

Office Relocation

Client:

Smith & Williamson

Location:

Southampton

Brief:

To identify office premises, negotiate new lease terms and co-ordinate relocation.

Client Comment:

"We were very pleased with the service we received from London Clancy. Chris Ridge managed the project with true professional style, kept aware of our requirements and delivered a very successful project."

Chris Appleton
Director, Smith Williamson

Contact:



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Case background and key issues

Prior to instructing London Clancy to act on their behalf, Smith & Williamson had conducted their own search for premises but had encountered difficulties in the following areas:

- identifying suitably-sized premises
- assessing comparative occupation costs and satisfying Head Office due diligence requirements
- maintaining confidentiality in the market place
- assessing property impacts of changing business requirements – staffing levels had increased from 10 to 45 in four years (and is still rising)
- spending excessive amounts of Directors' time dealing with the project
- managing staff expectations

London Clancy achievements

- brought confidentiality to the process
- revised and reassessed search criteria, providing detailed schedules to enable comparative cost analysis
- co-ordinated and managed other consultants and contractors – space planning and building surveys
- organised viewings for Directors and staff at all levels – reducing Directors time and maintaining staff involvement
- ran negotiations with letting agents on multiple buildings to secure most competitive terms & maintain confidentiality
- ensured client reassessed property objectives to fit business requirements
- briefed solicitors and advised on lease terms
- kept transaction moving – on time and within budget – knowing when and whom to chase

The result

Smith & Williamson successfully acquired 8,000 sq ft of new leasehold offices at Imperial House, Kings Park Road, Southampton in November 2005.

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