

INDUSTRY TREND REPORT

The Rising Demand for Workplace Accessories

How VARs Can Profit From Hybrid Work, Security, and Ergonomics



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The Rising Demand for Workplace Accessories: How VARs Can Profit From Hybrid Work, Security, and Ergonomics

ABSTRACT

The modern workplace is undergoing rapid transformation. The rise of hybrid work, regulatory complexity, and concerns about employee well-being have reshaped what businesses need from their technology. This shift is driving a demand for computer accessories that protect data, enhance comfort, and support flexibility.

This report highlights how Kensington's accessories meet these evolving needs and explores the benefits of the Kensington Advantage Program (KAP) for value-added resellers (VARs). It aims to help VARs understand market trends, the demand for high-quality accessories, and strategies for leveraging these solutions to capitalize on current market opportunities.

88%

of employers provide some hybrid work options

ROBERT HALF

70%

of job seekers are expressing a preference for hybrid options

HOW HYBRID WORK IS SHAPING WORKPLACE TRENDS

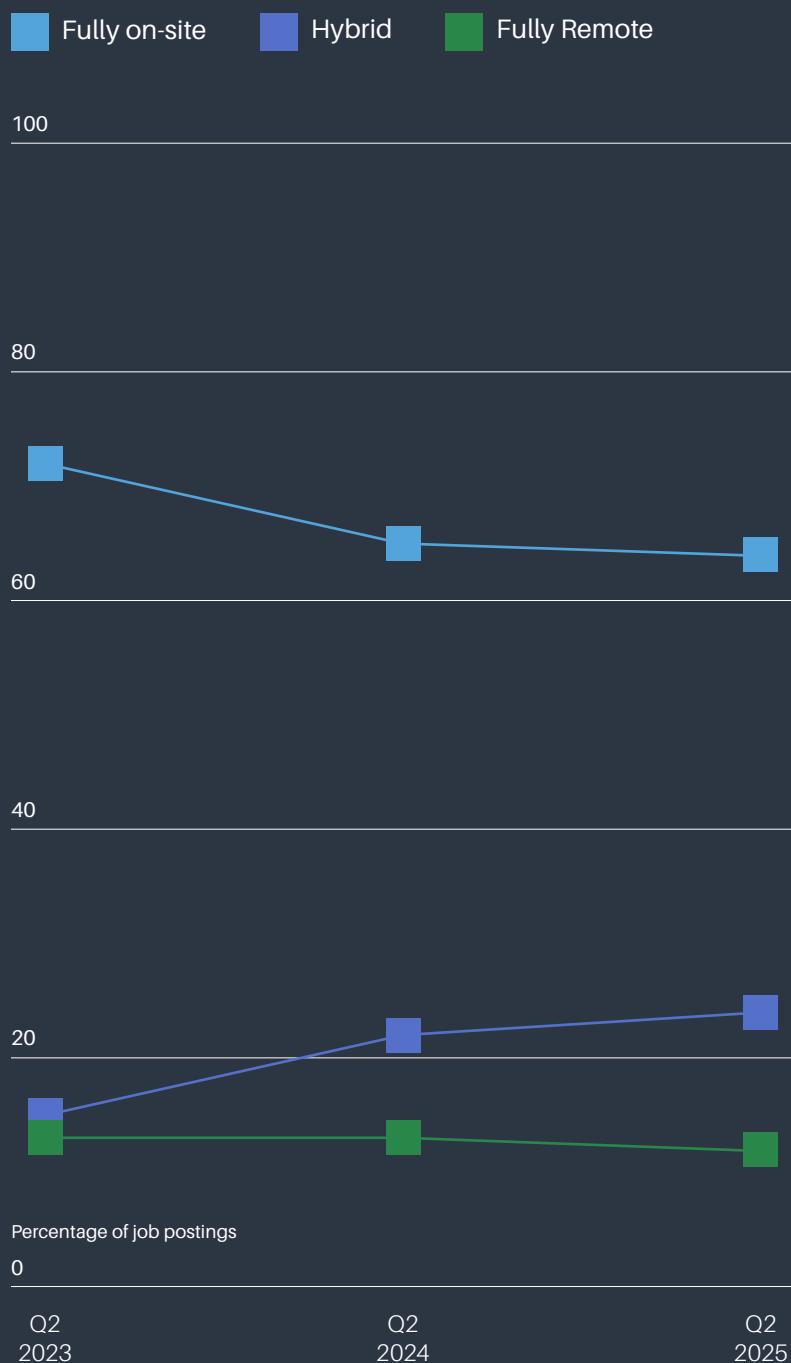
In a post-pandemic world, remote and hybrid work is now expected for employees across industries. According to Robert Half's [Remote Work Statistics and Trends for 2025](#), "88% of employers provide some hybrid work options," and half of workers prefer hybrid over in-office work, with a quarter preferring fully remote work due to the flexibility and work-life balance that is gained outside of the office.

