

Relocation Confidentiality Inward Investment Mergers & Acquisitions Partnership

CAD 2,000 to 100,000 sq ft Professional Consolidating Property and Location Consultants

Due diligence Space Planning Raising standards Refurbishing Downsizing

Interior Design Fit-out Turnkey Churn Managing risk Pan-European IT

Partnership Procurement Maximising value of estate Laboratories Move management

Business Continuity Intelligent Interiors Human Resources Time critical Relocation

Confidentiality Knowledge Partnership Strategic thinking Project Management

Offices SME to blue-chip Mergers & Acquisitions Offices Inward Investment

Property and Location Consultants Consolidating Professional 2,000 to 100,000 sq ft

100% unbroken record Downsizing Raising standards SME to blue-chip Space Planning

IT Interior Design Time critical Refurbishing CAD Fit-out Churn Due diligence

Procurement Pan-European Move management Maximising value of estate Warehouse

Managing risk Human Resources Business Continuity Turnkey Intelligent Interiors

Strategic thinking Project Management Knowledge On time. In budget. Every time

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## Location Strategy Management

LSM is a leader in the provision of location, property and relocation solutions, where confidentiality, strategic planning and good project management lie at the heart of all we do – minimising risk, uncertainty and disruption.

We work with SMEs and blue-chip companies alike, offering independent, bespoke solutions – from initial strategic planning, through to project management/turnkey solutions and move management.

We provide advice on a large menu-driven range of services including human resources, grant sourcing, IT, business continuity, image projection, interior and workplace design.

So, whether you're...

- Locating • Relocating • Consolidating
- Churning • Starting up • Refurbishing
- Maximising value of estate
- Developing overseas

... in the UK or anywhere in Europe, or just thinking about any of the above, Location Strategy Management are the friendly experts. For over 11 years, we've been delivering innovative location solutions.

LSM. 'On time. In budget. Every time'.



**Client:** Reed Elsevier Group/Lexis Nexis

**Brief:** To rationalise Central London Estate portfolio, including recent business acquisitions

**Objectives:** To maximise space utilisation and enhance the working environment of employees

**Services:** Strategic planning, Space planning, CAD, Design, Discovery, M+E and move management

**Quote:** "LSM proved to be very responsive to our needs and not only understood the sensitivities around the work we did together, but could also be relied upon to be very proactive in dealing with issues as and when they arose"

Jill Howis – Finance Director, Lexis Nexis

## Consult

Since 2001, LSM have been helping various divisions of the Reed Elsevier Publishing Group get best usage and value from their Central London Estate portfolio. Working closely with the Group Property Manager and divisional directors, LSM have reviewed 11 different buildings, looking at their occupation levels, departmental adjacencies and intercompany relationships – suggesting and then implementing many improvements and helping release superfluous space.

"Location Strategy Management helped us to optimise use of the target part of our portfolio, by undertaking a thorough review and by devising and implementing intuitive solutions... whilst being compassionate and understanding of the needs of both our business and employees".

Shelagh Pope – Group Property Manager,  
Reed Elsevier

BT Syncordia used LSM in assessing the impact and risk of relocating some 2,500 staff from various Central London locations to a new campus at Levesden Airfield. Our report and travel to work analysis was instrumental in providing the needed due diligence to proceed with this £multimillion project (BT successfully relocated to Levesden Airfield campus in late 2002).

And we're not just about offices... LSM are currently helping Ferring Research in re-planning their research laboratories and in reviewing options to extend their current facilities.

LSM. 'On time. In budget. Every time'.





**Client:** SITA

**Brief:** Interior design and fit-out, relocating from three premises to one

**Objectives:** Tight timescale and budget. Desire to reflect SITA's green image and to merge three cultures into one

**Services:** Turnkey including design, M+E, IT, fit-out, move management

**Quote:** "LSM were key to the overall success of SITA's new HQ. They worked closely with us to understand our business requirements and created a building with a 'look and feel' that reflects our company and its values – combining the practicalities of our business with a creative flair that has provided a very pleasant working environment"

Ian Sexton – Finance Director, SITA

## Turnkey

LSM transformed a landmark 1970's building into a modern air-conditioned HQ for SITA. It comprised 25,000 sq ft over five floors and suffered from run-down and redundant services including outdated lifts, toilets and air conditioning, as well as inadequate lighting, power and cable management – all of which needed replacing or refurbishing. The re-design included high levels of natural daylight and energy saving devices to ensure a warm and efficient environment for SITA's staff.

