

OSI OFFICES

OFFICE SPACE

# Why Professionals Choose OSI Over WeWork and Carr Workplaces

By OSI Offices | April 1, 2026 | 6 min read

When you're evaluating flexible office space in Washington DC, WeWork and Carr Workplaces are usually near the top of any search result. Both are established names with professional environments and real workspace solutions. But a growing number of DC professionals — from solo attorneys to licensed therapists to government contractors — are making a different choice: OSI Offices at 1629 K Street NW.

If you've been comparing options in the DC market, the OSI vs. WeWork and Carr Workplaces question deserves a closer look. What's driving that decision? Often, it comes down to a combination of price, stability, community, and personal service that larger national chains simply can't replicate.

## Two Well-Known Options — and a Third Worth Knowing

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WeWork built its name on flexible coworking at scale. With locations across DC and dozens of major cities, it offers open-plan shared workspaces, private offices, and a tech-forward booking experience. It's a natural starting point for many remote workers and startups looking for a plug-and-play solution.

Carr Workplaces occupies a different tier in the DC market — premium, well-appointed suites in high-demand locations, often with elevated services and white-glove amenities. For established businesses that prioritize a polished environment and can accommodate a higher price point, Carr is a credible choice.

OSI Offices is different from both. It's not a national chain. It's not a startup. OSI has operated continuously at 1629 K Street NW since 1981 — more than 45 years under **single ownership** — making it Washington DC's oldest business center of its kind. That longevity shapes everything about how it operates, and it's one of the reasons so many professionals stay with OSI for a decade or more.

## Stability Matters More Than You Might Think

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When choosing an office provider, continuity isn't a nice-to-have. It's essential. Your business address appears on contracts, court filings, insurance panels, tax documents, and client correspondence. If your provider's circumstances change, your professional continuity is at risk.

OSI was founded by C. Jack Pearce, an antitrust attorney with a background at the Department of Justice and the White House Office of Consumer Affairs. Under the current leadership of CEO Joseph Pearce and COO Mumbi Thande, OSI has never changed hands, never lost a building, and has maintained the same K Street address for over four decades. Many clients have been with the organization for 10, 15, or even 20+ years.

Newer providers — regardless of their strengths — simply can't offer that kind of institutional permanence. For professionals whose practice or firm depends on a stable, reliable business address, this matters.

## The Pricing Reality in DC's Office Market

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Flexible office space in the DC Central Business District isn't cheap — but OSI's rates are designed to make it accessible without sacrificing the K Street address professionals need.

Here's what OSI currently offers:

- **On-demand day offices:** Starting at \$14/hour — private, professional, bookable through OSI's proprietary client portal
- **Virtual office plans:** From \$30–35/month — includes a prestigious 1629 K Street NW address, mail handling, and phone service with voicemail-to-email transcription
- **Shared office plans:** From \$65/month — ideal for startups and contractors building their DC presence
- **Full-time dedicated offices:** Available at both 1629 K St NW (Suite 300 & 400) and 1627 K St NW (Suite 400 & 500)
- **Conference rooms:** 10-seat boardroom and 20+ seat conference room, bookable hourly

And critically: **no security deposits, no setup fees, no long-term leases, no termination penalties** — ever. Not as a promotion. As a 45-year policy.

For comparison, private offices at large national coworking chains in DC typically start well above \$500/month, with many requiring multi-month minimums or deposits. *Pricing is subject to change — see [osioffices.com/pricing](https://osioffices.com/pricing) for current rates.*

*"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**

## **The Professionals Who Choose OSI — and Why**

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OSI's client base reflects communities where the OSI model offers something the bigger chains don't. Three audiences in particular find OSI to be a natural fit.

### **Mental Health Professionals**

OSI is home to more than 150 therapists, psychologists, and counselors — the largest professional mental health community under one roof in the DC area. Hourly therapy rooms at \$14/hour are configured for confidentiality, with soundproofed spaces, calming

waiting areas with nature video displays, and flexible room setups for individual and couples sessions.

For therapists building a private practice, OSI offers something larger chains don't: an address that satisfies insurance panel credentialing requirements, a built-in peer referral network, and plans starting at \$35/month designed specifically for counselors starting out. The community itself — being part of a network of 150+ MHP colleagues — is something no coworking app can manufacture.

*"OSI has been instrumental in building my psychology practice for nearly 10 years. I started with hourly office use; graduated to a shared office space; and for the past few years have my own private full-time office. The quality and array of services along with the flexibility of plans are invaluable."*

**— Diane Kern, Ph.D., Licensed Psychologist**

## **Legal Professionals**

OSI was founded by an attorney — and that origin shows in how the organization serves the legal community. Solo practitioners and small law firms have made OSI their professional home for decades, drawn by the K Street prestige, deposition-ready conference rooms with AV capability, and the meticulous mail and telephone handling that litigation practice demands.

