

Yours. Managed Solutions

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In partnership with
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As old and new models of real estate collide, we have combined 100 years of industry experience and established relationships with the innovation and agility of a top-tier coworking operator, to create a credible and trustworthy solution that is tailored to the changing needs of the customer, and enables Landlords to **minimise voids and maximise income.**

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Market Dynamics

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The market is changing

Occupiers are choosing space as a service

01



Changing demand

50+ flexible office enquiries increased by 19% in 2018 and is set to grow by 30% year on year.

02



Landlords losing out

Coworking operators offering enterprise solutions are now competing directly against Landlords.

03



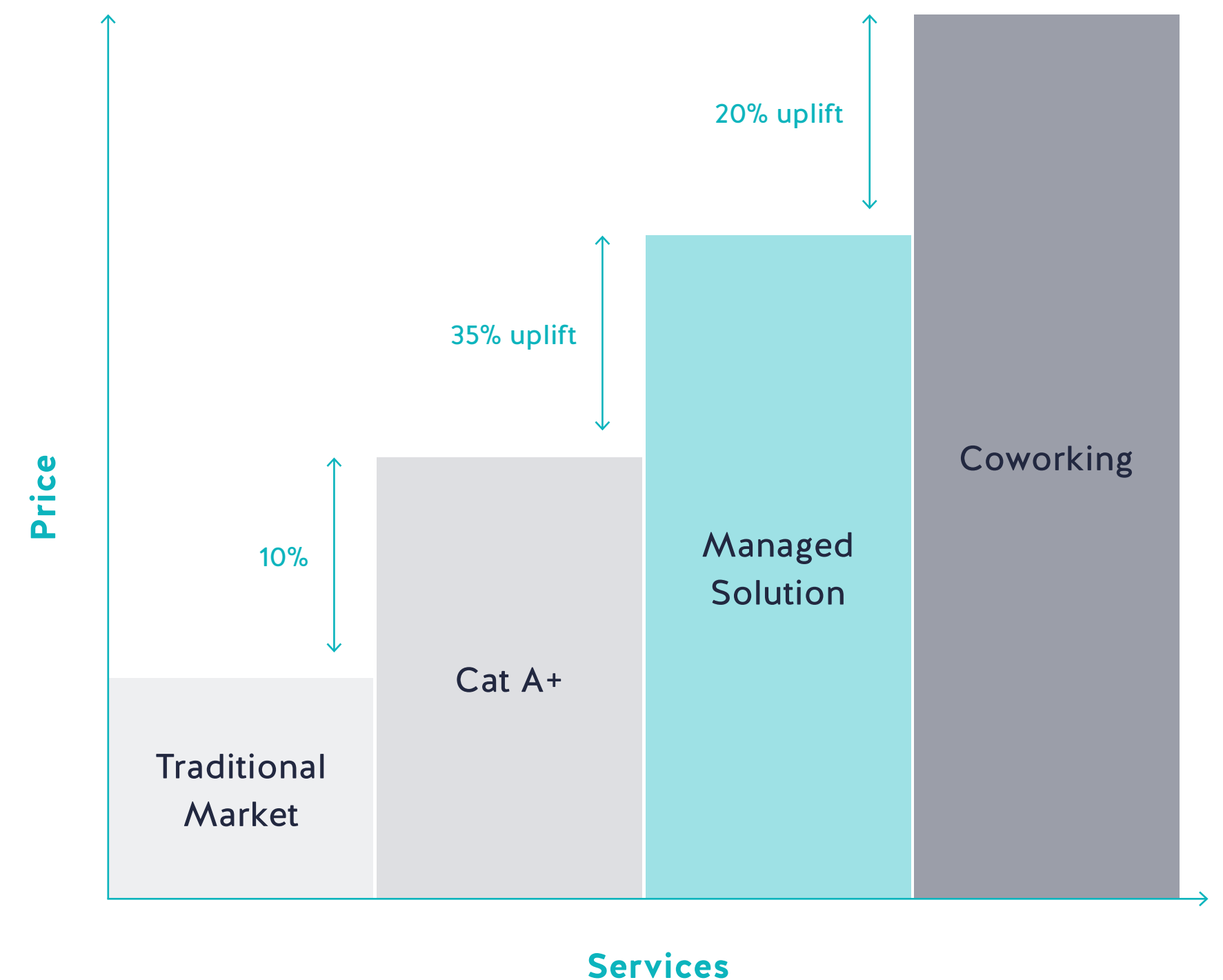
Market conditions

Increased void periods and incentives in the traditional market is forcing Landlords to consider how they offer a flex solution.

