

Client Stories



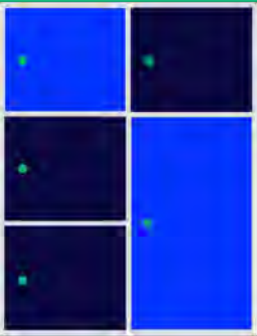
Sanofi delivers next generation of hybrid work with the Vecos smart locker system

Sanofi is an innovative global healthcare company, driven to improve lives through science. Their talented global team works hard to provide life-changing treatments and vaccines to millions, plus affordable access to their medicines for some of the world’s poorest people.

Sanofi has always been out in front when it comes to workplace thinking. When they came to us, they were in the process of redefining their workplace strategy. Their aim was to boost collaboration between their research and development, medical and specialty care business units. And they also wanted to optimize their real estate footprint. Sanofi decided to consolidate 8 locations into one cutting-edge new campus in Cambridge Crossing, MA. This new mega-facility was opened in June 2022 and now ranks among Sanofi’s biggest US sites.



**“The Cambridge Crossing campus gives us the opportunity to review and optimize the locker to employee ratio, and implement this as the default for future and other Sanofi locations.”**  
Betsy Kehoe, Head of User Experience  
Sanofi



From lab teams to field reps to hot-deskers



But bringing 2,700 employees together is no easy feat: each person has their own habits and preferences at the workplace. Take personal storage, for example. Sanofi’s lab teams work permanently on site and in zones, so need specific one-on-one-storage. However, most of their other employees work in a more hybrid way – between the office and home – so their needs are much more flexible.

Flexible storage to meet different employee needs

To achieve this vision, Sanofi selected Vecos’ smart locker system. “There is no one size fits all,” says Betsy Kehoe, Head of User Experience, Sanofi. “With Vecos, we can cater storage to different personal needs. And with the daily analytics of occupancy data, we can continuously gain insights on employee behavior and optimize our facilities and employee experience accordingly.”



**“One of the things that makes our locker system ‘smart’, is its scalability. We look forward to working with Sanofi in the future as they roll out their new workplace strategy across North America and Europe.”**  
Rob van Aar, Director Global Workplaces and Strategic Alliances  
Vecos

## Smart insights, easy to action

Our advanced, simple-to-use software makes it easy for Sanofi to change the configuration of the smart locker system. When some office workers requested longer use of their day lockers, it was changed from 24 to 48 hours with just a few quick clicks. "Acting on new insights and employee feedback has never been easier," says Kehoe.

## Blueprint for the future

The Cambridge Crossing campus uses new digital solutions, and their workplace experience app is one of them. Using API integration, our technology was able to combine with Sanofi's own app. This already enabled employees to do things like book meeting rooms, access health and wellness services and arrange parking and transportation. Now they can use it to reserve a smart locker too.

Underlining all this is Vecos' advanced technology delivering real-time data insights, which enables Sanofi to continuously improve their resources and services. Kehoe: "The Sanofi workplace strategy is a global blueprint for all of our offices".

**2,000  
lockers**  
for  
**2,700  
employees**

# Results

## From 8 sites to 2 buildings

On 1 urban campus of 900,000 square feet

## One integrated employee experience

The Vecos smart locker system is integrated into the Sanofi workplace app for easy reservation of lockers

## A global partnership

Vecos and Sanofi successful partnership to implement a smooth global roll-out



**Ready to build your flexible,  
dynamic workplace success story?**

Contact one of our local team:

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**VECOS**

