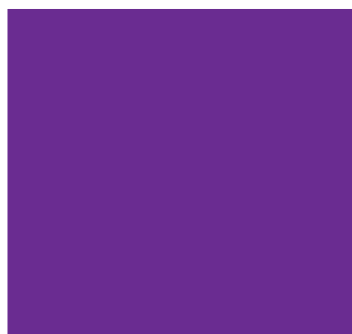


# **BUILDINGS**

**cost & project  
management**



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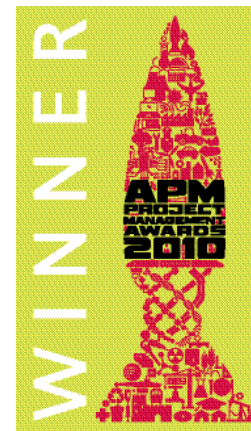
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ABOUT MOTT MACDONALD



OUR SERVICES: **SPECIALIST M+E COST MANAGERS** **BEST VALUE COST MANAGEMENT APPROACH** **LEGAL SERVICES**  
**DIVISION RISK MANAGEMENT REGIME** **MARKET TESTING OF MAJOR BUILDING ELEMENTS** **BENCHMARKING COST**  
**MODELLING OPTIMUM PROCUREMENT SOLUTIONS** **CLIENT FOCUSED DELIVERABLES** **CHANGE CONTROL MANAGEMENT**  
**ONE OF THE WORLDS LEADING PUBLISHERS OF CONSTRUCTION COST DATA** **LARGE TEAM OF DEDICATED ECONOMISTS**  
**AND RESEARCHERS** **WHOLE LIFE COST DATA AND ANALYSIS** **BENCHMARKING COST DATA FOR ANY BUILDING TYPE**  
**CARBON FOOTPRINT ANALYSIS** **INFLATION FORECASTING** **CONSTRUCTION PRICE MOVEMENTS**

# COMMERCIAL OFFICES

## SCOPE OF SERVICE OFFERING

We are able to offer clients extensive services beyond our core services including;

- Building performance benchmarking
- Building services support
- CDM coordinator
- Construction consultancy
- Cost planning
- Facade engineering
- Fire strategy
- Legal support
- Life cycle costing
- Programme management
- Project management and employers agent
- Risk management
- Specialist cladding support
- Structural services support
- Sustainability advice
- Value engineering
- Vertical transportation

Drawing on our extensive experience, we are able to offer measurable benefits to clients in the commercial office market. We understand our clients need for value for money, maximising the potential for their development and producing great buildings.

We are able to offer an enviable service, offering cost and project management advice supplemented by our specialist knowledge.

We have the expertise to make a difference including experts in the cost management of its mechanical and electrical services.

We also have the support of a wide range of in-house expertise that add real value including lift and façade specialists that can offer expert technical advice.

We are able to draw upon our Economic Research Unit, one of the world's leading publishers of construction cost data.



### EXXONMOBIL HOUSE, LEATHERHEAD

The building comprises of two buildings each with three floors. The buildings are joined by a fully enclosed central atrium. The project comprised of extensive refurbishment of the existing 250,000sq ft office accommodation including all building services, whilst maintaining business as usual for the occupants. On completion ExxonMobil relocated staff from their central London office to the new office.



### COLCHESTER GARRISON HEADQUARTERS

Our team provided full pre and post contract services on the design and construction of a new Garrison accommodation, on the 185 acre site. The development consists of 141 buildings including 25 offices of two or three-storeys providing over 40,000 sq m of naturally ventilated accommodation to a Category B fit out standard.



#### ALDAR PROPERTIES, ABU DHABI PLAZA

Our team provided project and cost management services on the construction of a landmark high rise development comprising a staggered matrix of towers ranging from 6 to 88 storeys in height and providing over 500,000m<sup>2</sup> of built area.

We supported the client with detailed development appraisals for a variety of alternative design options to maximise the development potential of the site return against capital cost whilst adhering to the planning constraints and maintaining its iconic status.

We were able to provide cost robustness prior to committing to construction which was of great importance to the client during a period of rapidly changing economic and market conditions.

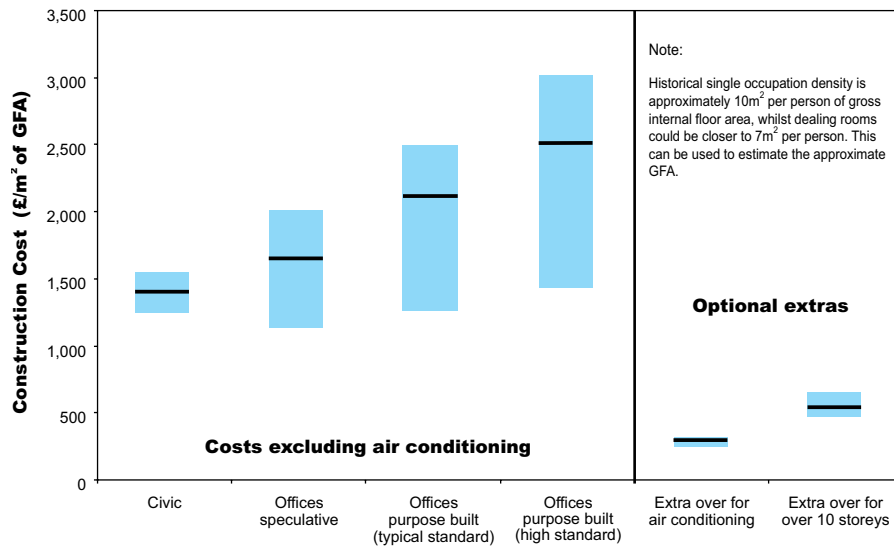
Our expectations were exceeded in respect of the personal commitment given by Mott MacDonald staff and for their dedication to the task.

