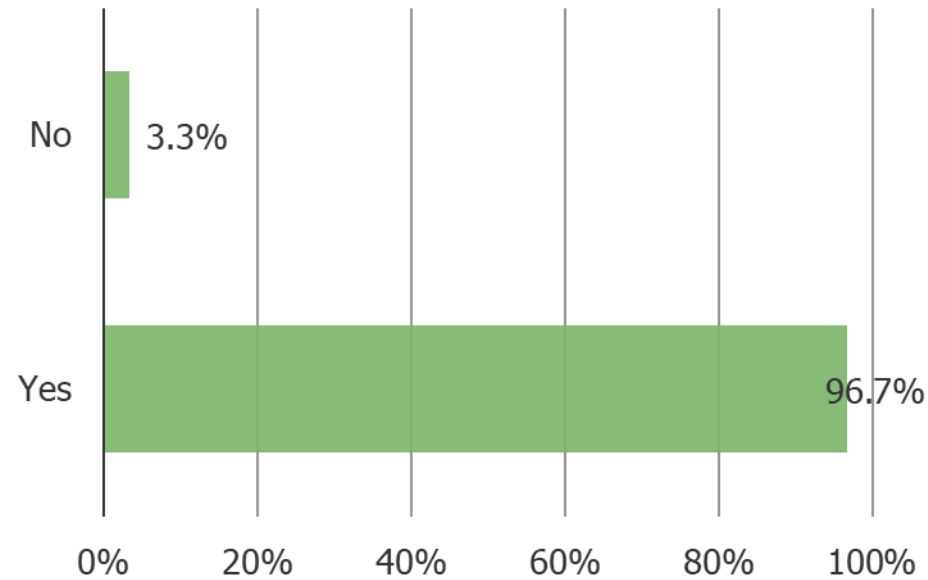
Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

Within your company, do you have decision making authority when it comes to IT software and services that your company pays to use?

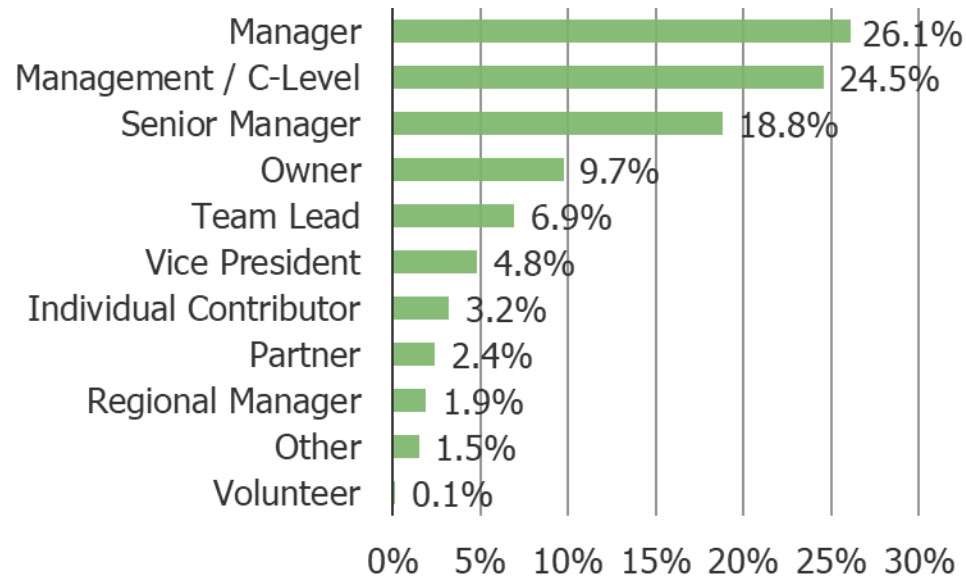
Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

What is your job role?