Managed is the Growth Opportunity

Managed space bridges the gap between coworking and conventional leases, enabling landlords to minimise voids and maximise income.

	Traditional Market	Cat A +	Managed Solution	Coworking
Size	100+	25 +	25+	1-25
Service	Low touch landlord service	Low	Bespoke service level	High touch service
% Premium on traditional market costs	0%	0-10%	25-50+	75-100+



Our Solution

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Our landlord platform

Helping landlords transform their real estate to flex

01

Above market income

Generate substantial uplift over traditional market income

02

No speculative capex

Only deploy capex once an occupier has been secured

03

Hassle free

Frictionless solution with no operational headache or need to hire your own operational team

04

Flexibility

Continue to market the space both traditionally and on a managed basis

05

Value, brand and expertise

Leverage our supply chain, team and service delivery to deliver a best in class solution

We do all the hard work



01

Risk free commitment

You sign an LOI. We create the occupier marketing collateral and start the marketing process.



02

Marketing to occupiers

Our sales team manages the entire sales journey for prospective occupiers with regular updates on progress.



03

Occupier customisation

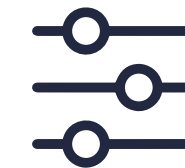
Our workplace design team work with occupiers to add any customisation to the core solution.



04

Signed commitment

Once we have an occupier ready to sign at the pre-agreed rate we sign our management agreement.



05

Delivery

You sign off the costs and then we manage each step of the fit out ensuring we stay within our agreed budget.



06

Ongoing experience and management

Our workplace operations team and account managers will take full responsibility of managing space and occupier experience.



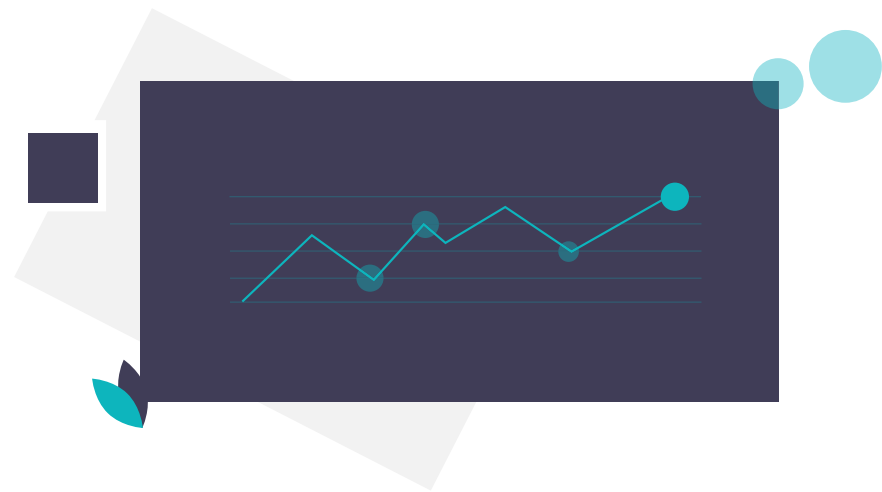
07

Landlord reporting

You sign an LOI. We create the occupier marketing collateral and start the marketing process.

The 3 Pillars of our Solution

An end to end suite of services for landlords looking to benefit from the flex market



Sales and marketing

Delivery and management of leads through our multi-channel marketing strategy



Design and build

Delivery of fully customisable suites within 8 weeks.