Additionally, on-site roles have declined as hybrid options have risen. For example, new, fully in-office job postings declined from 83% to 66% during 2023. Over the course of 2024, the rate of new, fully in-office jobs continued to decline, with the majority of job seekers (70%) expressing a preference for hybrid options.

As employees increasingly prioritize flexibility in their work environments, organizations are evolving by adopting policies that facilitate hybrid work arrangements, which blend remote and on-site work.

This hybrid approach not only accommodates individual employee preferences but also enhances employee satisfaction and engagement, thereby helping companies retain top talent in an increasingly competitive labor market.

U.S. YEAR-OVER-YEAR ONLINE JOB POSTING TRENDS



— ROBERT HALF ANALYSIS OF OVER 1 MILLION NEW U.S. JOB POSITIONS PROVIDED BY TALENTNEURON
2025 ROBERT HALF INC. AN EOE M/F/D/V

The shift toward more flexible working arrangements has changed both the way we work and the environments in which we perform our tasks. Consequently, employees are taking greater ownership of their individual workspaces and now need technology that can adapt to their changing surroundings.

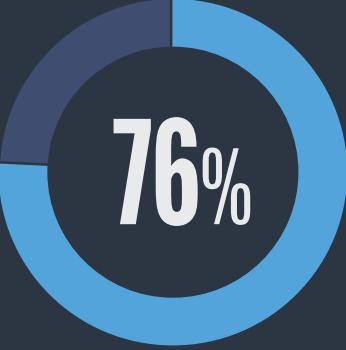
This evolution has created a growing market for computer accessories that support hybrid productivity, such as ergonomic products and mobile solutions. As organizations invest in tools that enhance flexibility and compliance, distinct patterns are emerging across key industries, focused on adapting workplace technology to their regulatory and operational pressures.

HOW INDUSTRY DEMANDS ARE REDEFINING TECHNOLOGY NEEDS

The rapid evolution of hybrid work has reshaped how organizations across industries think about technology investments. Nowhere is this more apparent than in regulated and high-dependency sectors, where compliance, data protection, and workforce safety are critical.

In healthcare, digital transformation and the growth of telehealth have increased the number of devices needing physical security. Accessories that ensure data privacy and reliability, such as [privacy screens](#), are now crucial for providing [HIPAA-compliant patient care](#) across multiple locations and remote clinical settings.

IMPACTS OF DEVICE THEFT



76%

have been impacted by incidents of theft in the last 2 years

33% Increased security measures implemented as a result of theft incidents

33% Legal or regulatory consequences due to compromised data on stolen devices

32% Disruption to employee productivity from lost or stolen devices

30% Increased insurance costs as a result of repeated device theft

30% Financial loss due to replacement of stolen devices

27% Data breaches caused by stolen devices

25% Data loss due to stolen devices

HOW HAS YOUR ORGANIZATION BEEN IMPACTED BY INCIDENTS OF DEVICE THEFT IN THE PAST TWO YEARS?
(ASKED TO ALL RESPONDENTS: 1000)

In education, the growth of hybrid learning has created new challenges in device management and safety. [Schools and universities now deploy technology across classrooms](#) and home environments, heightening the need for durable, easy-to-maintain accessories that protect equipment and safeguard student data.

Meanwhile, [government and federal agencies](#) are updating procurement standards to accommodate hybrid work. The focus on interoperable, compliance-ready, and long-lasting accessories reflects an industry-wide shift toward balancing mobility with strict data protection requirements.

Across these sectors, accessories have evolved from basic peripherals to strategic assets that support compliance, productivity, and employee well-being. Therefore, value-added resellers (VARs) who understand these changing priorities can position themselves as trusted partners to organizations seeking reliable solutions for the hybrid workplace.

As hybrid strategies mature, however, organizations are discovering that technology alignment alone is not enough. Ensuring secure operations and maintaining workforce well-being have emerged as the next major priorities in sustaining hybrid productivity.

SECURITY AND ERGONOMICS: CHALLENGES FACING HYBRID WORKFORCES

Hybrid work has brought new freedom but also new vulnerabilities. Two areas, in particular, have become defining challenges for organizations: device security and ergonomics.

The growing need for device security

As devices change locations, the risk of data exposure increases. Employees who work remotely often rely on personal devices or unsecured networks, increasing the risk of breaches, phishing attacks, and visual hacking. Additionally, employer-provided devices, such as laptops, are also vulnerable if left unattended.

