

A SELECTION
OF
CASE STUDIES
FROM
PREVIOUS CLIENTS





Promoting
British Music



Project Challenges:

- bpi wanted to find and create a new office, that would show more of their identity and encourage staff to come in and collaborate more post the pandemic WFH.....
- Joining the Kings Cross success story and other Music associated companies, the Tileyard Studio Campus was a winner location, and both Landlord and bpi were eager to agree a deal agreed.
- Alex from Xela was appointed to work for bpi in negotiating a suitable property deal, to fit within their strict financial budgets. Careful consideration had to be given to make the deal work for both parties, but after successful negotiations an attractive package was agreed that allowed bpi to move into their new space for very limited expenditure and minimal increased cost.
- After securing the space, Xela was appointed to help create an office with the right look, feel and vibe. Working closely with bpi team, designs were agreed and created through clever management of cost.



TENANT FIT OUT AND REFURBISHMENT

'Thanks again Alex, you were a star, dealt with everything we threw at you and delivered above and beyond, I would happily recommend you on to any others looking to move or need advice'.

Dr Jo Twist OBE CEO of bpi.





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Advice provided by Xela included:

Property Search, Commercial Negotiations, Overseeing Legal process, Procurement of suitable Designs and Project Management of project delivery.



'It was pleasure to have worked for bpi and to help create this amazing new facility, another very happy client and what a vibe.' Alex Peers





Industry:

Sports/Gaming/Tech

Locations:

1 Queen Caroline Street, Hammersmith, W6
& Friars Yard, 160 Blackfriars Road, Waterloo, SE1

Project Type:

Workplace Strategy & Consultancy

Search & Acquisition on new office space

Project Management of Landlords Cat A & Tenant Cat B Fit out works and Cost Consultancy

Dilapidations and Exit Advise

Sizes:

7, 000 sq ft, 13,000 Sq ft and then 10,000 sq t

Project Durations:

18 to 24 months

Client comment:

'Alex successfully helped us navigate through the process of finding our first office and has since then advised on 2 further office relocations over the past 15 years. I would have no hesitation in recommending his services to others.' David Kenyon CEO Kambi





'I feel honored and proud to have secured this incredible new office facility for Kambi.'

It was complex, a lot of tricky moments, but wow what a result.

Thank you Kambi for having the faith and allowing me the autonomy to deliver this for you.'

Alex Peers



Peakon (now part of Workday)

Industry:

Tech/Software

Location:

25 Charterhouse Street, Farringdon, London EC1

Project Type:

Workplace Consultancy, Search, Acquisition, Cat B Project Management including Cost Consultancy

Background:

Tech Client setting up first proper London office, as base to sell their innovative staff satisfaction tech software.

Challenge:

Working with a Danish client who had exacting ideas of what he wanted to create. Suitable space was found, terms negotiated and agreed, a design team was selected who could relate to client and project needs. Extremely tight budgets and timescales had to be achieved, but the overall result was achieved and a very satisfied client, whose office encourages staff to be in and use it. Indirect result allowed the London base to lead to the sale of the business to Workday within 4 years.

Client Comment:

Thanks Alex, you pulled it off! We are super happy with the new office, look forward to the next one...ha ha! Kasper Hulthin Founder & CEO of Peakon





Industry:

Patent Attorneys - Legal

Locations:

- 6th Floor of New Development at 8 Salisbury Square, London EC4
- LG, Ground, 1st & 2nd floors of Verulam Gardens, 70 Grays Inn Road, WC1

Project Type:

- Initial Workplace & Property Strategy Consultancy
- Followed by Search & Acquisition of brand top quality new offices
- Negotiations for an early exit surrender of old Space
- Project Management of Cat B Fit out & Cost Consultancy

Sizes:

Acquisition and Project Management of 18,000 sq ft, Exit of 24,000 sq ft.

Duration of Project:

24 months from start to finish.

Client Comment:

'Alex and his team were outstanding, from start to finish, they got to understand us, came up with a good selection of options, and secured terms that none of thought could be achieved. We are so pleased with our new office project, it sets a new standard for our partnership, thank you.' John Wallace, Boult's Managing Partner.

Alex's Comments:

'One of my best ever deals and so proud to have achieved all I did for such a great and fun client to work with. Thank you!'









INDICIA WORLDIDE A Konica Minolta Company

Industry:

Marketing

Locations:

Bedford Row, Holborn, London.
40 Queens Square, Bristol.
Madrid and Barcelona

Project Type:

Workplace Consultancy
Search and Acquisition of new leases
Project Management of numerous Fit outs

Project Management of Cat B Fit out & Cost Consultancy

Size:

Various project from 2,500 to 6,500 sq ft.