Matt Sawyer, ExxonMobil

#### key clients

- Aldar Properties
- Berkeley Square Holdings
- Bocam Park Limited
- ExxonMobil
- Greycotts
- Grosvenor Waterside
- Harrods Limited
- Karachi Port Trust
- London Stock Exchange
- Network Rail
- PPF Group
- Royal Bank of Scotland

#### Building cost data - office benchmarks



#### MANCHESTER CIVIL JUSTICE CENTRE

Mott MacDonald was the multi-disciplinary consultant for the £113million, 28,000m<sup>2</sup> Manchester Civil Justice Centre, 47 law courts and headquarters for the north-west England Department of Constitutional Affairs (DCA). The MCJC utilises a range of environmental aids including wind scoops, an environmental veil and groundwater cooling, to supplement more conventional heating and cooling systems. It required advanced three dimensional computer modelling to demonstrate compliance with user targets for low energy, natural ventilation and day lighting, helping to receive an Excellent BREEAM rating and to beat Carbon emissions targets by some 20%.



# WORKPLACE

Working in the workplace market, in the public and corporate sectors, for over 30 years we understand our customers priorities – value for money, cost certainty and programme delivery.

We have used our expertise and experience to develop robust systems and methodologies to deliver our customer requirements.

We provide cost and project management services with extensive knowledge of corporate headquarters, sustainable development, office refurbishment, fit-out and multi phased restacking and relocation projects.

Our people are specialist in their field and come with a wealth of knowledge of the sector.



#### **NOKIA SIEMENS NETWORKS**

Franklin + Andrews are helping Nokia Siemens deliver a consolidation programme of their 20m ft<sup>2</sup> estate across seven international regions.

What a fantastic office, especially with the depth of detail and all the equipment for the Googlers. Wow! looks even better than a couple of days ago. So many thanks for everybody's hard work and commitment to the project and its very successful completion.

Joe Borrett, Head of Real Estate and Construction, EMEA  
Google



#### **GOOGLE, BUCKINGHAM PALACE ROAD, VICTORIA**

This new office is designed to create a dynamic and collaborative work environment that supports the growing number of Google staff in London covering 78,000 sq ft over two floors. As with many other Google offices worldwide, the office has a strong local theme of London - Brighton incorporating many iconic elements of both in the office design. Open plan workstations for all staff are mixed with meeting rooms, offices, VC booths, break out/seating areas and support spaces for printing and IT technical support.

Mott MacDonald also work globally with Google providing a wide range of services on exciting cutting edge office projects including project and cost management, CDMC, LEED and Ska sustainability in locations including Moscow, Dubai and Kampala.

## THE BENEFITS OF OUR SERVICE

- value for money and cost certainty optimisation of space
- managing costs, not just reporting them
- access to the wider Mott MacDonald Group expertise
- data services, ranging from capital investment decisions through the whole life cycle of projects
- helping pick the right specification to optimise running performance
- improving development returns
- accurate cost advice
- tailored procurement solutions
- whole life cost approach
- CO<sub>2</sub> measurement and control

Mott MacDonald has a good team spirit, flexible approach and willingness to roll up their sleeves and get involved. The team do not get derailed – just get the job done.

Nokia Seimens Networks



### CITADEL, LONDON

The scheme comprise 50,000 sq ft on the 15th and 16th Floors of a newly completed Cat A building. Our services comprised not just a traditional quantity surveying role but the incorporation of the Furniture and IT elements of the project in the overall clients budget.



Image courtesy of David Churchill

### key clients

- Aldar Properties
- Allied Dunbar
- Avon Cosmetics
- Citadel
- Citibank
- Deutsche Bank
- Financial Services Authority
- Google
- GVA Grimley
- Harrods Limited
- HSBC
- KPMG
- Lloyds TSB
- London & Regional Properties
- Macob Projects
- Mentor Graphics
- Nokia Siemens Networks
- Royal Bank of Scotland
- Urengo

### BLUE BAY ASSET MANAGEMENT HQ, LONDON

37,000 ft<sup>2</sup> high quality CAT A fit out works. Our team achieved a 25% saving on the final account

# RETAIL

This is quantity surveying as it should be – cost management NOT cost reporting.

David Kent, Harrods Ltd

Retail clients' requirements vary considerably from those in other sectors and it is only through identification and understanding of these requirements that we are able to deliver a valued contribution to the completion of the project.

The very nature of retail means that the window of opportunity for any new initiative is restricted and operational requirements of retailers are such that construction work must have minimal effect on a trading store.

We understand these issues and specialise in the provision of cost management services to developers and end-users alike.

We fully understand the complexities of any scheme, appreciating their differing requirements and priorities. We have worked successfully on many fast track projects including new build, refurbishment, extension and modernisation – ranging from one-off projects to store roll-outs.

