

ACCELERATED LEASING



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DELIVERED BY SAVILLS PIVOT

Office markets are having to evolve driven by a structural change in the way businesses see the value of the workspace environment. Increasingly, the direction of travel is for more flexible, fitted, local and managed workspaces.

PIVOT is a key component of Savills Flex. It is designed for building owners and occupiers with the purpose of accelerating the leasing and occupation of vacant or surplus workspace across the UK.

PIVOT offers everything from demand generation to the design, delivery and management of private tailored workspaces.

PIVOT enables an occupier to choose which option best suits its needs in a range of workspaces from as little as 1,500sqft to much larger spaces.

CAPTURING DEMAND IN YOUR BUILDING

For owners of vacant space or occupiers with surplus space, PIVOT broadens your market reach by simultaneously offering multiple leasing solutions and therefore accelerates leasing, saving time and money.



PIVOT APPLICATIONS

PIVOT can support both owners and occupiers in many different scenarios.

OWNERS AND OCCUPIERS

PIVOT SPEC
PIVOT BESPOKE
PIVOT MANAGED

OWNERS AND OCCUPIERS

STRUCTURE A CORE
& FLEX LEASING MODEL

OWNERS AND OCCUPIERS

GENERATE A RETURN UP UNTIL
A BLOCK DATE/LEASE EVENT

OWNERS

REPOSITION A FAILING CENTRE
LET TO OR RUN BY A SERVICED
OFFICE OPERATOR

OCCUPIERS

WORKING WITH T-REP ADVISORS
ON BUILDING SELECTION,
DESIGN AND DELIVERY OF
TAILORED WORKSPACES

OCCUPIERS

MITIGATE OCCUPATIONAL
COSTS ON SURPLUS SPACE
HELD UNDER A LEASE

(subject to the cooperation
of the landlord)

WHY PIVOT?

ALIGNING SUPPLY AND DEMAND

KEY LEASING ADVANTAGES

- Accelerated leasing
- Broadens market reach
- Utilises multiple online marketing channels
- A key component of Placemaking
- ESG - a key consideration
- Risk averse - can be a demand led solution
- Shorter rent free periods
- Reduced void property costs
- Maintain control - no 3rd party intermediaries
- Direct contractual relationship with the occupier
- Savills expertise in design, delivery and management
- Saves time and money

KEY OCCUPIER ADVANTAGES

- It is not a sharing coworking environment
- A private, bespoke, agile working environment
- Shorter, flexible lease commitments
- No upfront capital, delivery or operating risks
- Property cost certainty
- Speed of delivery - both fit out and IT
- Direct contractual relationship with the building owner/occupier
- Choices - either a tailored fit out or the additional benefits of fully managed workspace
- De risk challenges of headcount fluctuation

WHO IS THE DEMAND?

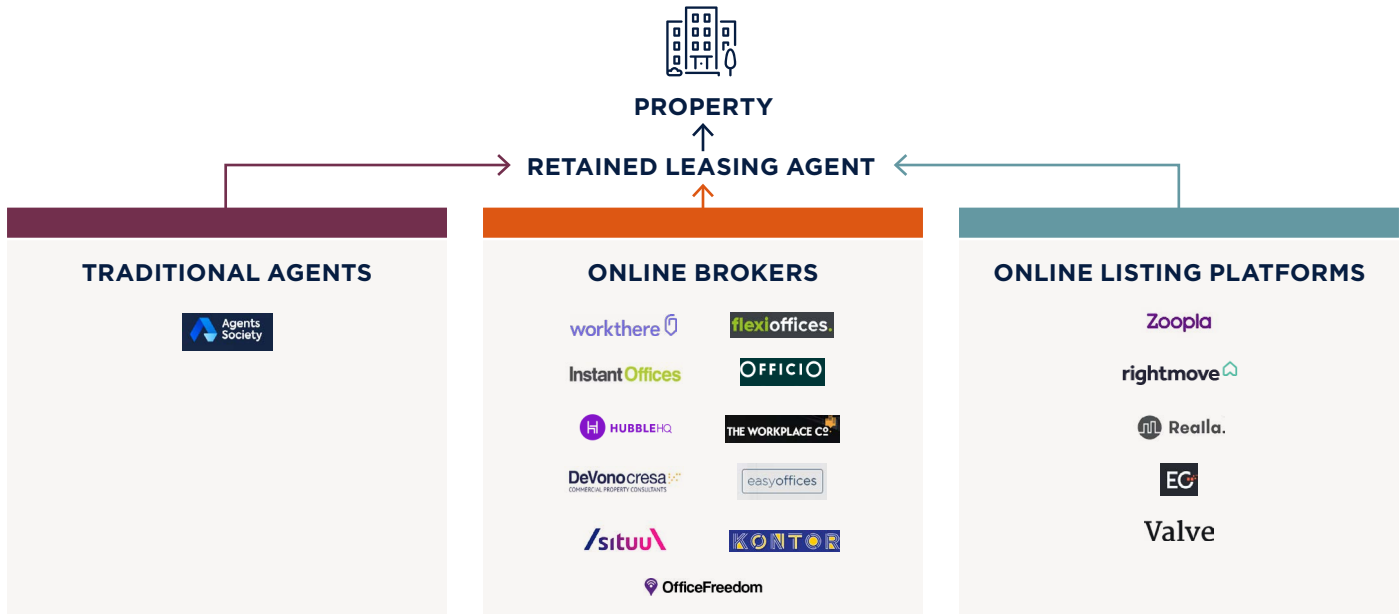
Targeting occupiers who need between 20-150+ tailored workstations.

