

OSI OFFICES

OFFICE SPACE

# OSI Offices vs. Regus: A Detailed Comparison for DC Professionals

By OSI Offices | May 13, 2026 | 6 min read

When you search for professional office space in Washington DC, two names appear near the top of most searches: **OSI Offices** and **Regus**. Both claim K Street addresses. Both market flexibility. But for DC professionals who've done their homework — or experienced both firsthand — the differences are significant, and they go well beyond the sticker price.

This guide breaks down the OSI vs Regus DC comparison in practical terms: pricing transparency, contract conditions, services, community, and what you can realistically expect when something goes sideways. No promotional noise — just what matters for professionals making a workspace decision in one of the most competitive real estate markets in the country.

## Company Background: Local Institution vs. Global Chain

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OSI Offices was founded in 1981 by C. Jack Pearce — a former Department of Justice antitrust attorney and White House Office of Consumer Affairs official — at 1629 K Street NW, Washington DC. It has remained under single ownership for over 45 years, making it **Washington DC's oldest continuously operated business center under single ownership**. Today it's led by CEO Joseph Pearce and COO Mumbi Thande.

Regus is a brand of IWG plc, a Swiss-registered holding company operating more than 3,000 flexible workspace locations in over 120 countries. IWG runs Regus, Spaces, HQ, and several other workspace brands under one corporate umbrella. Regus operates multiple locations in the DC metro area.

Scale and longevity don't automatically make a provider better. But they do shape the product. OSI was built by a Washington attorney who understood the needs of legal professionals, federal agencies, and the DC professional community from the inside. That institutional knowledge still shapes how OSI operates today — in the services it offers, the clients it serves, and the way it handles requests.

## Location & Address Prestige: The K Street Factor

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OSI Offices is located at **1629 K Street NW** — one block from the White House, steps from the Farragut North Metro station on the Red Line. K Street is Washington DC's most recognized professional

corridor, home to lobbying firms, law practices, federal contractors, foreign missions, and major financial institutions.

Regus also maintains K Street area locations in DC. On paper, both providers offer a K Street address. In practice, the distinction is in what accompanies that address. At OSI, a virtual office membership or office rental includes a physical presence in a staffed, full-service center — not an entry on a shared lobby directory or a mailbox at a coworking hub.

For attorneys establishing DC credibility, government contractors pursuing federal work, or mental health professionals building a credentialing profile, the specifics of that address and what backs it up matter considerably.

## Pricing: What You See vs. What You Pay

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OSI Offices publishes its pricing clearly and maintains a consistent rate history — one long-term client notes that OSI "has not raised its price for many years." Current rates (subject to change; see [osioffices.com/pricing](https://osioffices.com/pricing) for current pricing):

- **Virtual Office:** Starting at \$30-35/month — includes professional address, mail handling, and phone service
- **On-Demand Office:** \$14/hour, bookable through the client portal with no monthly minimum
- **Shared Office Plans:** From \$65/month — ideal for part-time practitioners and startup founders
- **Full-Time Dedicated Office:** Available in both the 1627 and 1629 K Street buildings
- **Conference Rooms:** 10-seat boardroom and 20+ seat conference room, bookable hourly

Critically, OSI's pricing comes with a firm policy: **no security deposits, no setup fees, no long-term lease requirements, and no termination penalties.** What you see on the rate sheet is what you pay.

Regus pricing varies by location, plan tier, and contract term. Industry-wide feedback on large executive suite chains frequently cites automatic renewal clauses, price escalation built into renewal terms, and fees that aren't clearly surfaced during the initial signup process. When comparing total cost of occupancy, it's worth reading the full agreement — not just the monthly headline rate.

## Contract Flexibility: The Fine Print Matters

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Both providers market "flexibility." At OSI Offices, flexibility is a structural commitment, not a tagline:

- No long-term lease required
- No security deposit
- No setup or activation fees
- No termination penalty
- Scale up or down as your practice or business evolves

This model has a real impact on how clients grow with OSI. Many start with a virtual office plan at \$35/month — enough to establish a professional DC address, receive mail, and use the on-demand offices occasionally. As their practice or company grows, they move to shared office time, then a dedicated office. That progression happens on the client's timeline, not according to a contractual staircase.

For attorneys launching solo practices, therapists testing the DC market, or government contractors in a pre-award phase, genuine contract flexibility isn't a luxury — it's a business necessity. The ability to enter and exit a commitment without financial penalty lets you make decisions based on your business, not your lease.

## **Services: Beyond the Standard Package**

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Both OSI and Regus offer the core executive suite package: professional address, mail handling, conference rooms, and reception. OSI goes further in several areas that matter to its client base.

### **AI-Powered Mail Management**

OSI's proprietary mail system uses AI-assisted scanning. Clients access digital images of their mail through the client portal, can request full content scanning, and manage forwarding preferences remotely. This isn't a standard offering at most executive suite chains — it's a meaningful advantage for virtual office members who need reliable mail management without physically visiting the office.

### **Proprietary Technology Platform**

OSI's client portal is custom-built — not licensed from a third-party coworking software vendor. Clients use it to book office space and conference rooms, manage invoices, view mail, and access the building outside standard hours. A purpose-built platform reflects the specific needs of OSI's client base in a way that generic software doesn't.