We believe that is essential to strictly manage costs from the outset of the project right through to its completion.

We would help clients to continually reduce construction costs whilst maintaining their high quality standards.

We propose to provide our clients with a high quality, innovative project and cost management services. The measures are implemented at both project level and programme level.

## AQUASCUTUM FLAGSHIP STORE, REGENTS STREET

Cost management and procurement advice on a 25 000 ft<sup>2</sup> fast track fit out of an existing retail outlet in Central London to form new flagship store. The scheme required the strip out and refurbishment of the existing unit, to form a high quality retail environment with structural works being undertaken whilst the unit was still in occupation.



## MARKS & SPENCERS NEW STORE CONCEPT, UK WIDE

Projects included the refurbishment of the flagship store at Marble Arch and the UK roll out of the new concept across 200 + stores. We also provided project management on the roll out of 35 Café Revive coffee shops in stores throughout the UK.



**HSBC, QUEEN VICTORIA STREET, LONDON**  
 £9m fit out of the biggest bank in the UK, including new service lifts, staircases, façade alterations and CAT A fit out works.

**key clients**

- Aquascutum
- Borders Books
- Coffee Mania
- Dreamland
- Gateway supermarkets
- Harrods
- HSBC
- Hutchison 3G
- Marks & Spencer
- PC World
- Planet Hollywood
- Sainsbury's
- Tesco

**3G ROLLOUT**

Our team undertook the cost management and planning supervision on the delivery of 20 stand alone stores across the UK



Their sound technical knowledge coupled with their quantity surveying skills has proved very effective in achieving value for money... They played a key role in the successful outcome of this challenging redevelopment of our Flagship store

Neil Reus, Marks & Spencer

**HARRODS, GATWICK**

Mott MacDonald has enjoyed a ten year relationship with Harrods providing PM and QS services on retail store fit-outs, extensions and major project developments, including work on their flagship Knightsbridge store and more recently at their store in Gatwick Airport. Our team has also worked with Harrods on mixed use developments, residential developments and Fulham Football Club.



# SPORTS

The advice you have given has been excellent and the standards of service of the highest quality. We very much enjoy working with your team and look forward to delivering the project with you

Martin Perry, Chief Executive  
Brighton and Hove Albion Football Club

We have been providing world class cost consultancy services on sports projects for over 20 years.

Our dedicated sports team has a clear understanding of both sides of the capital/revenue equation, ensuring that the capital investment generates a sustainable business both in financial and operational terms.

Our experience and expertise, combined with our Economic Research Unit's extensive cost database, helps our clients and design teams to review the options quickly and effectively by providing the appropriate level of information to allow informed decisions to be made. This information reflects the bespoke project requirements and will include commentary on capital, revenue, risk, time and quality where appropriate.

## key clients

- AIK Stockholm
- Aviva Stadium
- Brentford FC
- Brighton + Hove Albion FC
- Edgbaston Cricket Ground
- Everton FC
- FC International
- Fulham FC
- PPF Group
- Rosenborg FC
- Saracens RFU
- Wembley National Stadium Ltd

**NATIONAL INDOOR SPORTS ARENA AND VELODROME, SCOTLAND**  
Providing cost consultancy services to Glasgow City Council for the arena and velodrome, which will be one of the main venues for the 2014 Commonwealth Games. Located on brown field land, the multimillion pound facility will comprise a 5000 seat sports arena with a 200m hydraulically operated running track and a 2000 seat indoor velodrome.

**BRIGHTON AND HOVE ALBION FOOTBALL STADIUM**  
Providing full quantity surveying and employer's agent services for the 22,500 seat community stadium located on the outskirts of Brighton. It will include corporate hospitality facilities, community learning hub and independent education space for two local colleges plus the club's offices and a retail outlet.





**AVIVA STADIUM**

The project comprised the demolition of the existing Lansdowne Road Stadium and the development of a new iconic, world class, 50,000 all-seater stadium to host football, rugby, concerts and other major events.



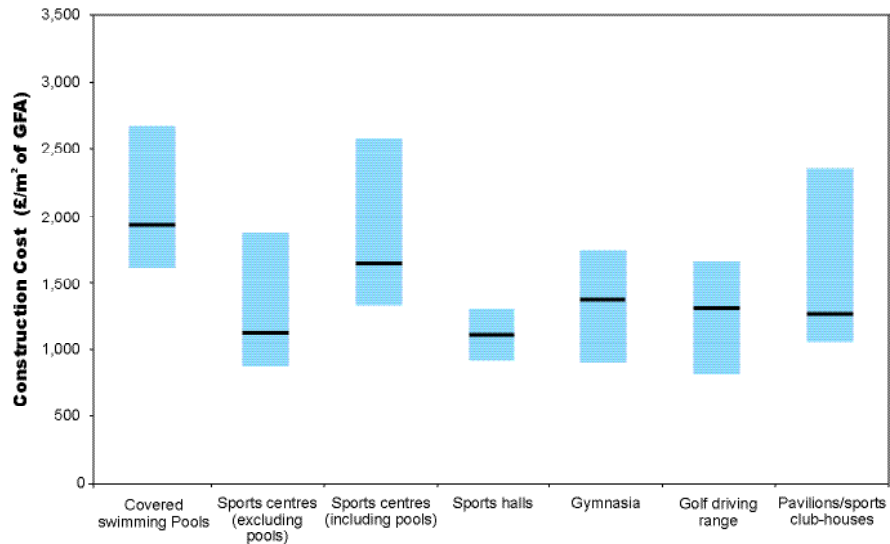
**WEMBLEY NATIONAL STADIUM**

New £750m 90,000 seater national stadium with a spectacular 133m high arch. The development includes 13 restaurants and 162 hospitality suites capable of hosting 10,000 diners

It is refreshing to work with Mott MacDonald because they think about the project from our point of view. It's not just about the capital cost they are concerned with - its how that investment delivers a revenue stream for our business plan.