Occupier experience

Delivery of end-to-end operational solution, systems, expertise and team required to deliver a best in class offering

Sales & Marketing

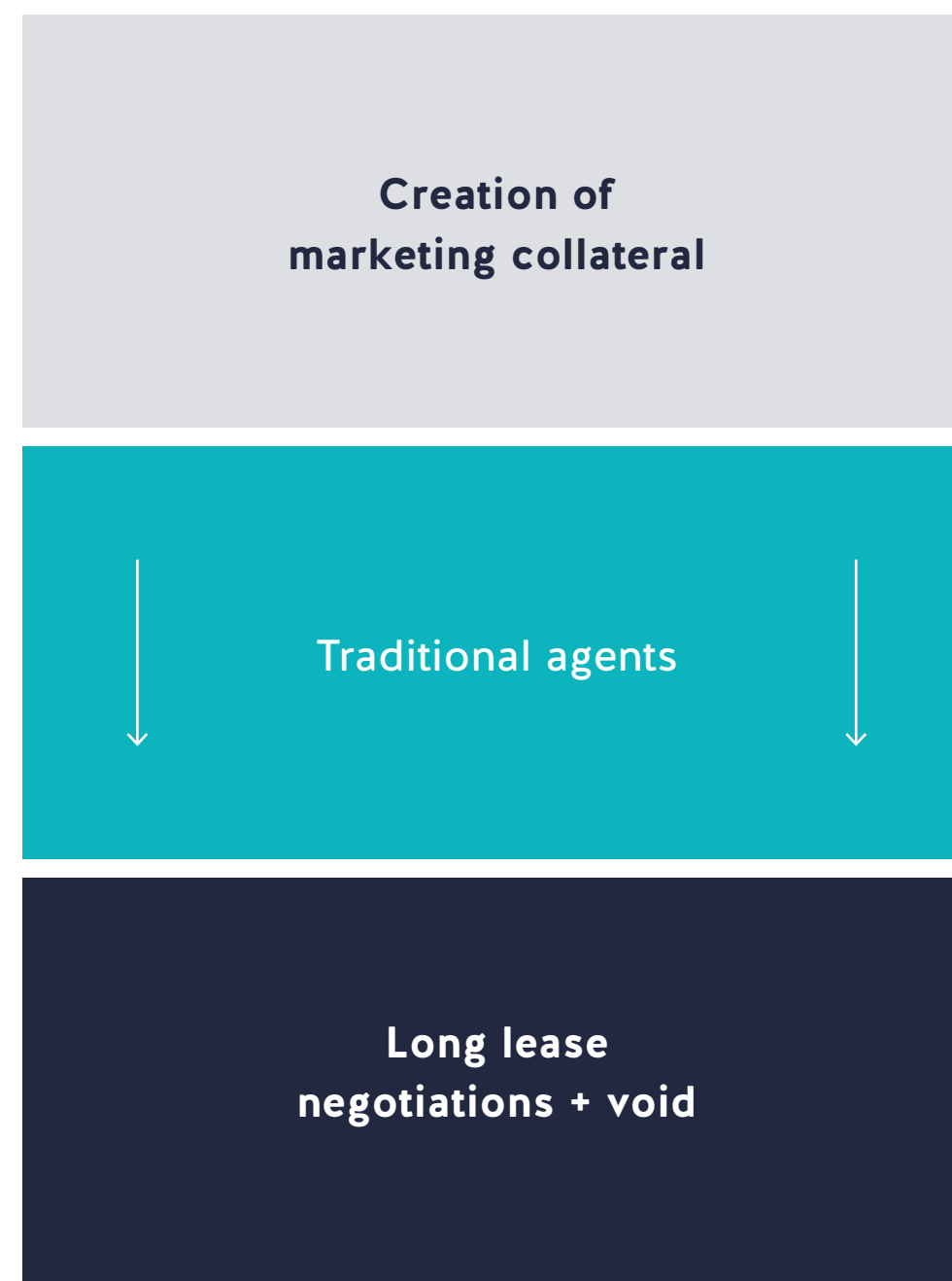
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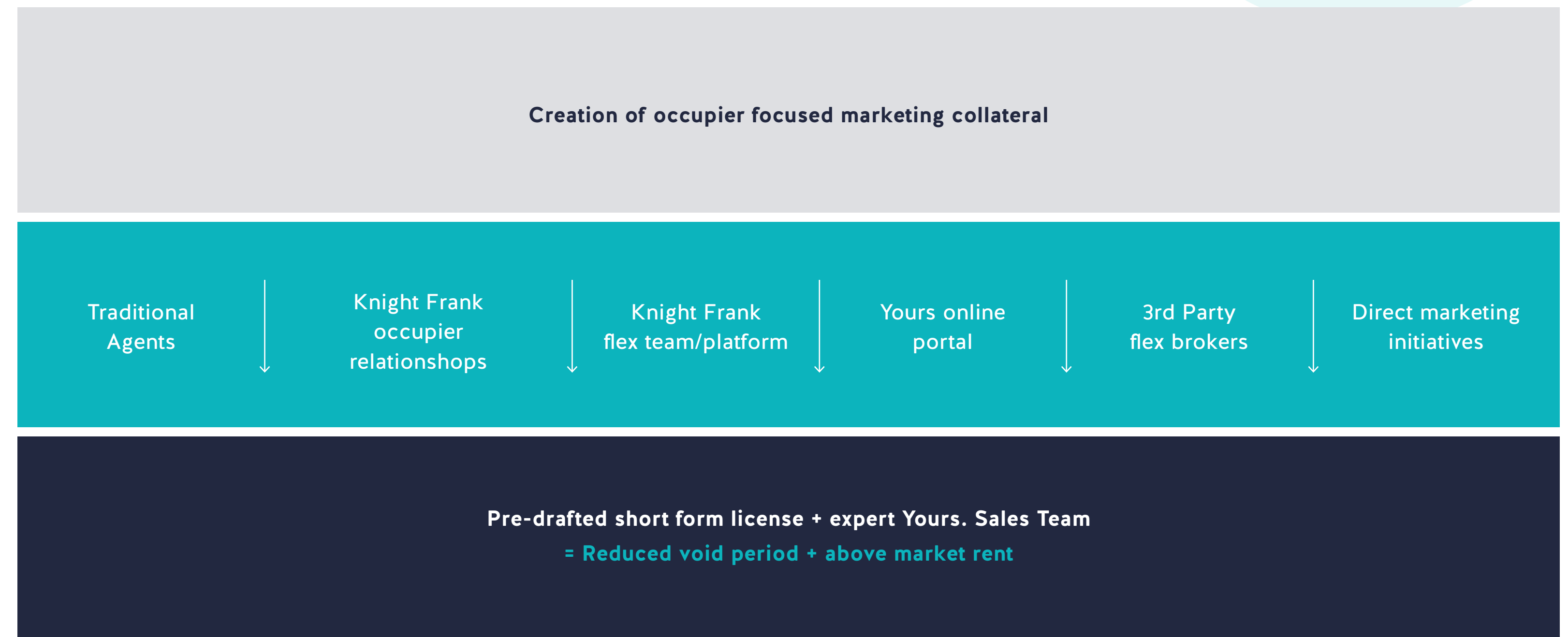
Our Sales & Marketing Platform