Simply more choice, flexibility
and less risk.



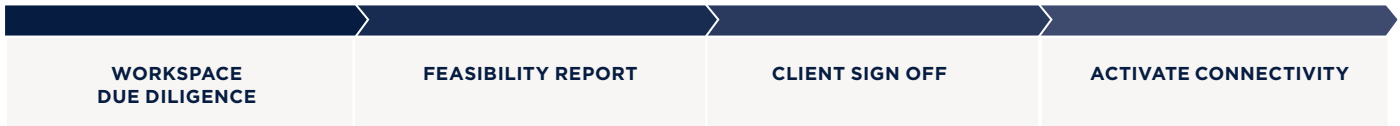
DRIVING DEMAND

Optimising all traditional and digital marketing channels.

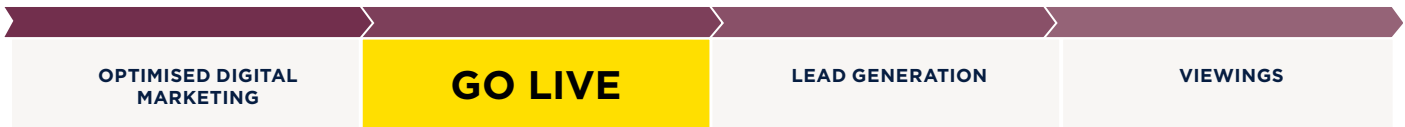


DELIVERING THE SOLUTION

Scope



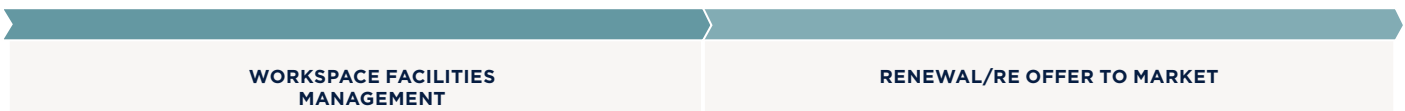
Demand Generation



Deliver



Services



PIVOT IS TRUSTED BY

Hines

AEGON

HOIHUP
REALTY
海峡實業私人有限公司

Ro
REAL ESTATE

MAYA
CAPITAL GROUP

canada *life*

OrchardStreet
INVESTMENT MANAGEMENT

Accelerating the leasing of c.150,000sqft of workspace.



There's always something
to discover at Brindley.

BRINDLEYPLACE, BIRMINGHAM

“The team at PIVOT have been a great help to us throughout the process of creating our Tailored Workspaces offer.”

Raj Rajput

Managing Director,
Asset Management Hines

Hines



TEMPUS COURT, GUILDFORD

“Savills had our best interests at heart throughout the whole delivery process and were professional and easy to work with.”

Darran Blount
Managing Director

itm



42 TRINITY SQUARE, LONDON, EC3

“Having not only delivered a well thought through spec fit out, the showcasing of this workspace has also acted as a catalyst in accelerating the leasing activity over the vacant floors, which was the objective of working with the Savills PIVOT team.”

Rachel Robinson

Asset Manager



LET'S CONTINUE OUR CONVERSATION



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ABOUT SAVILLS

Our mission is to represent our clients diligently, and through that commitment, achieve superior results.

Savills is one of the world's largest real estate firms. Established in 1855, we now have over 38,000 employees in over 600 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East. Through our advice, our property management capabilities and our transactional services, we help our clients to fulfil their real estate needs – whatever and wherever they are.

Savills UK operates across 131 offices nationally and services the full spectrum of the real estate sector through our 400 different service lines. We provide a complete range of property solutions throughout the life-cycle of any real estate asset nationwide.

A unique combination of sector knowledge and flair gives clients access to real estate expertise of the highest calibre. We are regarded as an innovative organisation and a number of recent market awards are a testimony to our success.

Through a combination of targeting our local contacts, presenting market research, undertaking private presentations and staging exhibitions, we continue to explore opportunities to target new markets across the globe.