A [Kensington survey](#) found that 93% of organizations have seen increased security risks since the pandemic, and 76% have experienced device theft, particularly among hybrid (74%) and fully remote (94%) setups. These figures demonstrate that data protection cannot rely solely on digital safeguards, but it should also extend to physical devices and environments.

Computer accessories such as laptop locks and privacy screens now play a vital role in securing sensitive information outside controlled office networks. In a [study conducted by Vanson Bourne for Kensington](#), 50% of respondents were concerned about data breaches caused by stolen devices, while 23% cited visual hacking as a leading concern.

WHICH AREAS OF DEVICE SECURITY IN YOUR ORGANIZATION CONCERN YOU THE MOST?

50% Data breaches resulting from stolen or unsecured devices

46% Failure to enforce physical security policies (e.g., use of locks or secure storage)

42% Loss or theft of external storage devices (e.g., USB drives, external hard drives)

23% Physical tampering with devices (e.g., in public or shared environments)

48% Device theft (e.g., laptops, desktops, tablets)

43% Unauthorized access to company data on devices

23% Visual hacking (e.g., sensitive information being viewed in public spaces)

22% Loss of sensitive data due to insecure home networks

 Digital security concerns

(ASKED TO ALL RESPONDENTS: 1000, SHOWING THE COMBINATION OF RESPONSES RANKED FIRST, SECOND AND THIRD)

The same research showed that organizations using security locks were 37% less likely to experience breaches tied to unsecured devices, with only 38% reporting incidents compared to 60% without locks.

For organizations managing confidential data, particularly in healthcare, finance, and government sectors, these tools are no longer optional. They have become integral to compliance strategies that protect against the growing spectrum of hybrid work risks.

Ergonomics in a hybrid world

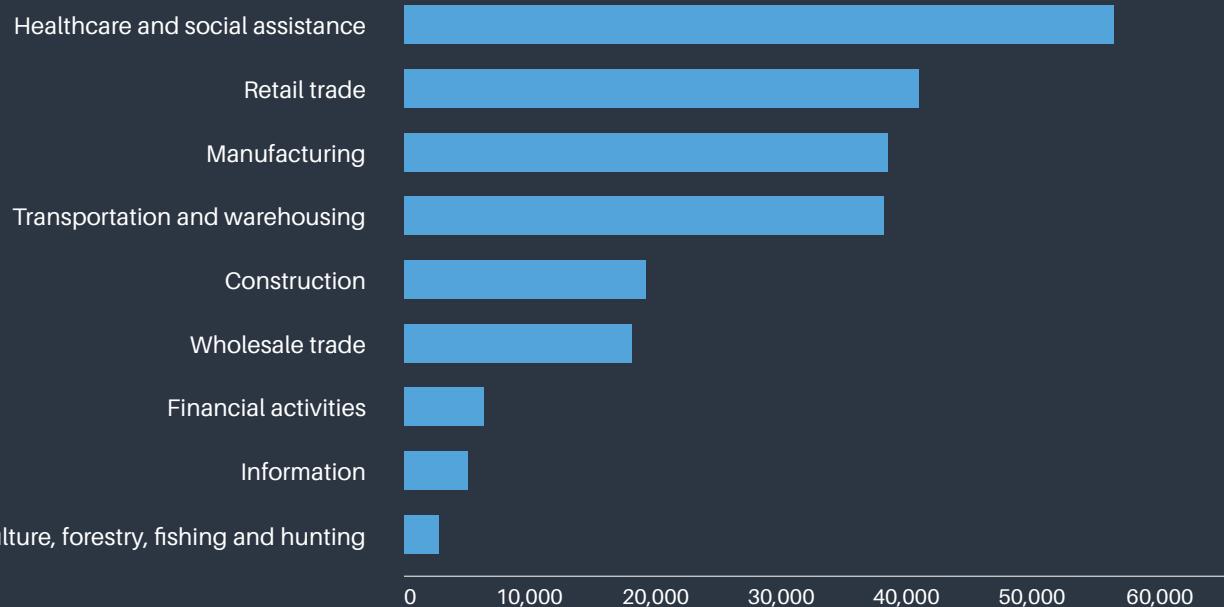
The move to hybrid and remote environments has also exposed gaps in ergonomic readiness. Without access to well-designed office setups, many employees experience discomfort, poor posture, and repetitive strain injuries. Even those returning to the office may encounter outdated workstations that are not optimized for new usage patterns.