A streamlined sales and marketing process that maximises lead flow and removes upfront capex risk

Traditional letting



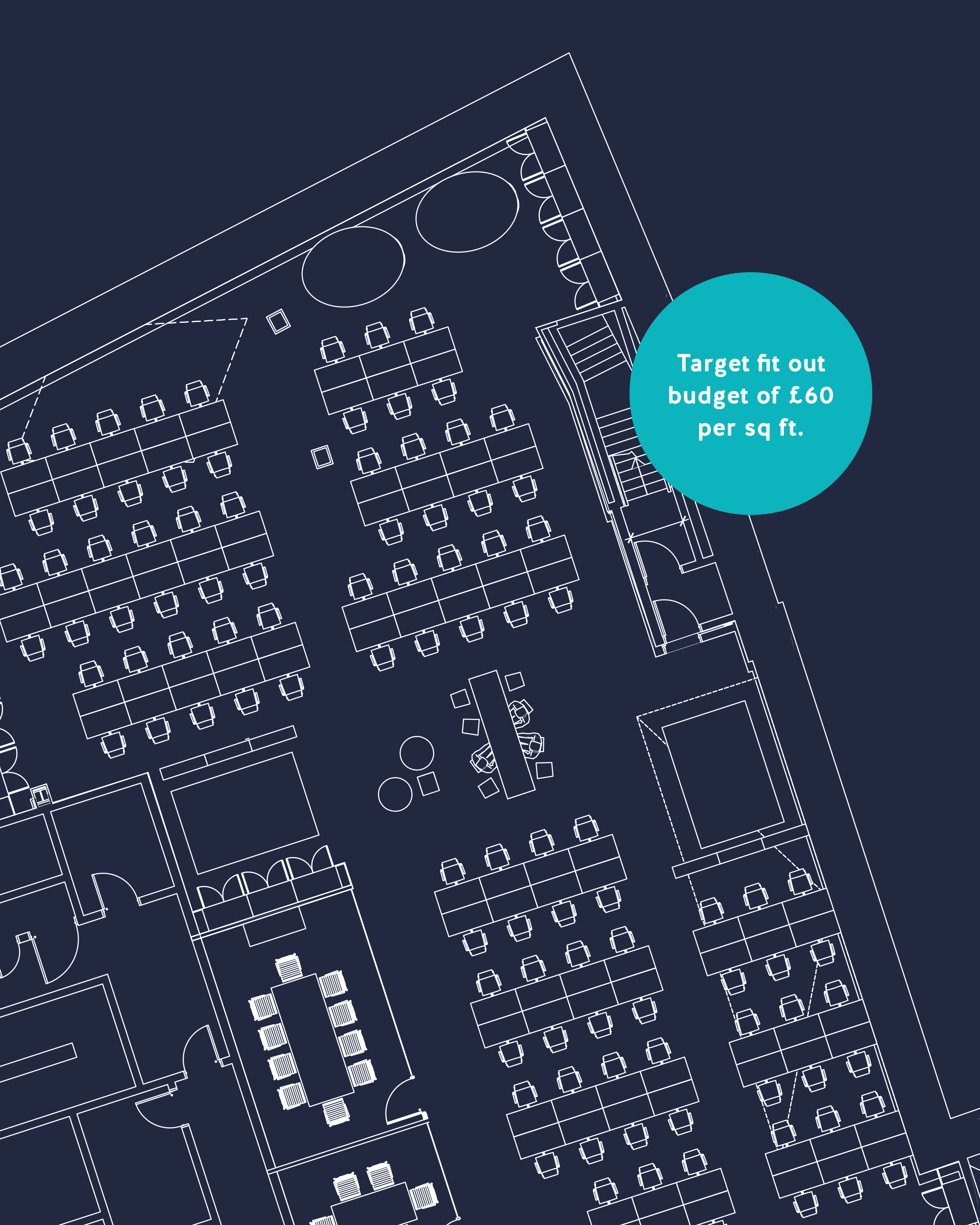
Yours Managed solution



Design & Build

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Target fit out budget of £60 per sq ft.

Design and build

Leverage our design experience and supply chain to deliver a high quality, cost efficient and fully fitted plug and play space



Location modelling and test fits



Space planning and efficiency optimisation



Development of building product and aesthetic



Complete customisation available



Contract administration and project management



6 - 8 week end to end delivery.