For a solo attorney, the economics are straightforward: a prestigious [K Street address for lawyers](#) with reliable reception services and conference room access — at a fraction of what a traditional lease would cost, with no long-term commitment required.

## Startups, Entrepreneurs, and Government Contractors

For a new business in DC, the right address matters from day one. A 1629 K Street NW address on your website, business cards, and filings signals legitimacy — and OSI's virtual office plans make it accessible immediately. As your business grows, you can scale seamlessly from virtual-only to shared office to a full-time dedicated suite, all without changing your address or renegotiating with a new provider.

OSI's location also sits in a DC HUBZone — a federally designated area that can provide a meaningful advantage for small businesses competing for federal contracts. OSI clients have used the address to satisfy SAM.gov registration requirements, CBE certification documentation, CAGE code acquisition, and DC business licensing. The OSI team has decades of experience helping clients navigate these requirements.

*"I started my small business with OSI Offices, and they have been more than just an office space provider — they've been like a guardian to my business. From day one, their team has motivated and supported me in every aspect of my entrepreneurial journey. The affordability of their services, especially for such a prestigious K Street location, is unmatched."*

**— OSI Startup Client**

## What Larger Chains Can't Easily Replicate

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Chain-based office providers are optimized for scale. That's their strength — and their limitation. When you serve thousands of clients

across dozens of locations, you optimize with apps, standardized processes, and rotating staff. That works well for many clients.

OSI is optimized for relationships. Mumbi Thande and the OSI team know their clients by name. They know your business. They've watched it grow. When you need to add a reservation, adjust your plan, or navigate a mail handling question, you talk to someone who knows your account — not a chatbot or a support queue.

OSI also runs on proprietary technology — its own client portal for reservations, invoices, mail scanning, and 24/7 access management. Unlike competitors using off-the-shelf coworking platforms, OSI's portal is built around the needs of its specific community. The office runs on 500 Mbps symmetric fiber, and its AI-powered mail scanning system delivers digital mail to your portal — a capability genuinely rare in the DC business center market.

This is what OSI clients reference most consistently in reviews: not just the location or the price, but the people and the reliability. The continuity. The sense that OSI is genuinely invested in their success over the long term.

## A Direct Comparison

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Feature	OSI Offices	WeWork	Carr Workplaces
Years in DC Operation	<b>45+ years</b>	~15 years	~15 years
Single-Owner Operated	✓ <b>Since 1981</b>	x	x
	✓	x	x

Feature	OSI Offices	WeWork	Carr Workplaces
1629 K St NW Location			
On-Demand Office (from)	<b>\$14/hr</b>	Varies / higher	Varies / higher
Virtual Office (from)	<b>\$30-35/mo</b>	Not a core offering	Available
Security Deposits	<b>None — ever</b>	Varies	Varies
Long-Term Leases	<b>Never required</b>	Sometimes required	Available
Dedicated Therapy Rooms	✓	✗	✗
DC HUBZone Address	✓	✗	✗
AI-Powered Mail Scanning	✓	✗	✗
Proprietary Client Portal	✓	✗	✗

Table reflects general market positioning. See [osioffices.com/osi-vs-competitors](https://osioffices.com/osi-vs-competitors) for a full breakdown.

## Is OSI the Right Choice for You?

The comparison between OSI Offices, WeWork, and Carr Workplaces in DC ultimately comes down to what you need most. If you need a large

open coworking floor with hundreds of desks and a national network of locations, WeWork has scale advantages OSI doesn't aim to replicate. If you need a recently renovated flagship suite and price is secondary to environment, Carr Workplaces is worth exploring.

But if you're a solo practitioner, small firm, or growing organization looking for:

- A prestigious, legitimate DC business address on K Street
- Flexible plans that grow with your business — from virtual to full-time, with no penalties to switch
- The most affordable on-demand private offices in the DC CBD
- A stable, long-term partner with 45+ years of unbroken service
- Personal relationships with staff who know your business by name
- A specialized community (especially for mental health professionals)
- A HUBZone-eligible DC address for government contracting work

...then **OSI Offices deserves serious consideration**. The professionals who have been with OSI for 10, 15, and 20+ years aren't staying out of habit — they're staying because the relationship works, the value is real, and the address is exactly what their practice or business needs.

When you compare OSI vs. WeWork and Carr Workplaces in DC, you're really comparing two different philosophies of what a workspace provider should be. OSI's answer — personal service, honest pricing, and institutional stability — has served DC professionals well for four decades. Come see if it's the right answer for you.

## See How OSI Compares to Every Major Competitor

Our full competitor comparison page breaks down OSI vs. Regus, WeWork, Carr Workplaces, and more — side by side, with honest detail on pricing, flexibility, and services.

[Compare OSI to Competitors](#)

OSI Offices — 1629 K St NW, Suite 300, Washington DC 20006  
(202) 600-7777 | [manager@osioffices.com](mailto:manager@osioffices.com)

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