According to the [Bureau of Labor Statistics](#), the retail trade, manufacturing, healthcare, and social assistance sectors accounted for 50% of all musculoskeletal disorder (MSD) cases in the private sector in 2018. With more employees working outside traditional offices, the potential for MSDs has expanded across traditional office jobs and remote roles.

In response to these concerns, employers increasingly recognize the importance of ergonomics for workforce sustainability. Many now offer stipends or additional home-office solutions or introduce policies promoting healthy work habits, such as posture breaks and workstation assessments.

At the same time, resellers have an opportunity to deliver value by offering ergonomic accessories, such as adjustable keyboards, mice, monitor risers, and chairs, that reduce strain and improve comfort.

NUMBER OF INJURIES AND ILLNESSES INVOLVING MUSCULOSKELETAL DISORDERS BY SELECTED INDUSTRIES, U.S. PRIVATE SECTOR, 2018



— U.S. BUREAU OF LABOR STATISTICS

THE KENSINGTON EDGE: PRODUCTS DESIGNED FOR SAFETY AND COMFORT

Kensington has built its reputation on innovations in security and ergonomics.

While many accessory brands focus solely on function, Kensington has built its reputation on innovations in security and ergonomics, which are now at the center of workplace transformation.

For more than 40 years, Kensington has been a trusted name in physical security, with the Kensington Security Slot integrated into over a billion devices worldwide. The company's privacy screens, locking solutions, and compliance-ready accessories help organizations safeguard information in regulated industries.

Kensington has also pioneered ergonomic design in computer accessories, addressing the physical toll of modern, tech-heavy work environments. Its product range includes ergonomic keyboards, professional video conferencing headsets, risers, and mice, which support healthy posture and sustained comfort across hybrid setups.



Kensington SmartFit™ Sit/Stand Dual Monitor Workstation



Kensington SmartFit™ Easy Riser™ Laptop Cooling Stand



Kensington Pro Fit™ Ergo Vertical Wireless Mouse



Kensington Pro Fit™ Ergo KB675 EQ TKL Rechargeable Keyboard

For example, Kensington's SmartFit® solutions use insights from US Army research to support ergonomic comfort in workspace design. Each accessory in the SmartFit® lineup is designed to be adjustable and customizable, allowing users to tailor the fit according to their individual preferences and physical needs. By seamlessly integrating these features, Kensington empowers users to create a personalized work environment.

Kensington also offers a Pro Fit™ range of ergonomic devices. A [study conducted by Kensington](#) found that participants who used the Kensington Pro Fit Ergo keyboard experienced, on average, 68% less bilateral ulnar deviation and 77% less bilateral wrist extension compared to those using non-ergonomic keyboards. These results emphasize the substantial ergonomic advantages of Kensington's computer accessories, which enhance comfort and reduce strain for users.

MORE THAN PRODUCTS: THE KENSINGTON ADVANTAGE PROGRAM

In addition, Kensington's dedication to computer accessories goes beyond product innovation. Specifically, the Kensington Advantage Program (KAP) provides VARs with a comprehensive support system designed to build long-term relationships and increase sales.

By providing essential marketing content, training materials, and dedicated Sales Engineers, Kensington empowers its partners to navigate the buying process effectively and close deals. Furthermore, the implementation of promotions, rebates, and contests acts as a powerful motivator, encouraging product adoption and partner engagement.

Kensington® ADVANTAGE PROGRAM



In the hybrid work landscape, the importance of security and ergonomics is relevant today and crucial for the future.

Kensington is set to enhance its position and provide resellers with exciting new opportunities through upcoming programs scheduled for 2026. This dedication to supporting partners underscores the growing importance of collaboration and comprehensive support for achieving sustained growth and market leadership.

PARTNERING FOR THE FUTURE OF WORK

As we look ahead, it's clear that the hybrid workplace is here to stay, ushering in a transformative perspective on the technology that drives it. Across industries, computer accessories are no longer a supplement; they are essential for cultivating secure, comfortable, and productive work environments.

Organizations are increasingly prioritizing security compliance and ergonomic well-being, creating an opportunity for resellers to broaden their offerings and forge deeper connections with their customers. With Kensington's blend of security expertise, innovative ergonomic solutions, and dedicated reseller support through KAP, it stands out as a trusted partner for those navigating the evolving demands of the workplace.

In the hybrid work landscape, the importance of security and ergonomics is relevant today and crucial for the future. Embrace this evolution and place yourself at the forefront of this new era.

As the way we work continues to evolve, Kensington is committed to leading the way with innovative computer accessories tailored to the needs of regulated industries and hybrid and remote teams. Apply today for the opportunity to discover the benefits of the Kensington Advantage Program (KAP) and their exclusive incentives and sales support.

[Apply to the Kensington Advantage Program Today](#)