Design & Build

A quality core package
& customisable solution
for teams of 20+

Core offering



Plug and play



Customisable & fully branded



Self contained meeting rooms,
kitchen and breakout space



All-inclusive monthly costs



High speed internet and
dedicated IT team



Dedicated Account Management



End to end occupier management

Additional services



Space customisation



Technology upgrades



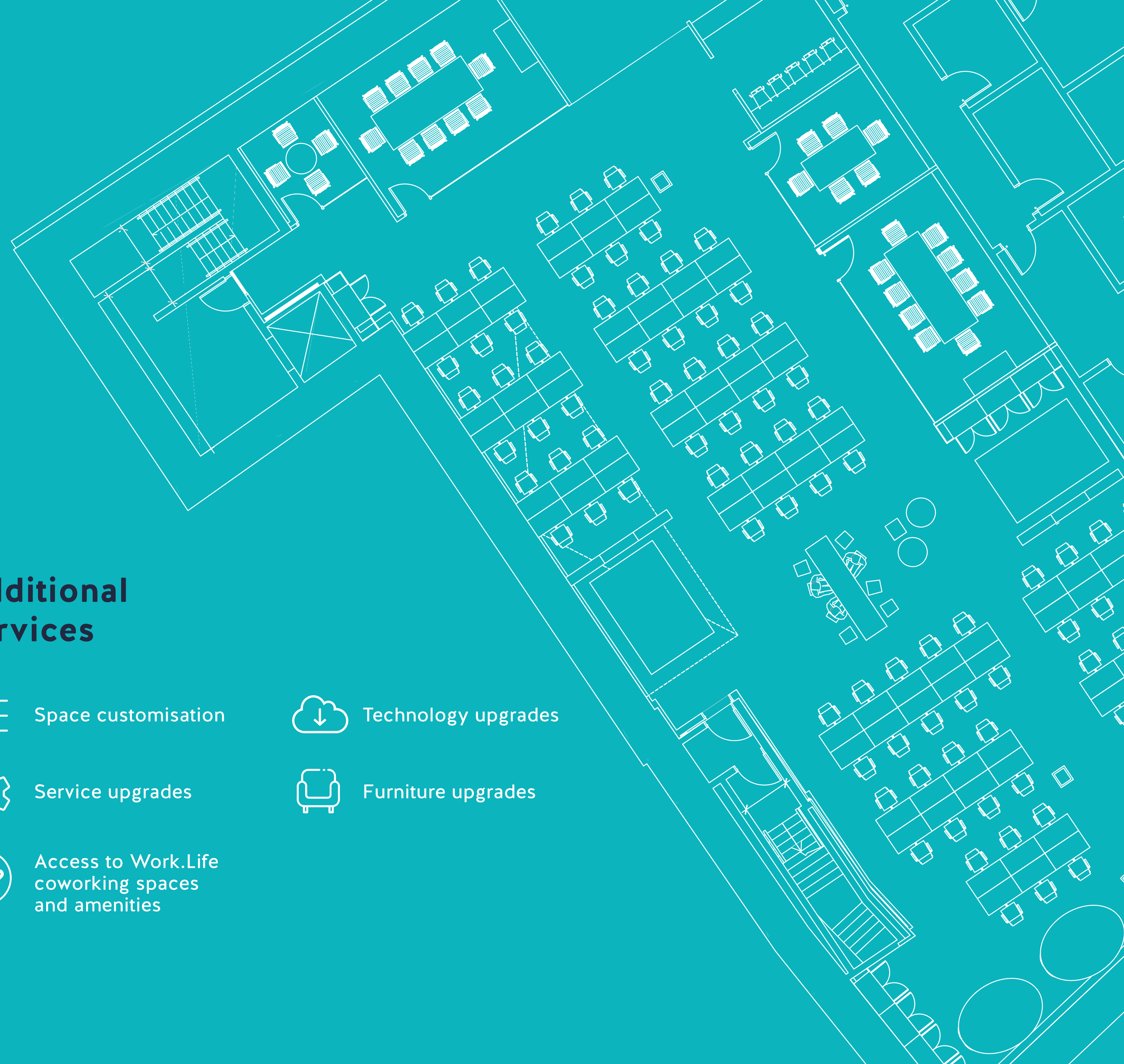
Service upgrades



Furniture upgrades



Access to Work.Life
coworking spaces
and amenities

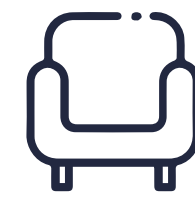


A menu of curated extras for businesses to customise their solution and to drive additional revenue.



Technology

- Upgraded connectivity
- IT Support
- Real-time network monitoring
- Printing
- Ethernet drop
- Polycom desk phone
- TV (55"/65"/75")
- Public IP address
- Phone auto attendant (requires multiple#)
- Rack unit
- Sensors for space utilisation measurement
- Dedicated fiber handoff (1GB/2GB/4GB)



Furniture upgrade

- Task chairs for workstations
- Sit/stand desks
- Phone booth
- Modular conference room (small/medium)
- Lateral file storage unit
- Lockers



Space customisation

- Signage
- Company branding applications
- Wayfinding



Service upgrades

- Increased cleaning
- F&B offering
- Discounted shared meeting rooms
- Coworking bolt-on

Occupier Experience

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Occupier Experience & Management

The Yours. space design, sales & operations teams will deliver the end-to-end experience for occupiers.

↓

01 Discovery

Dedicated sales team managing direct leads and agents, conducting tours, gathering information to inform design, and drafting agreements.

↓

02 Design

Workspace design team proposes the best layout for the space, explains the optional extras available and pricing.

↓

03 Execution

In-house project management and operations team managing every stage of delivery, rates mitigation and capital allowances.

↓

04 Experience

Dedicated account management, digital office management platform, flexible service upgrades/downgrades, access to WL spaces and amenities.

