



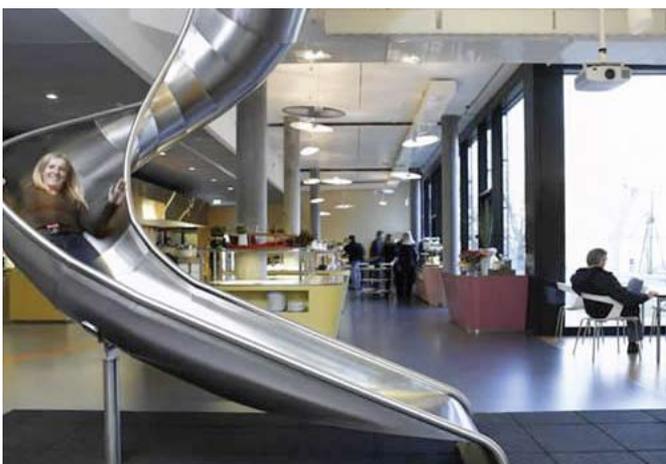
One we did not help with – Mother Advertising in London

OFFICES THAT WORK

When finance wields the inevitable axe to try and slash more costs from your organisation – you may be able to help them. And I don't just mean putting your head on the block for a nice juicy redundancy package.

The more enlightened organisations we've been working with recently have shown that through better office design and smarter use of IT, they can save hundreds of thousands from the bottom line.

It's not just the private sector that is getting creative – though they certainly produce some eye-catching examples of remolding the world of work. The photo above shows one section of the massive 300ft concrete table that also acts as a ramp between floors at Mother advertising – and below are two images from Google's HQ which show their total commitment to making the work place fun and informal.



A New slide-rule!



Bee-hive yourself!

Sabian Ltd
115-119 Fort Dunlop
Fort Parkway
Birmingham B24 9FE

Tel +44 (0)121 629 7772
Fax +44 (0)121 629 7701

info@sabianltd.co.uk
www.sabianltd.co.uk

While not quite as daring, the public sector has quickly caught-on to the need to re-invent their working environments to create a pleasant place to work and meet and exceed the tough efficiency targets being set for them. Our Directors have recently been involved in the massive

transformation at Birmingham City Council – and one of the central themes there is more streamlined communications through better IT, as well as better use of their estate portfolio to improve commuting times and aid work flow between departments.

This is a common theme across Britain's so called Core Cities - Birmingham, Bristol, Leeds, Liverpool, Manchester, Newcastle, Nottingham, and Sheffield plus various London Boroughs looking to maximise their property assets and improve customer delivery. Public scrutiny is increasingly demanding better performance and value and staff are in turn demanding better environments. This pressure coupled with the need to reduce energy costs is creating the momentum.

There are some parallels with the project management work we did at the DWP (Dept for Work and Pensions). With that multi-award winning transformation programme, cutting-edge technology and vastly improved work environments provided the pillars for a more modern approach to service delivery. This programme was also notable for the fact that £900m budgeted work was delivered for £750m (the first time in recent history for a national programme to hand money back to the Treasury.)

Money talks and while an estate portfolio which is safer, compliant with legislation, well designed, energy efficient and reflects the aspirations of the company for the future are all good things – people understandably want to see the savings.



Severn Trent's streamlined new call centre offices

It is in the hard facts and figures that recent work with Severn Trent has produced which really make people sit up and listen. We worked with them to create a large contact centre which due to a smarter location and the creation of a working environment to be proud of (see images above) – have ended their need to rely on expensive agency staff. When estimated savings in this area exceed half a million pounds, it is not to be sniffed at.

Add this to savings from other areas such as energy and lower technology maintenance costs - and they are able to realise over £1.5m of savings from this project alone. Combine these savings with productivity gains from better working environments and there is a real case for improvements. One of the keys says Peter Gear, Director and project manager for Sabian "is the difficult process of stakeholder buy-in from board level to maintenance departments in large multi department organisations". The right approach and level of dialogue was required to ensure successful outcomes for all parties.

If you are in a situation where you are about to embark on a major property transformation – or you would simply like to share notes on the lessons we have learnt from other projects, we would be very happy to talk with you and help you change the perception of property management from a cash drain to a cash gain.

One final note, when cutting costs; we have seen some projects become unstuck because they try to cut corners with the seniority of people they commission to run the project for them. In the words of Red Adair, the famous oil rig fire-fighter.

"If you think it is expensive to hire a professional to do the job, wait until you hire an amateur".



Birmingham County Council's modernised new offices before



...and after