Duration of Project:

8 to 16 months from start to finish

Project Achievements:

- Secured the space in competition with other parties
- New Lease signed within 4 weeks
- Fit out delivered on time and within budget







Stellar Entertainment

Industry:

Gaming

Location:

255 High Street, Guildford, Surrey

Project Type:

Workplace Consultancy
Search Acquisition of new lease
Project Management of Cat B Fit out & Cost Consultancy
Dilaps and early Exit agreed

Size:

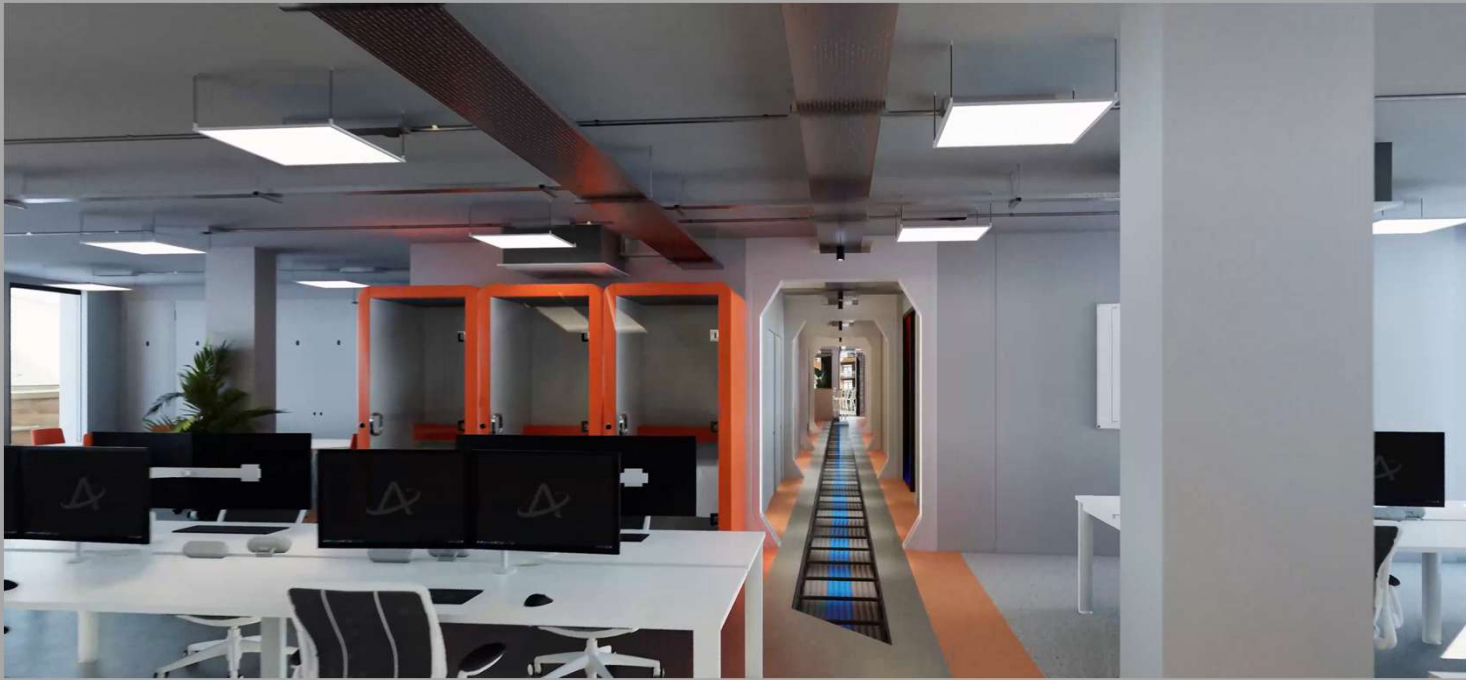
8,000 sqft

Duration of Project:

15 months from start to finish

Project Achievements:

- Secured the space in competition with other parties
- New Lease signed within 4 weeks
- Fit out delivered on time and within budget
- Uber cool spaceship designed space





FUTURE GAMES OF LONDON A Ubisoft Company

Industry:

Gaming

Location:

5th & 6th Floors of Sutton Yard, Clerkenwell, London EC1

Project Type:

Acquisition of new lease on the top 2 floors with roof terrace in new development.