It's all yours.

How it works

Your own office, with your own front door, delivered and managed by us.

01

Tell us about your business's office requirements

02

Visit spaces, hand-picked for you.

03

Fill in our workspace questionnaire and our designer will propose and layout in your desired space based on your requirements and best practices

04

Agree a move-in date and any additional customisation - from extra cleaning services to wellness packages, we have a range of optional extras to complete your workspace experience.

05

We transform the space with regular updates on our progress until your move in date!

06

Move in to your new hub, ready to use from day one, and take your business from strength-to-strength with support from us whenever you need it

Benefits

Flexibility

We get it, your business is always changing. We offer flexible terms plus structures to support you if circumstances change.

Transparency

A clear view of what's included, what you can add, and all rolled up for you into one simple and hassle-free bill. Check out our pricing calculator.

Trusted Expertise

We're the experts in modern workspace. We'll design your space to best practice standards with easy add-ons for your specific needs.

Bespoke

Space designed for you can your brand with service levels you can increase or decrease easily depending on your needs.

Hassle-free

Your office is ready for business-as-usual from day one, with easy office management and support from us via your account manager and digital portal.

It's all yours.

Your own private space, with your own branding, front door, meeting rooms, phone booths, kitchen and all the amenities you need to take your business from strength-to-strength.

Office Manager digital platform

A digital solution for self-managed offices that gives occupiers the freedom to create a space that's truly their own.

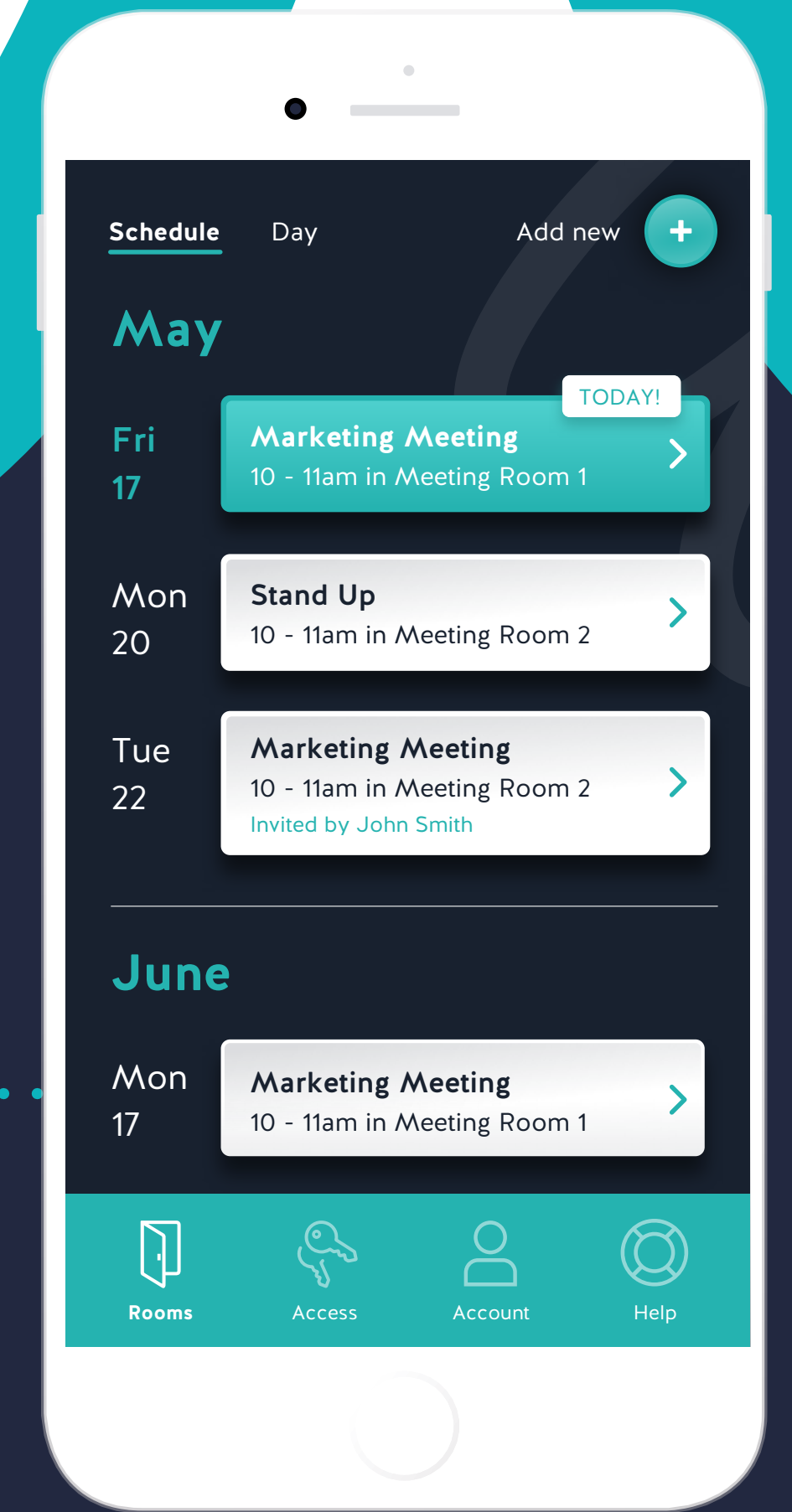
● Occupiers can access a self-service help centre with messaging and urgent call support.