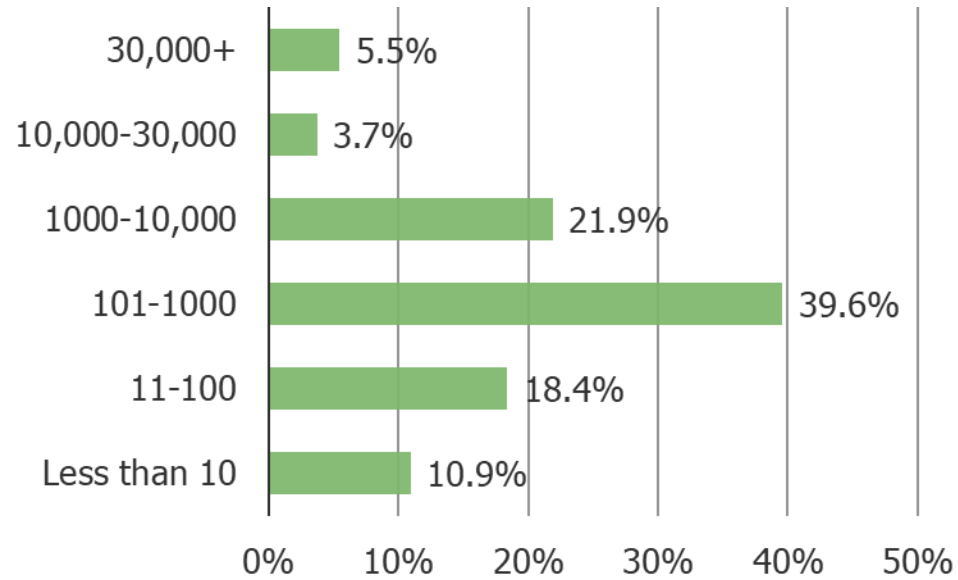
Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

How many employees are there at your company?

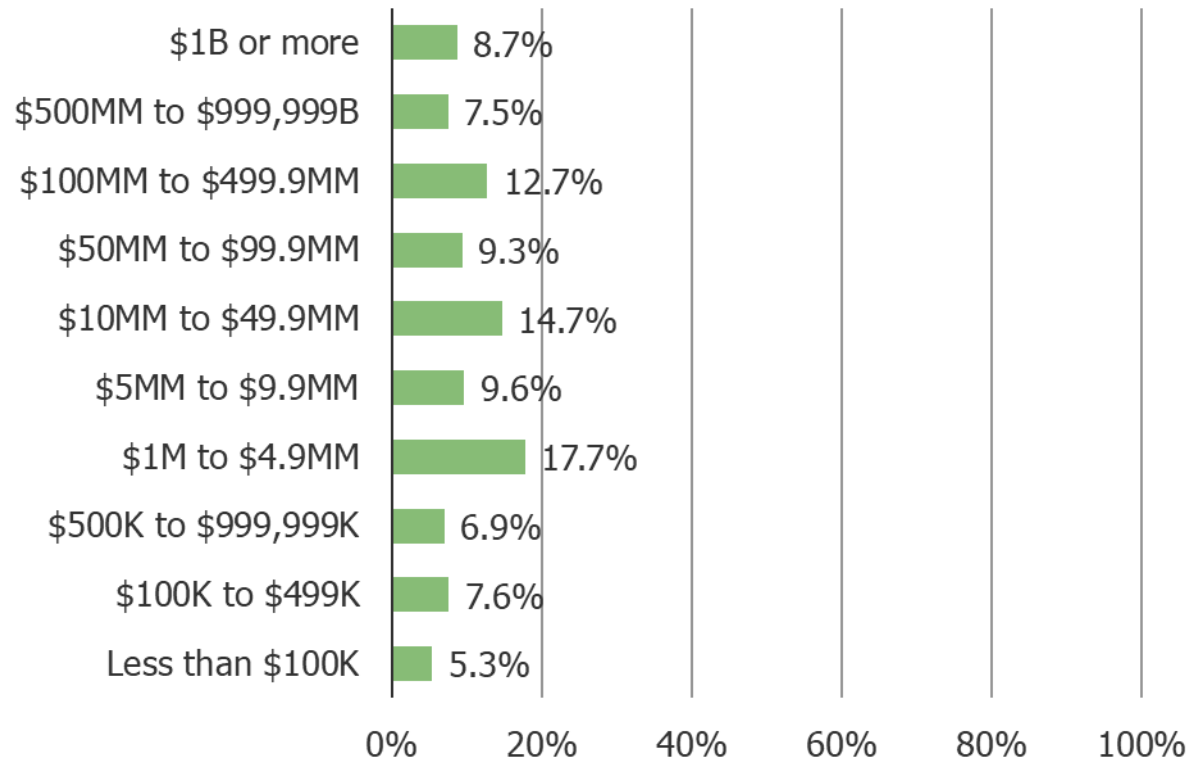
Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

What is your company's annual revenue?

Posed to all respondents. (N=750)



SMB & IT Decision Makers Survey

Do you work in any of the following departments? Select ALL that apply

Posed to all respondents. (N=750)

