



CHBC FitSpace Presentation

OUR SERVICE

ABOUT



Client Challenges

- Find a new office in a new country
- Find a managed solution in a good location
- Get a contract with minimal/zero risk
- Find an office that feels like a branch office, branded and unique to the business.
- Find a provider that can help navigate the local laws and regulations

FITSPACE SOLUTION

Delivering efficient and innovative workspaces globally, by eliminating CapEx and instead offering one fixed quarterly payment. We ensure the flexibility of a serviced office is matched with the security, cost efficiency and control of a traditional leased approach.

ABOUT COMPANY

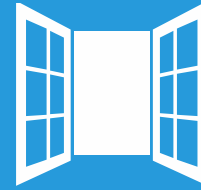
WHAT WE DO



SOURCE



DESIGN



FIT OUT

**0%
RISK**

ZERO RISK



We will source an office in the most suitable location, accounting for infrastructure, size, local resources and social aspects



CHBC will assume all responsibility for the lease meaning we will take care of communication with the landlord and suppliers



Our In-House team of interior architects and planners will design an efficient, productive and flexible, branded workspace



Our Construction Team will plan and execute the Fit Out works, safely, efficiently and on time!

OUR SERVICE

SERVICE DETAIL



DESIGN

CHBC offers a full turn-key service. By tailoring workspace environments to our client's ethos we shape how team members work and engage within their space. Our team of qualified interior architects, designers and visualisers use the latest software to extrapolate the brief.

Encouraging personality through our design solutions we ensure our client's identity is acknowledged and championed.



OUR SERVICE

SERVICE DETAIL

With an ever increasing demand for flexible, innovative and productive workspaces, Corporate Real Estate Leaders must leverage even more value from their portfolios whilst managing risk and ensuring business continuity

As the inventors of **fixed cost, zero risk managed workspaces** CHBC provides our clients with:

- The best, own branded managed workspaces with no hidden costs and without variable running costs
- Global teams to take care of country specific challenges including language, legal and logistics
- A tried, tested and trusted **FitSpace** methodology ensuring a smooth, consistent and quality delivery



OUR SERVICE

WHAT'S INCLUDED?



HEADLINE COSTS

- Rent
- Rates
- Service Charge
- Opex
- Fit-out
- Furniture
- Amortisation
- Cost of capital
- Margin

SCOPING, SEARCH & ACQUISITION

- Define the business objective
- Refine the requirement
- Establish budget and timeframes
- IT Planning
- High level design
- Measure the people impact
- Futureproofing

DELIVERY

- Project Management
- Design
- Fit-out
- Furnishing
- I.T. & telecoms
- Financing
- Moving
- Brand and wayfinding

OUR SERVICE

WHAT CAN BE INCLUDED?



OPERATE & MAINTAIN

- Dedicated account manager
- Dedicated support team
- Building facilities management
- Cleaning
- Waste Management
- Security
- Vending
- Recycling
- Dilapidations

ADMIN SERVICES

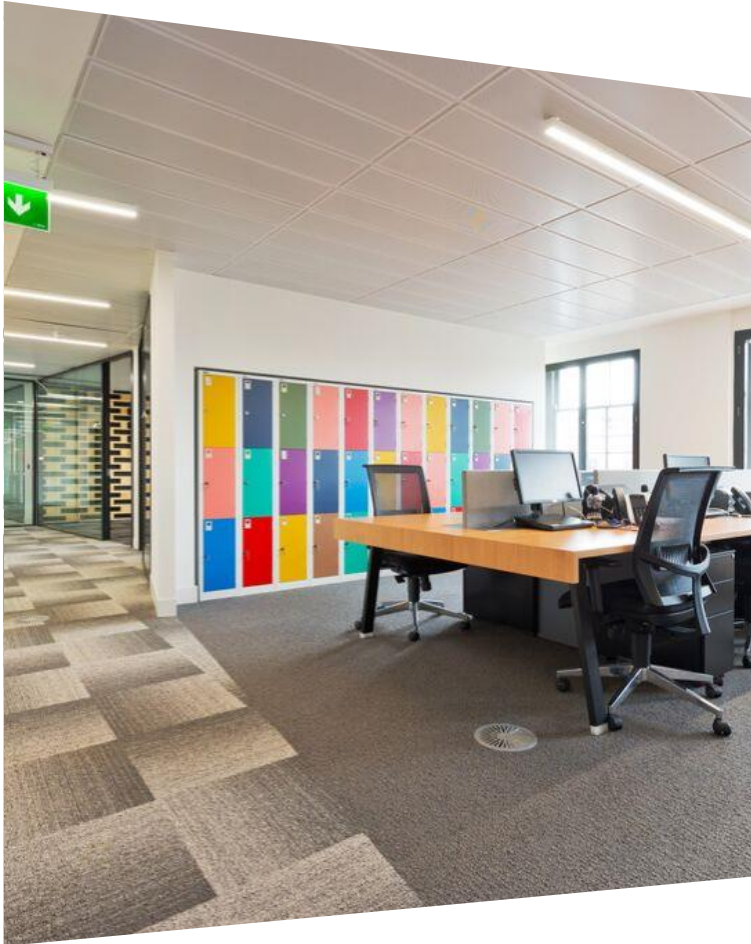
- Secretarial
- Mailroom
- Couriers
- Reprographics
- Commercial Print
- Records Management
- Office Stationery
- Corporate branding