● Dashboard for finance teams to easily manage their invoices and payment details.

● Allowing occupiers to easily self-manage team access to the space

● Plug and play meeting room booking solution for occupiers

● Fully customisable meeting room management



everyone achieves more

Case Study

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Eve Sleep.

Eve Sleep is a UK-based e-commerce business that sells mattresses online

The Brief

- > Smaller sq ft with bigger impact
- > Breakout areas
- > Private phone booths
- > Meeting rooms
- > Space to show off their product

They were occupying a leased space in Camden, which they managed themselves, and came to us with a vision for a new office for their team.



How we helped

We handled Eve's office move from beginning to end, helping them create their dream workspace which met all their requirements and more. We took away the frustrations of moving office by delivering a plug and pay workspace from move-in day.

From our initial design meeting, Eve were able to sit back and nap while we dealt with everything from setting up utilities to branding every inch of their new office.

In addition to a customised and fully branded workspace, they benefited from all Yours. has to offer: a dedicated account manager, their own digital platform to manage employee access & meeting rooms, and a personal welcome breakfast for the whole team.



“Moving offices with Work.Life was smooth and easy. They kept us up to date throughout the process, and we were blown away with the finished design and how they transformed the space to meet our requirements. We were able to start working as usual from the day we moved in.”

Evan, Office Manager

Traditional Return vs Our Return

Specification

Landlord	Family Office
Location	Camden Town
Months Empty	9 months
SQFT	5843
Rent (£p/sqft)	£38
Rent (£p/sqft)	£12
SC (£p/sqft)	£2

Comparison Chart

	Traditional Lease	Yours Solution
Void	12 months	2 months
Rent Free	12 months	0
Term	5 year lease / 3 year break	24 months
Income £ p/sqft	£38	£90
LL NER	£30.40	£37
Uplift over NER		24%

Key Benefits

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Key Benefits

For Landlords

Minimise Voids

Leverage our multi strategy marketing channels and sales teams to attract occupiers quicker.



Maximise Income

Generate a substantial uplift over traditional market income.



Efficient use of capex

No need for speculative capex. Best in class core solution that can be customised and reused for future occupiers.



Maximum Optionality

Landlords can continue to market space traditionally whilst we market a managed solution



No operational headache

Leverage our brand, operational team and technology to deliver a first class customer experience form a brand occupiers trust.

For Occupiers

Flexibility

We get it, your business is always changing. We offer flexible terms plus structures to support you if circumstances change.

Bespoke

Space designed for you can your brand with service levels you can increase or decrease easily depending on your needs.

Work.Life perks

Gain access to all of Work.Life's co-working spaces, amenities and local discounts.

Transparency

A clear view of what's included, what you can add, and all rolled up for you into one simple and hassle-free bill. Check out our pricing calculator.

Hassle-free

Your office is ready for business-as-usual from day one, with easy office management and support from us via your account manager and digital portal.

It's all yours.

Your own private space, with your own branding, front door, meeting rooms, phone booths, kitchen and all the amenities you need to take your business from strength-to-strength.

Thank you

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