Commercial Director, Wembley National Stadium Limited

**Building cost data - sporting facility benchmarks**



**CORBY POOL**

Located in the town centre the multi purpose Olympic sized 50m 8 lane pool, complete with wet and dry changing facilities, viewing gallery, 20m learner pool and fun pools complete with Pirate Ship. The unique building is constructed with a series of Glulam beams connected to a steel frame, with a light weight curved roof with faceted glazing panels. The pool has a moveable pool deck, with concrete undercroft and balancing tanks.



# RESIDENTIAL

Mott MacDonald's enthusiasm, expertise and personal commitment was particularly appreciated and delivered benefits to the accuracy of the project analysis

Stuart Morley, GVA Grimley Ltd

Our Clients receive measurable benefits from our service provision, enhanced by our breadth of residential experience and specialised sector knowledge.

Political and social-economic influence have combined to promote the growth of new communities, city centre living and urban regeneration, with a boom in apartment living and mixed use schemes.

The creation of new communities and the relaxation on the density of developments is assisting in meeting current demands.

Through our dedicated Economic Research Unit we are able to accurately draw on information in the residential sector and add value to our clients by providing timely and accurate cost information which is backed up by our benchmarking data.

We provide project and cost management services for a range of the major residential developers. We add value by using our expertise of the Residential sector to enhance the overall development appraisal.

#### PPF GROUP

Mott MacDonald are currently undertaking project management, cost consultancy, M&E, facade, structural and CDMC services on top end residential projects in Central London including this £42m Georgian residential property in Belgravia London (pictured left) and Sundown Olympic Equestrian Residences (Hascombe) with significant future residential projects in development.



#### key clients

- George Wimpey
- Bellway Homes
- Bryant Homes
- Countryside Properties
- Crosby Homes
- George Wimpey Homes
- George Wimpey City
- Persimmon Homes
- Westbury Homes
- Redrow Homes
- St David Ltd
- Swan Hill Homes/
- Raven Group

#### ALTOLUSSO, CARDIFF

A £30m landmark inner city high rise development comprising 292 high quality residential apartments over 22 storeys for Redrow Homes, achieving 'consultant of the year' for our project and cost management services



## DEVELOPERS APPRAISAL

Review of project options to maximise developers returns including:

- number of units
- specification of units
- mix of units and size
- level of fit out
- tenant extras
- efficiency of floor area
- phasing
- customer care

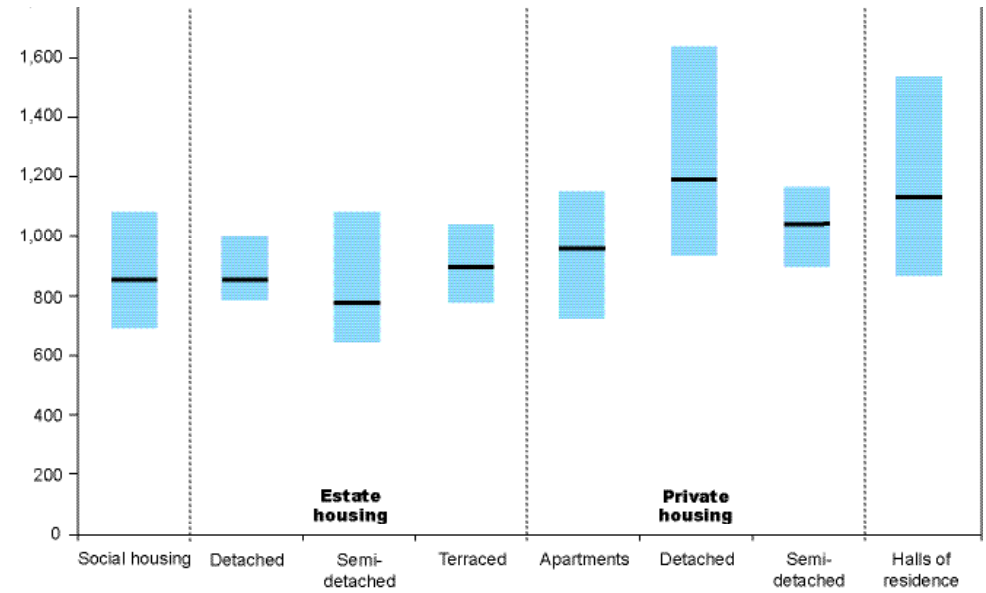
### CONVOYS WHARF

A major mixed use regeneration project in London's Docklands includes three high rise residential towers of 26, 32 and 40 storeys. Sustainability and renewable energy are a key feature of the development.