FRONT OF HOUSE

- Reception
- Switchboard
- Meeting room management
- Catering
- Vending
- Flowers
- Travel

OUR SERVICE

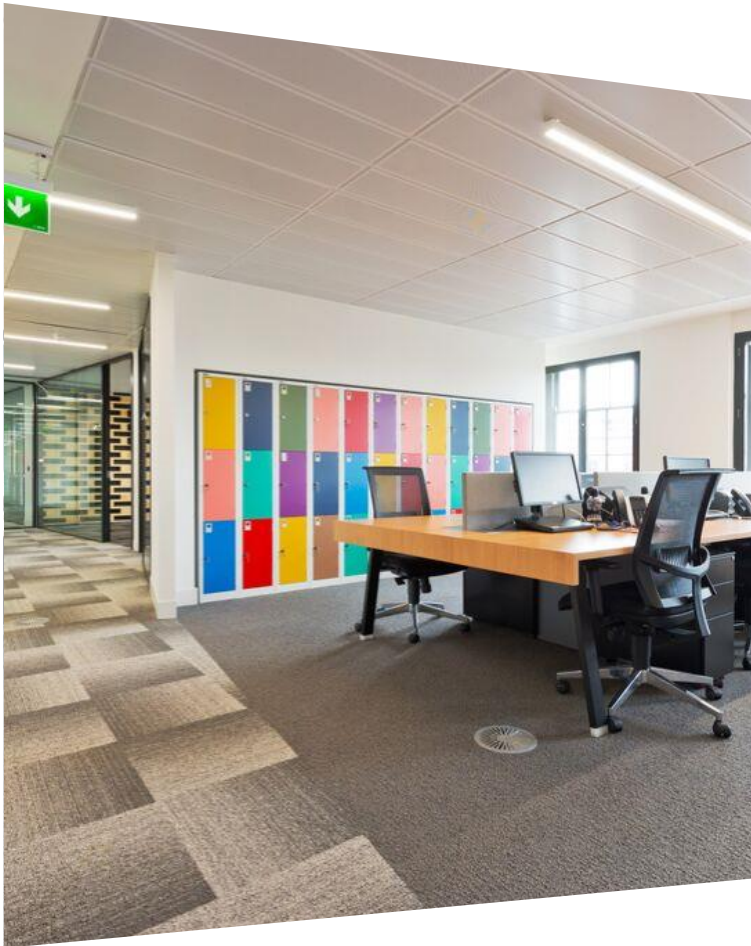
CLIENT BENEFITS



- ✓ Price & capital management
- ✓ Transfer of risk
- ✓ A delivery partner with global experience
- ✓ Single point of contact for hassle free delivery of your workspace
- ✓ Cost certainty
- ✓ Value for money
- ✓ Individual branded workspace
- ✓ CHBC as an extension to your real estate team

OUR SERVICE

LANDLORD BENEFITS



- ✓ CHBC as an experienced refurbishment partner
- ✓ New client introduction
- ✓ Office space is meticulously maintained
- ✓ Potential opportunity for growth
- ✓ Fully insured and guaranteed
- ✓ Tried & tested FitSpace model
- ✓ Stability of a longer term lease

CASE STUDIES



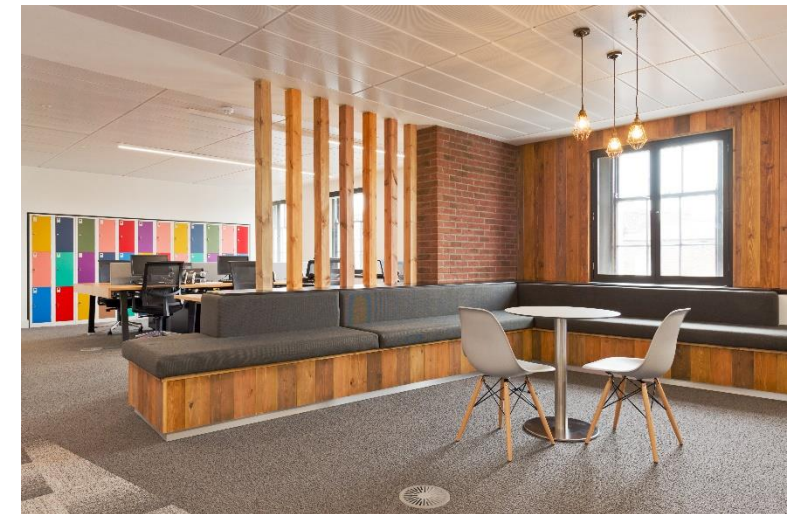
CLIENT: Cloudera
SECTOR: Technology
LOCATION: Budapest
SIZE: 30,000SQF