LSM have carried out many turnkey projects ranging from a Business Continuity Centre for Synstar (a joint venture partner company), to test and production facilities including blast-proof test cells for Turbo Genset.

Our 'concept approach' to turnkey/fit-out hinges on 'intelligent interiors', working to the old adage 'measure twice and cut once'. Our strategic approach to fit-out combined with our friendly and knowledgeable team gives clients the right results.

LSM. 'On time. In budget. Every time'.

# Don't just take our word for it...

|                    |                      |                     |                  |                    |                     |                   |                 |                      |                   |                        |              |
|--------------------|----------------------|---------------------|------------------|--------------------|---------------------|-------------------|-----------------|----------------------|-------------------|------------------------|--------------|
| Acer               | British Credit Trust | Control Risks Group | Dun & Bradstreet | GAB Robins         | Ifalpa              | Lexis Nexis       | MWB Business    | Pegasus              | Relocom           | Steris                 | Tropicana    |
| Anacomp            | BT Syncordia         | Convergent          | EC Consultants   | GBN                | Ideal Home Shopping | LRC               | Exchange        | Picon                | Roaming Test      | Stiles Harold Williams | Turbo Genset |
| Anthony Kidd       | Butterworths Tolley  | Court Cavendish     | Emerald Energy   | Glendrich          | Imagecom            | ManPower Services | NEC             | Pink Elephant        | Rx3               | Strutt & Parker        | Tyndale      |
| Apollo Leisure     | BZW                  | CPP                 | Entity           | Healthxchange      | Info Dimensions     | Marconi           | Netscape        | Premium Credit       | Rystan            | Summit                 | UKAS         |
| Axon               | CE Heath             | Credit Acceptance   | ESAB             | Heath Fenchurch    | ISYS                | Matthew Arnold    | Office Pavilion | Profile Therapeutics | Sainsbury         | Swan Hill              | Unigate/Uniq |
| BAT                | C&N Projects Ltd     | CTR                 | Europcar         | Heath Lambert      | Kennedy & Partners  | Metsa-Serla       | Olivetti        | Royal Borough of     | Seagate           | Swift                  | Viewlocity   |
| BDO Stoy Hayward   | Charter              | Dearborne           | Federal Express  | Houston Securities | Kimberly-Clark      | Miller Freeman    | Orvis           | Kensington & Chelsea | SeeAbility        | Synstar                | Visio        |
| Beanstalk          | Christian Salvesen   | DP&A                | Ferring Research | HVCA               | KLA-Tencor          | Mobil             | OTC             | Reed Elsevier        | SITA              | The Economist          | Vortice      |
| Birchcroft         | ClearChannel         | DMR                 | Formida          | ICO                | KLA Instruments     | Monsanto          | Peek Traffic    | Regus                | Steelcase Strafor | Tiphook                | WHSmith News |
| Bradford & Bingley | Comdisco             | Dudley Bower        |                  |                    |                     |                   |                 |                      |                   |                        |              |

## Working together

People are the heart of our business. Whenever we embark on a new project, we are careful to select a team that fits not only the requirements of the brief, but one that matches your culture as well. We take pride in our people, who we select equally for their experience and their friendly, yet professional, approach.

The team is headed up by Richard Pugh and Peter King – both industry leaders – who have been pivotal to the growth and continued evolution of LSM.

## Profiles



### Managing Director **Richard Pugh**

Richard's background lies in Construction, Facility Management and Relocation, in both the UK and across Europe.

As a Senior Facilities Executive for a major US technology company in the 1970s, Richard set up a division of the company in the UK and then formulated and managed a new facility programme throughout Europe.

Known and respected throughout the industry, Richard is a founder member of the British Service Providers Association – a DTI initiative – acting as a speaker on his regular visits to the States and Canada.

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### **Peter King** Deputy Managing Director

Peter has over 25 years' experience in Facility Management, Relocation and Communication Technology across the UK and Europe.

As the Senior Facility Executive for a US mainframe manufacturer, Peter was responsible for all aspects of setting up 44 offices throughout Europe from country/area validation and lease negotiations through to the complex wide area networks that connected them for voice and data communications.

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