### CELESTIA, CARDIFF BAY

We provided project and cost management services in association with the £50m development, comprising 608 new apartments, 457 private and 151 affordable units. £2m of value engineered savings were achieved

### Buildings cost data - residential facility benchmarks



# PUBLIC SECTOR

From day one I felt like you interpreted our brief correctly and had a very good understanding of what we were looking for from this Development.

Carmarthen County Council

We work in close collaboration with a wide range of both local and central Government clients. We develop our systems and service offering to meet the needs of the individual client and adopt a continuous improvement process to ensure our service evolves and improves as the relationship develops.

We have long term framework relationships with a range of local authorities and Government departments. We are able to add value to our commissions by bringing innovative solutions and ideas from other market sectors.

Mott MacDonald is an approved Buying Solutions supplier under the Project Management and Full Design Team Services Framework which has already been through a rigorous OJEU tendering process and complies with all EU procurement law and regulations.



#### INDEPENDENT PARLIAMENTARY STANDARDS AUTHORITY

Mott MacDonald was appointed in November 2009 to undertake a challenging high profile, fast track, 11,000 sq ft office fit out for IPSA, which also included feasibility studies.

#### HOUSE OF COMMONS, RE-STACK AND RELOCATION STUDY

We undertook a study reviewing existing House of Commons' office accommodation and developing options for the redistribution of various departments. Our report was presented to the House of Commons Management Board for review and achieved client satisfaction as options developed met brief/user requirements.

#### key clients

- Carmarthenshire County Council
- Department for International Development
- Department of the Environment, Transport and the Regions
- Dorset County Council
- Financial Services Authority
- Glasgow City Council
- Home Office
- Leicester City Council
- London Borough of Ealing
- London Borough of Southwark
- Somerset County Council



### Our services include:

- Project Management
- Employer's agent
- Contract advisory services & dispute resolution
- Contract management
- Cost and contract engineering
- Quantity surveying and cost management
- Whole life costing
- Capital allowances



#### CARMARTHENSHIRE COUNTY COUNCIL FRAMEWORK

This is a partnering contract with Carmarthenshire County Council to provide technical, cost consultancy, project management and management consultancy services. The partnership is with the Council's technical services department which act as a hub for undertaking all capital investment work for the internal client departments which include housing and social care, education and life long learning, regeneration and corporate property.

#### LONDON BOROUGH OF SOUTHWARK

Franklin + Andrews have held frameworks with the London Borough of Southwark for over 30 years to supply cost management services on over 250 projects including housing stock refurbishment / Decent Homes works, estate regeneration, education, sport, culture and civic projects.



### WE DELIVER A KEY CONTRIBUTION TO

- Business driven capital investment programmes
- Required asset performance at affordable cost
- Optimal whole life costs
- Reliable, maintainable and operable assets
- Project strategy and procurement
- Customer care
- Reducing cost, increasing value
- Better outcomes for the tax payer

You are the best and most cost effective QS I have worked with in 25 years – you have always saved more than you cost

LB Southwark

# HEALTH

We have an unrivalled knowledge of the healthcare sector, having over 140 years' experience across the full spectrum of healthcare projects in both the public and private sectors, ranging from new major teaching hospitals, to minor ward refurbishments and extensions.

Through our dedicated Economic Research Unit we are able to accurately draw on information in the healthcare sector and add value to our clients by providing timely and accurate cost information which is backed up by our benchmarking data.

I found staff to be thoroughly professional with a strong customer focus, providing a first class service on schedule

Rod Taylor, Betsi Cadwaladr University Health Board

## WE DELIVER A KEY CONTRIBUTION TO

- Business driven capital investment programmes
- Required asset performance at affordable cost and to schedule
- Optimal whole life costs
- Reliable, maintainable and operable assets
- Project strategy and procurement



### GU SEXUAL HEALTH HUB

The 1,095m<sup>2</sup> development is over three floors and comprises; genitourinary and HIV clinical spaces; consultation, examination, treatment, testing and counselling accommodation will occupy the lower two floors. The upper floor will be for staff training, teaching and office and welfare accommodation. A BREEAM 'Very Good' rating will be achieved by the building.

The team introduced teleconferencing to reduce carbon outputs, introduced meetings to review risk registers and established remote storage of early warning notices.

#### GUY'S AND ST THOMAS'

Designed by Heatherwick Studio, Boiler Suit is made up of 108 undulating tiles of woven stainless steel braid and is illuminated at night to provide a distinctive welcoming beacon for staff and visitors arriving at hospital in the dark. It is part of a major external works scheme which includes a huge number of improvements which will benefit patients, visitors and staff alike



#### key clients

- Cardiff and Vale NHS Trust
- Great Ormond Street Hospital NHS Trust
- Guy's & St Thomas' NHS Trust
- Kier Health
- Kings College London
- Leicestershire Partnerships NHS Trust
- Maidstone NHS Trust
- Norwest Holst Ltd
- Pembrokeshire and Derwent NHS Trust
- Taunton & Somerset NHS Trust
- The London NHS Trust
- Queen Victoria Health Trust

#### DEVONPORT PENINSULA DENTAL SCHOOL

Dental school comprising 40 chairs and associated teaching and research space to provide education, training and research in dentistry and primary dental care for adults and children. The team successfully steered the lead client towards a settlement of final account and claims with the contractor, thus avoiding contract administrator actions.