Project Management of Cat B Fit out & Cost Consultancy

Size:

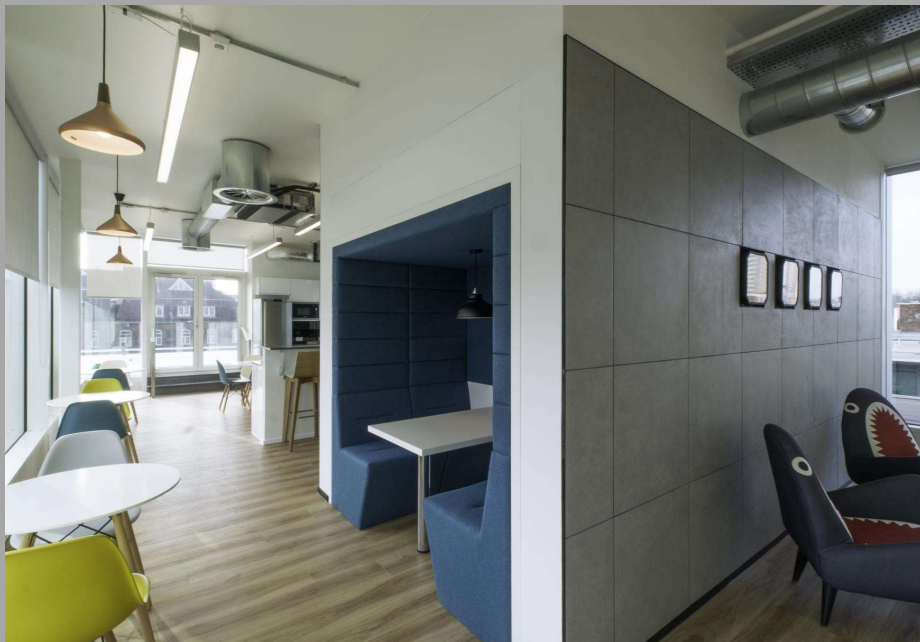
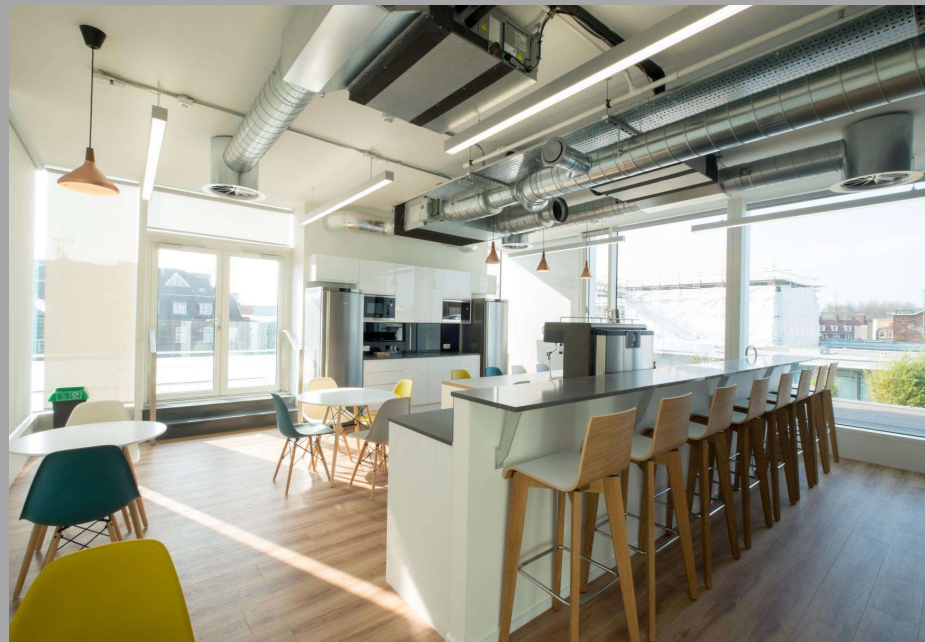
10,000 sqft

Duration of Project:

8 months from start to finish

Project Achievements:

- Secured the space in competition with other parties
- New Lease signed within 4 weeks
- Fit out delivered on time and within budget



Locations: 2 London Wall Place , EC2 & High Wycombe

Project Type: Acquisition of new Lease, Cat B fit out project & cost Consultancy. Early exit negotiations on HW property

Industry: Accountancy Firm

Size: 33,000 sq ft London & 10,000 sq ft in High Wycombe

MHA Macintyre Hudson appointed Alex Peers to help them find a new office building for their London offices. Having been spread over 7 floors, a relocation to just 2.5 new floors in 2 London Wall Place was agreed. A heavily incentivized package was agreed on behalf of MHA for them to relocate and fit out new the offices to create new working environments for their important teams.

Alex 's project management team were appointed early in the transaction to assist with building selection, due diligence and worked with the client to the design & deliver scheme that worked for the new MHA era.

Alex was further retained to negotiate a 3 year early exit of some sub-standard offices in High Wycombe; through his tenacity a deal was agreed over a period of 9 months combining the Landlords desire to sell the freehold.