## **A Professional Community, Not Just a Floor**

OSI serves a community of **150+ mental health professionals** in the Washington DC area — therapists, psychologists, counselors, and coaches who share the space and actively refer clients to one another. That peer network has real economic value for practitioners building a private practice. It's the kind of community that develops over 45 years, not something that can be replicated by opening a new location in a city.

For legal professionals, OSI's history as a firm founded by a DOJ attorney means the center understands the operational needs of law practices: precise mail and telephone logging, deposition-ready conference rooms with AV, professional client reception, and the kind of institutional reliability that attorneys require.

## **Extended Hours and 24/7 Access**

OSI is staffed **Monday-Friday 8AM-9PM and Saturday 8AM-6PM**, with 24/7 building access for clients in good standing. For therapists seeing clients after business hours, attorneys working against court deadlines, or contractors operating across time zones, those evening and weekend hours are a practical consideration, not an amenity.

## **Accountability: Who Picks Up When Something Goes Wrong**

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At a single-ownership business center with 45 years in one location, the accountability structure is clear. OSI's COO Mumbi Thande is mentioned by name in multiple client testimonials — not as a customer service escalation path, but as a leader who makes things happen. When a package doesn't arrive, when a conference room needs a setup change, or when a client shows up unexpectedly,

there's a person at OSI with both the authority and the institutional knowledge to resolve it.

At a global chain managing thousands of locations through centralized billing and regional management structures, accountability is distributed by design. That structure works at scale — but it means that the individual professional working out of a single DC location may not have a direct point of contact who knows their situation.

*"I LOVE my office at OSI. I visited a few other places like Regus before I made my decision to go with OSI and I am so happy with my choice. Having the K Street address is priceless. The location is convenient for all my clients, easy to find and metro accessible."*

— **Kiki Strickland, OSI Client**

## Side-by-Side: Key Comparison Points

Factor	OSI Offices	Regus (typical DC)
<b>Founded</b>	<b>1981, single ownership, DC-based</b>	1989, IWG plc (Swiss holding co.), global chain
<b>DC locations</b>	<b>1629 &amp; 1627 K Street NW (Suites 300-500)</b>	Multiple DC metro locations
<b>Security deposit</b>	<b>None</b>	Varies by plan; often required

Factor	OSI Offices	Regus (typical DC)
<b>Setup fees</b>	<b>None</b>	Common on many plans
<b>Termination penalty</b>	<b>None</b>	Auto-renewal clauses common; read terms carefully
<b>On-demand office rate</b>	<b>\$14/hour</b>	Varies; typically higher in DC CBD
<b>Virtual office from</b>	<b>\$30-35/month</b>	Varies by location and plan
<b>AI mail scanning</b>	<b>Yes — proprietary system</b>	Standard mail handling only
<b>MHP professional community</b>	<b>150+ DC therapists and counselors</b>	Not a focus
<b>HUBZone eligible</b>	<b>Yes — DC HUBZone location</b>	Varies by location
<b>Hours (staffed)</b>	<b>M-F 8AM-9PM, Sat 8AM-6PM</b>	Typically M-F business hours

## Who Should Choose OSI Offices

OSI Offices is the stronger fit for professionals who value local expertise, transparent pricing, and direct accountability over brand recognition and global footprint:

- **Solo and small firm attorneys** who need a prestigious DC address, reliable mail and telephone handling, and deposition-ready conference rooms

- **Mental health professionals** launching or growing a DC private practice, who benefit from the 150+ therapist community and flexible hourly offices at \$14/hr
- **Government contractors and startups** who need HUBZone-eligible space, SAM.gov-compatible address documentation, and CBE certification support
- **Remote workers and consultants** who want on-demand professional space without a monthly minimum commitment
- **Any professional who wants to know exactly what they're paying** — no deposits, no renewal surprises, no termination fees

Regus may be the better choice for professionals whose companies already have a global IWG corporate account, who need access to dozens of locations across multiple cities under a single agreement, or who require a specific location that OSI doesn't serve.

## The Bottom Line on OSI vs Regus DC

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The OSI vs Regus DC comparison ultimately comes down to what you're optimizing for. If you need a global network across hundreds of cities, Regus has the footprint. If you're a DC professional who needs a prestigious K Street presence, genuine pricing transparency, and a provider with 45 years of institutional knowledge in your market — OSI Offices is the choice that professionals in this city have been making since 1981.

No hidden fees. No long-term commitments. No corporate escalation paths when you need something handled. Just a team that knows Washington DC, knows its professional community, and has been earning long-term clients — some for 10, 15, even 20+ years — by delivering on that promise.

For a full side-by-side comparison of OSI Offices against Regus, WeWork, Carr Workplaces, and other DC workspace providers, visit [osioffices.com/osi-vs-competitors](https://osioffices.com/osi-vs-competitors). Or explore the full range of [OSI service plans and pricing](#) to see which option fits your practice or business.

## See How OSI Stacks Up Against the Competition

Ready to make an informed decision? Explore our full comparison of OSI Offices against the major DC workspace providers — including pricing, contract terms, and what clients actually say.

[Compare OSI vs. Competitors](#)

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