



Workplace Disposal



# Workplace Disposal

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Thinking of  
Moving?



## We Can Help

Is your decision prompted by an impending lease end. Or perhaps a lease break. Or simply your current workplace no longer meets your requirements.

Whatever your driver, we can help.

We have almost 160 years' experience of helping organisations achieve their goals - financial, operational, or environmental.

Our expertise lies in collaborative working practices which help clients:

- Reassign their lease
- Sublet the surplus space
- Renegotiate favourable terms with landlords.

We understand all your options

Reassign  
Your Lease



## Exiting Is Easy When You Know How

Our Disposal experts have the experience and the market intelligence to plan and execute the best exit strategy.

We are skilled in:

- **Securing the right price:** combining accurate market intel with robust financial modelling, allows us to optimise your pricing and positioning options
- **Marketing your property:** our extensive market contacts and proven on/off line marketing capability will ensure your property reaches a qualified prospect - quickly
- **Managing the process:** once appointed, we conduct the negotiations and work with your legal and financial teams/advisors to ensure deadlines are always met - enabling you to focus on your day job
- **Minimising your costs:** being a multi-disciplinary team, we ensure that the hidden costs of moving - such as dilapidations and lease end obligations - are robustly negotiated and equitable
- **Finding 'your' perfect workplace:** wherever you decide to move to, we'll find the optimum combination of location, costs, premises size and office design.

Let us do your heavy lifting

Sub-let  
Your Office



## Our Experts Are On Hand

Whether sub-letting all or part of your workplace, we can help you determine:

- Whether your lease allows you to sub-let in part
- How much you can expect to receive in rent
- How to market the space – whilst complying with legislation
- Which facilities you could include in the 'package' – free broadband, use of meeting rooms, staff café and access to shower/gym facilities - if you're lucky enough to have them
- The right tenant criteria – finding them, checking their financial credentials and assessing their references.

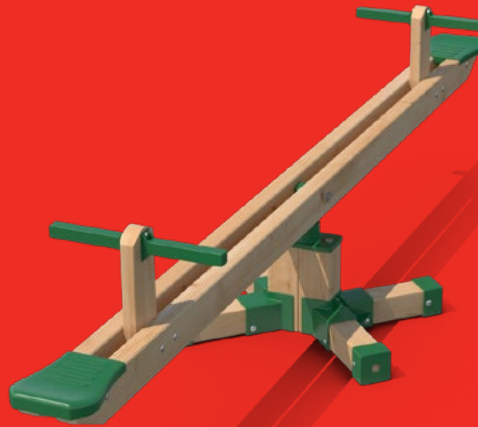
Subletting .... Is as much about creating the right workplace, as it is a cost reduction strategy.

So, once you've decided to sub-let, we'll manage the whole process – from securing the landlord's consent, to finding the right tenant, checking their covenant strength and liaising with your legal team/s.

We'll do it, so you don't have to.

Take the pain out of your plan

Renegotiate  
Better Terms



## Get The Right Balance

If you decide that remaining where you are is your preferred option, you'll have to renegotiate your lease (if possible).

As landlords prefer not to have empty premises, market conditions tend to favour tenants - so you should be in a strong negotiating position.

Your renegotiation strategy could include:

- **A Rent Free Period:** an impending lease break might allow you to negotiate a rent free period in lieu of not breaking the lease
- **Favourable rent:** if the lease is up for renewal, consider negotiating a rent reduction - *what are your rights of renewal (many leases are protected)*
- **Refurbishment/redecoration:** if the premises needs it, negotiate a 'deal' – *the rent is waived or reduced temporarily*
- **Limit your liabilities:** if the lease terms relating to repair costs are onerous, negotiate - *what better time to review your Dilapidations liabilities and secure more favourable terms. Is the building well run; should the service charge be capped*

Your bargaining power is underpinned by an old adage "a tenant *in situ* is worth more than a vacant property."

When staying put is the best 'move' option



## Our Promise

Whether your move was scheduled (prompted by a lease break/end), or your decision reflects a change in your strategic business planning, talk to us.

We'll help you make an informed decision and ensure your property plan complies with and delivers your strategic, financial and occupational ambitions.

## Contact



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