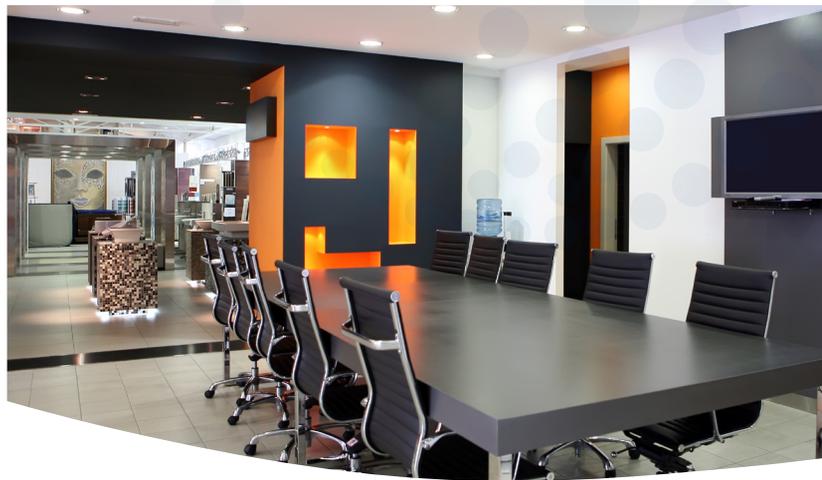


Real estate strategy advice

an occupiers perspective



Occupiers are under increasing pressure to reassess their property portfolio and ensure they are getting best value from their assets. Alongside this, there are multiple drivers to maximise work place productivity.

Our real estate strategy team offer an holistic approach to understanding clients' needs and developing strategies for change.

- **Efficiency savings** - identify more efficient and effective ways of using property assets. Align clients' business processes with their use of property assets, supported by financial modelling that examines whole life costs. Our understanding of new ways of working coupled with techniques for assessing the workplace needs of departments or teams often delivers considerable savings to occupiers.
- **Business case development** - the business case process will include analysis of high level options and a fully costed financial appraisal of shortlisted options, including detailed appraisal of financial and other risks. Advise occupiers on issues of finance and procurement of the preferred option. This often includes workshops and visioning sessions. laying the groundwork to cover governance issues and communication with decision makers and other stakeholders.
- **Financial modelling** - in addition to the business case models we develop bespoke financial models to analyse diverse economic questions. In this area, we developed models to examine complex real estate development options and modelled the financial viability of a municipal utilities project. Our analysis includes advanced risk modelling using Monte Carlo techniques.
- **Asset management strategy** - we routinely help our clients develop strategic asset management approaches. This includes the development of asset management plans and devising systems for taking decisions in operational and non-operational portfolios. We often, as part of this process, review the effectiveness of the property information systems that our clients use to ensure that meaningful data is collected in an efficient way.

- **Workstyle/workplace advice** - review the effectiveness of the working environment. This process starts with forming an understanding of the business processes that the client intends to deliver, reviewing the technology available and results in an analysis that identifies the most appropriate working environment for employees. We also work with clients to evaluate proposed new workstyles with pilot projects and test fit-outs.
- **Location/relocation advice** - help identify the optimal location for new offices. This ranges from, on the macro scale, examining the relative merits of cities from socio-economic, demographic and employment perspectives to, on the micro scale, looking at measures of deprivation to help target the provision of local government service delivery. We are experienced at using a wide range of statistical and mapping tools to assist in these studies.
- **PFI/PPP / outsourcing** - the team has wide-ranging experience in many aspects of PFI, PPP and outsourcing. We have advised both purchasers and providers in these markets and have a thorough understanding of the strengths and weaknesses of the various models used.
- **Sustainability advice** - advise clients on the costs and benefits derived from government or corporate sustainability policies. The team expertise includes environmental assessment, eco-efficiency (waste, water, energy and materials), materials sourcing and procurement, green design, travel planning, social responsibility and planning and regeneration. Drawing support from other in-house technical experts, we ensure that sustainability is successfully and cost-effectively integrated into any stage of the development and operation lifecycle.
- **FM consulting** - we have considerable experience of facilities management issues. Our services included benchmarking existing services to ensure their contractual compliance and value for money. Analysing the existing service delivery models to produce innovative FM strategies, and manage the FM procurement process and mobilisation of the new service delivery. We also help clients develop appropriate service level agreements, key performance indicators and payment mechanisms.
- **Property and FM organisation advice** - we advise a wide range of clients on how to structure the provision of property and FM services within their organisations. For local government we undertake “Best Value Reviews” and for other organisations we deliver similar reviews of how services are provided. We help clients develop more effective management regimes, analyse the types of skills required and help them through the transition period.

About Cyril Sweett

Cyril Sweett is a leading global construction and property consultancy offering expertise in quantity surveying, project management, management consultancy and a comprehensive range of specialist services. Our strategic management consultancy advice focuses on assisting clients in responding to the constantly changing internal and external pressures on their business / organisation. We aim to improve and make best use of resources and to manage risks and opportunities to ensure that optimal outcomes are achieved.



For further details on real estate strategy advice, please contact:

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