Mott MacDonald provided a flexible, professional service, often through difficult circumstances

Senior Project Manager, Guys and St Thomas' NHS Hospital Trust

# EDUCATION

We have an excellent knowledge of the education sector, built up from over 140 years' experience.

We work with local authorities, universities, schools and colleges in the public sector, as well as independent schools in the private sector and have a reputation for innovation and a proactive approach to cost control on education projects.

Our experience spans the primary, secondary, tertiary and further education sectors and covers

the whole spectrum of procurement options – from traditional one-off projects, through framework agreements, to PFI/PPP schemes.

We are involved in the latest Government initiatives including City Academies and Building Schools for the Future. Working together with our sister company Cambridge Education, we have access to specialist education consultants, which means we are able to provide a fully integrated service to our customers.

#### UNIVERSITY OF WALES, NEWPORT

The new £30m city centre campus was delivered on time and within budget to the delight of Newport University. We acted a lead advisor and project manager for this award winning prestigious development

You have demonstrated the ability to understand our requirements and objectives and have been able to communicate and manage a broad range of private and public sector organisations to achieve the outcomes we are seeking.

Graham Rogers, University of Wales Newport





**JOSEPH ROWNTREE SCHOOL, YORK BSF**

Joseph Rowntree School is a new 12,000m<sup>2</sup> pathfinder school within the York BSF programme. Designed around the 'Wilkinson Eyre' template, the school contains 6 hubs joining a central street and accommodates 1,300 students. The school achieved a BREEAM 'very good' rating for its natural daylight and ventilation, as well as a biomass heating system, ground cooling for the lecture theatre, rainwater harvesting and a green roof. The Joseph Rowntree School won the award for the "most versatile learning space" in the Partnership for School (PFS) 2009 Awards.

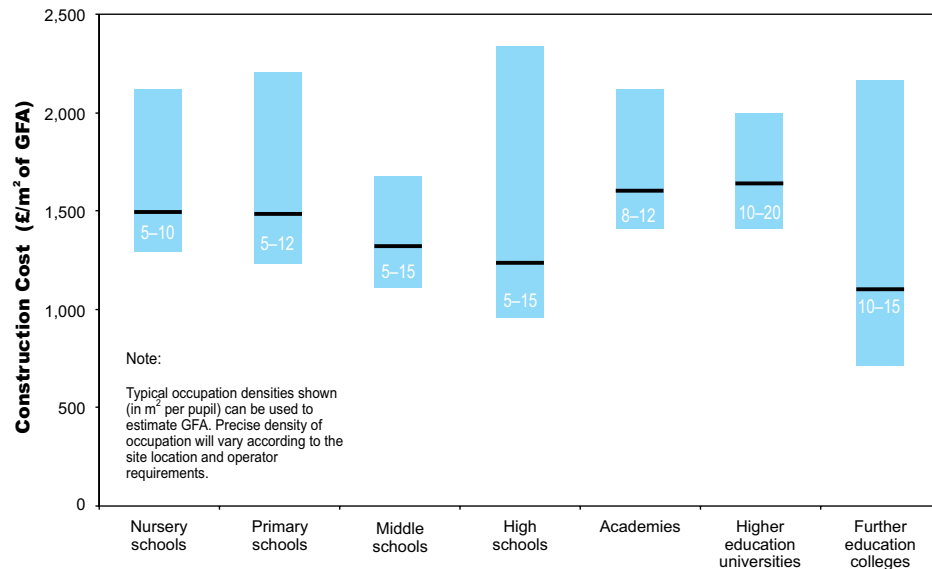
**key clients**

- Building Schools for the Future
- Cardiff City Council
- Carmarthenshire County Council
- Dorset County Council
- Fife Schools
- Leeds Grammar School
- Leicester City Council
- London Borough of Brent
- London Borough of Southwark
- O&H Hampton Limited
- Somerset County Council
- University of Leeds
- University of Wales College of Medicine
- University of Wales, Newport
- Westminster Kingsway College

**BENEFITS OF OUR SERVICE**

- Value for money and cost certainty
- We identify solutions, not problems
- We manage costs, not just reporting them
- We have access to in-house specialist education consultants
- Our data services range from capital investment decisions through to the whole life cycle of projects
- We can help you pick the right specification of building to optimise your running performance
- Modular buildings reducing programme, increasing quality

**Building cost data - educational facility benchmarks**



**UNIVERSITY OF GLAMORGAN, NEW STUDENTS UNION**

The new £5m students union centre includes events areas, bars, cafes, shops and administration areas. A delighted client awarded our team with a performance bonus for our contribution to this prestigious project.



# CARBON FOOTPRINTING

LifeCYCLE will enable strategic decisions to be based not only on capital cost but also the financial and environmental performance of every component of a building project.

Construction projects face growing pressure to reduce CO2 emissions.

Our LifeCYCLE carbon cutter substantially reduces the carbon associated with building, upgrading and operating assets.

Our Economic Research Unit has created and launched LifeCYCLE – the industry-first cost and carbon modelling tool that enables the carbon associated with building, upgrading and operating assets to be substantially reduced.

For the first time, LifeCYCLE will enable strategic decisions to be based not only on capital cost but also on the lifetime carbon footprint, operation and maintenance costs, and financial and environmental performance of every component of a building project.