CASE STUDIES



CLIENT: Epsilon
SECTOR: Marketing
LOCATION: Dublin
SIZE: 6,500SQF



CASE STUDIES



CLIENT: Cloudera
SECTOR: Technology
LOCATION: London
SIZE: 7,000SQF



CASE STUDIES



CLIENT: Epsilon
SECTOR: Marketing
LOCATION: Paris
SIZE: 8,000SQF



CASE STUDIES



CLIENT: VMware
SECTOR: Technology
LOCATION: Istanbul
SIZE: 6,200SQF



OUR CLIENTS



cloudera



riverbed

BROCADE

FUJITSU



vmware



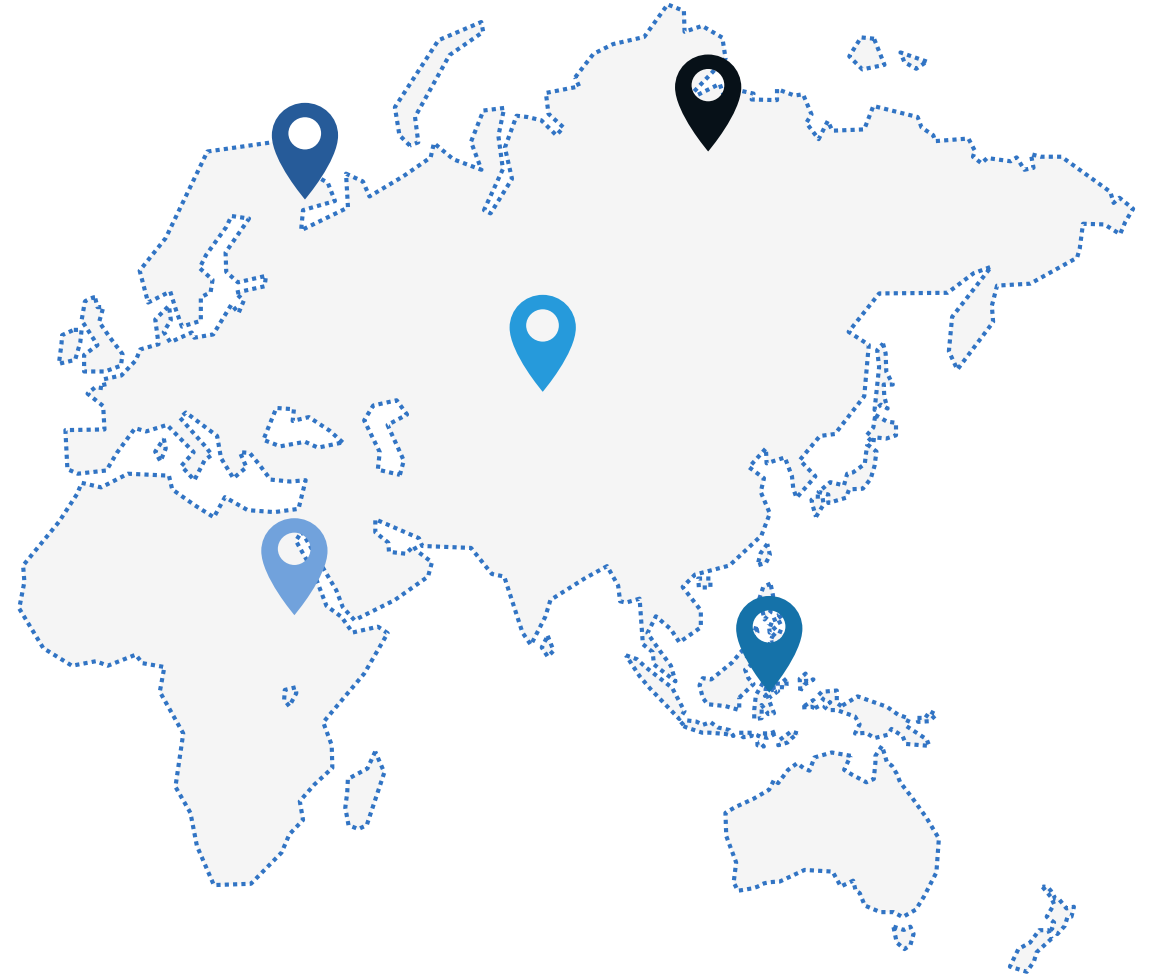
ALLEGIS
GROUP

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Warsaw





Fixed Cost, Zero Risk Managed Workspaces

Thank You