Capital cost, life cycle cost and CO2 in one calculation

Model between new build and refurbishment

Adjust more accurately for time and location

Model the impact of transporting your resources

Reports and methodologies to ISO and best practice standards

See the data assumptions and – if you want – change them

Model different life spans of building

Optimise specification based on whole life performance

Output resource, waste and inflation reports

Change frequency of activities and smooth expenditure profiles

CapIT is the first online system of its kind in the world, allowing users to estimate cost and embodied carbon values for construction activities.

**Control your carbon.**

For the first time ever, estimate the embodied carbon value of every construction work activity on line.

**Tailored to fit.**

Audit and change the rate build-us, add your own date items or carbon values.

**Integrate with your workflow.**

Download the data into spreadsheets so you can seamlessly integrate carbon and cost estimates into your existing working practices.

**Where and when' specific costs.**

Specify the region and time of your project to get the most precise costing.

**Zone in on the optimum scenario.**

Create alternate versions of a project and easily compare them with our snapshot function.

**In the office and on site.**

This system has been designed to be used on PDA's - perfect for consulting on site.

**Establish a standard.**

Generate consistent reports which are easy to compare and can be included in project option evaluations, estimates, tenders and value for money studies.

**Double your efficiency.**

Avoid quantifying the project twice by integrating your carbon and cost calculations.

**Fully up-to-date.**

Cost and carbon data prepared and updated quarterly with Franklin + Andrews' unparalleled knowledge and expertise.

**Single resource for civils + building data.**

Contains all carbon and cost data from the ICE's CESMM3 Carbon & Price Book and the Hutchins UK Building Blackbook.



# SMART BUSINESS



Mott MacDonald in partnership with Peoplespace

We can help you achieve:

- Better service delivery
- Quick significant savings and self funding benefits
- Future proof agility
- Increased performance
- Annual cost reductions

Staff working for the London Borough of Islington are enjoying a healthier work: life balance as a result of the Council's adoption of our SMART Business principles.



## The Opportunity

In most organisations traditional ways of working with 1:1 desking are adopted. Measured studies indicate occupancy in these environments is often lower than 50%. In recent years many public and private sector occupiers have focussed attention on occupational space efficiency as they have become more rigorous in their management of property costs, whilst also focussing on improving the quality of the work environment. In principle, removing 30% of the desks and introducing non-territorial working would still allow work to be carried out effectively even without the introduction of further flexible working, as long as the desk-sharing is managed effectively.

Our Smart Business methodology enables to deliver new working environments across the People, Property and Technology disciplines.

## Understanding the Needs

- The need for growth and spare capacity to accommodate organisational change.
- The need for assistance to productivity and an enhancement in working environment.
- The need to foster a flexible working culture in the department and encourage a willingness to embrace new practices.
- The need to plan for visitors and different patterns of use in the workplace.



SMART approaches to working provide benefits across People, Property and Technology

## Our Work

### Independent Parliamentary Standards Authority:

The requirement was to develop new operational space with 11,000sq ft to be acquired, designed, delivered and operational within 19 weeks. Mott MacDonald provided a full project team from inception to completion, with responsibility for property evaluation, scenario modelling, feasibility studies, business case data and full design services. Value: Confidential.

### London Stock Exchange:

Mott MacDonald was appointed to search for new 250,000sq ft premises and manage the subsequent fit out and migration to a new office building. The project was delivered within the 42 week fit out programme and within the established budget, achieving an extremely high quality fit-out, culminating in a successful seamless low risk migration. Value: £40 million.

### London Borough of Islington:

The SMART programme has produced a 45% reduction in the Council's use of office space, along with significant improvements in the work: life balance of employees. The Mott MacDonald / Peoplespace partnership has delivered project management, vision development, property strategy, space planning and culture change in support of flexible working and property rationalisation projects. Value: Various. £50,000 - £2 million.

### What Mott MacDonald Offers

We apply our integrated SMART Business approach to the resolution of the complex issues that arise from the interaction between the key elements of People, Property and Technology. Through the process we aim to improve a business's performance, environmental impact and business continuity. The combination of our unique integrated approach provides a catalyst for savings and productivity benefits. Our SMART

Business road map has been developed since 2003 and has become a proven methodology, compatible with the principles and best practice standards set by PRINCE 2, RIBA construction stages and HM Treasury business case development.

We have a strong reputation in developing work place solutions for both the private and public sector.

There are two principal ways of achieving more efficient occupation. Reducing space allocations per workstation, through planning support space with greater efficiency and enabling higher densities, and managing the work environment more dynamically. It is well known that traditional office layouts are, typically, half empty for most of the time due to people being out of the office, and many organisations have introduced hot desking, desk sharing and alternative work styles to improve utilisation.

## BENEFITS OF OUR SERVICE

- Smart Working Opportunities Proposal for each potential new project, evaluating possible cost efficiency gains and benefits.
- Preparing staff for the new office environment through staff visits and presentations of how the new accommodation will look and feel.
- Providing the facilities and means for a healthier and less stressed work force.
- Maximising potential benefits and accelerating the return on investment period.
- Providing our clients with a single source of expertise for all property search, design and construction activities. We are only successful in delivering projects of this nature because we take time to understand our clients business and why this project is important to them.

Mott MacDonald showed an awareness of the particular political environment and helped the programme to find solutions which offered real value for money.

Simon James, Independent  
Parliamentary Standards Authority



Integrated breakout space provides areas for relaxation and informal meetings

# BUYING SOLUTIONS

Mott MacDonald can help you short-circuit OJEU to save you time and money through the Buying Solutions Framework.

Mott MacDonald is an approved Buying Solutions supplier under the Project Management and Full Design Team Services Framework which has already been through a rigorous OJEU tendering process and complies with all EU procurement law and regulations.

This four year framework covers the full range of property services to any public sector organisation in England, Scotland, Wales and Northern Ireland and with our network of office throughout the UK we can deliver a local service to our Clients.

Through this framework agreement organisations

across the public sector can engage with Mott MacDonald to provide project management, design and a wide variety of associated technical services required to successfully deliver major capital projects on time, on budget and to a high specification.

You can appoint Mott MacDonald direct via the framework agreement - with no further competition required, if you can establish best value from published data. Or you can carry out a simple competition amongst the 12 framework agreement suppliers.

**We save you time** By providing you with access to products and services sourced through a rigorous, EU compliant procurement process.

**We save you money** By using the collective buying power of the public sector and by benchmarking all of our products and services against other external offers, we ensure you always have access to suppliers' most competitive deals.

**We make it easier** By offering you highly skilled procurement expertise and experienced support, every step of the way.

**77\* days saved**  
on average in the procurement process

**£85k to £100k\* savings**  
on average in process costs, depending on complexity

**Agreed competitive rates**

Ability to review and compare financial costs through Buying Solutions' website  
[www.buyingsolutions.gov.uk](http://www.buyingsolutions.gov.uk)

**84%\* of framework users would recommend it**  
and use it again

**Innovative experienced teams**

## SERVICES PROVIDED

Services provided under the framework agreement include:

- Programme and project management and full design team services
- Cost planning / budgeting / estimating
- Multidisciplinary design and engineering
- Option appraisals and procurement strategy
- Urban design, master planning, site analysis
- Contractor procurement and business case
- Building search, buildings surveys, due diligence surveys
- Change management
- ICT strategy and implementation
- Workspace strategies and relocation services
- Construction management



To find out more see

[www.mottmac.com/buyingsolutions](http://www.mottmac.com/buyingsolutions)

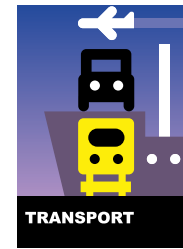
\* Statistics provided by Buying Solutions

# CONTACT US

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# ABOUT MOTT MACDONALD

We are a uniquely diverse £1 billion global consultancy, delivering leading-edge solutions for public and private sector clients across 12 core business areas. As one of the world's largest employee-owned companies with more than 14,000 staff, we have principal offices in nearly 50 countries and projects in 140.

Our breadth of skills, sectors, services and global reach makes us uniquely placed to bring our customers:

Holistic, innovative thinking

Global experience with local insight

World-expert practitioners

Multisector perspective

## **We provide added value solutions which:**

Save money and time

Reduce risks – technical, commercial, environmental

Drive up efficiency

Maximise sustainable outcomes – environmental, social, financial

Embody best practice

Result in market-leading customer satisfaction and repeat business levels

## **Our service to customers**

By staying closely attuned to our customers' needs and aspirations, we seek to keep ahead of the game, pro actively identifying new service requirements and gearing up to meet them. We understand what our customers need, what's required to satisfy those needs and we get on with it – adding real value in the process by saving them as much money and time as possible without ever compromising on quality. We take pride in every commission, no matter the size.

## **Global presence**

With major offices and centres of excellence across the globe, we bring our skills and resources directly to our customers, wherever they or their projects are based. Each office has in-depth knowledge and understanding of local conditions and practices, backed by our worldwide resources – enabling us to offer services around the clock, around the world.

## **What we do**

We work with our customers and use our world-wide resources and experience to:

Plan, design, procure and deliver projects on any scale

Provide management consultancy built on technical know-how

Help shape and implement development policies and programmes

Advance sustainability and promote the wellbeing of the planet

BUSINESS CONSULTANCY CAPACITY BUILDING CONSTRUCTION ECONOMICS CONSULTATION AND MARKET RESEARCH DESIGN INFRASTRUCTURE FINANCE MANAGEMENT CONSULTANCY PLANNING PROCUREMENT PROGRAMME MANAGEMENT PROJECT MANAGEMENT RESEARCH AND DEVELOPMENT RISK MANAGEMENT STUDIES SUSTAINABLE DEVELOPMENT TECHNICAL ADVISORY TECHNOLOGY AND COMMUNICATIONS

## Vision

To be the consultant of choice in our global market place.

## Mission

providing	customer value
through	professional excellence
giving	commercial success
and	employee fulfilment

## Values

### Progress

We aim for continuous improvement, and to respond quickly to change.

We promote the principle of sustainable development.

We seek to lead the development of our professions.

### Respect

We respect our environment and the communities in which we work.

We value the rich diversity of all peoples and cultures.

We treat each other with respect.

### Integrity

We promise only what we can deliver.

We behave ethically, and take responsibility for our actions.

We promote a culture of safety.

### Drive

We endeavour to exceed the expectations of our customers.

We work hard and encourage fun and fulfilment.

We work for, and expect, success.

### Excellence

We uphold high technical, professional and safety standards.

We seek to innovate and develop creative solutions.

We are proud of our achievements.



