



GLOBAL CORPORATE SERVICES

Working with you to maximise the
efficiency of your property portfolio
and the value of your expenditure

Newmark Grubb
Knight Frank
Global Corporate Services

A GLOBAL ALLIANCE

With over 100 years of experience, Knight Frank is the world's leading, privately owned, real estate consultancy. In 2006 Knight Frank formed an alliance with prominent, US based commercial real estate advisors Newmark, who subsequently changed their name to Newmark Knight Frank in North and South America. In 2012 Newmark Knight Frank and Grubb and Ellis came together to form Newmark Grubb Knight Frank.

Our reach extends across over 300 offices worldwide, and through our experience within both residential and commercial real estate we provide comprehensive strategic and transactional advice to many of the most prominent global corporations and recovery funds.

Bringing strategy and implementation together, our mission is to design and execute customized solutions that create value for our clients, in support of their business and financial objectives.

GLOBAL CONTACTS



Michael Ippolito
Head of GCS USA
125 Park Avenue,
New York, NY 10017
+1 212 372 2000
mippolito@newmarkkf.com



Tony Nicholas
Head of GCS EMEA
55 Baker Street,
London, W1T 8AN
+44 (0)20 7861 1179
tony.nicholas@knightfrank.com



Alex Hill
Head of GCS Asia Pacific
30-01 Hong Leong Building,
Singapore 048581
+65 6228 7360
alex.hill@asia.knightfrank.com

STRATEGY

Our strategic consultancy services look at your day-to-day operations in relation to your real estate requirements, providing the most efficient workplace and location strategies. Allowing you unprecedented levels of visibility into your organisation, our unique technology platforms enable us to better identify and unlock cost saving opportunities and ensure more informed decision making.

“The GCS team was instrumental in achieving a result that McAfee are truly delighted with. From their early advice in agreeing strategy through to identifying the relocation opportunities and concluding the transaction. They have been professional and easy to work with whilst achieving better terms than we thought were possible in the market.”

Steve Warner
Real Estate Manager EMEA,
McAfee International

Portfolio analysis and benchmarking

Using a bespoke technology tool, we are able to take detailed data from any source (including building information, employee statistics, financial information etc) and provide powerful reporting, benchmarking and analysis on your property portfolio.

Operations and portfolio strategy

Providing support on consolidation, expansion, rationalisation and relocation.

Location strategy and optimisation solutions

Looking at macroeconomic and environmental factors that influence the workplace, your recruitment potential, employee retention and productivity.

Workplace Consultancy

Seeking to optimise space design and utilisation, improving productivity and efficiency within the workplace.

Workflow and business process improvement

Analysing the dynamics and working practices of your business, seeking to reduce poorly utilised space and maximise cost efficiencies.



IMPLEMENTATION

Supported by our specialist teams across the Knight Frank and Newmark Grubb Knight Frank network, the partner led, account management structure of the Global Corporate Services team ensures a seamless response and quality of service to clients across the globe.

“Throughout the process the team worked with our lawyers on the lease, gave advice on service charge, business rates, rent reviews and even helped us negotiate on furnishing and fit out. I would have absolutely no regrets at all in recommending them.”

Amanda Figg
Director, Intermediate
Capital Group PLC

Transaction Management

Providing acquisition and disposal support across all types of commercial property, including negotiation of optimum lease terms on new leases and lease renewals, advice on incentives, alienation and rent review provisions.

Building Consultancy and surveys

Conducting surveys and providing advice and support on ‘yielding up’ – repair and reinstatement obligations at the end of your lease.

Programme and Project Management

Managing new build, refurbishment and fit-out projects including project scoping, team selection, risk mitigation, procurement and on-site coordination.

Facilities and Asset Management

Seeking to protect your brand image at the same time as minimising costs associated with your real estate, including service charge, insurance premiums, business rates, building management and maintenance.

Sustainability Consultancy

Advising on carbon compliance, renewable energy, energy efficiency (including project and financial analysis), environmental benchmarking and a wide range of international sustainability assessments.

Valuation

Providing informed, independent advice on a range of property interests, from one-off valuations to valuations of entire portfolios.

Corporate Recovery

Working alongside occupiers, lenders, insolvency practitioners and legal advisors to meet the needs of any corporate recovery assignment.



WE COMBINE THE SKILL-SETS AND
TECHNOLOGY PLATFORMS OF A STRATEGIC
MANAGEMENT CONSULTANCY FIRM
WITH QUALIFIED **REAL ESTATE ADVICE**
AND IMPLEMENTATION SERVICES.

INFORMATION AND DATA MANAGEMENT

Ranked in InformationWeek's 500 top innovators in Business Technology for the past three years, we have the experience and online platforms to analyse, evaluate and better manage your real estate portfolios.

Lease Administration

Utilising state-of-the-art software we are able to effectively manage the leasing status of your portfolio and provide both standard and tailored reports on rent reviews, lease expiries, notices and redecoration requirements.

Research and market analysis

Supported by our global network of leading research and market analysts, we are able to instantly leverage and analyse demand drivers, cyclical patterns and industry trends affecting real estate decisions.

BENEFITS OF WORKING WITH OUR GLOBAL CORPORATE SERVICES TEAM

Recognised as a leading outsourcing provider in The International Association of Outsourcing Professionals' 2012 top 100 list, we take the time to listen and understand the needs of your business.

In combining strategic consultancy with practical implementation services we seek to reduce occupancy costs, increase efficiency and maximise the value of your real estate.

Our senior leadership teams have both a regional and global outlook.

We agree and proactively measure clear goals and objectives with you, ensuring the highest levels of quality and consistency in service.

Our market leading technology tools, research capabilities and analysis software support effective and efficient decision making.

We are the only truly global firm providing services across both residential and commercial property, including offices, retail, logistics and data centres.

We take it personally; we make your objectives, our objectives.

EXPERIENCE AND AREAS OF EXPERTISE



AVAYA

Role: Exclusive mandate to provide real estate services across a portfolio of 7.7million sq ft.



SIEMENS ENTERPRISE NETWORKS

Role: Global portfolio evaluation and restructure (4 million sq ft), resulting in cost saving of 35% from original baseline.



CITI

Role: Appointed on a panel of service providers to offer active, strategic and transactional services across an EMEA portfolio of 13 million sq ft.

BUILDING
BUILDING A
STRONG
RELATIONSHIP
WITH YOU IS AT THE HEART
OF WHAT
WE DO.

GLOBAL CORPORATE SERVICES

*Strategic property consultancy exclusively tailored
to corporate occupiers of commercial real estate.*

Ensuring that you are achieving maximum value and efficiencies from the space that you are occupying plays an important role in achieving commercial success.

Our integrated service platform supports our clients at every phase of occupying or owning a commercial property; from planning, design, construction and initial occupancy to on-going cost-effective operations, downsizing or future expansion.

Operating through three centres of excellence in New York, London and Singapore, we work on both a regional and global level. Our approach aligns property strategies with our clients' business and financial objectives, with the goal of reducing occupancy costs, increasing efficiency and maximising asset value.

PRIMARY ASIA PACIFIC CONTACTS

Alex Hill

Head of GCS Asia Pacific

alex.hill@asia.knightfrank.com

+65 6228 7360

Ross Criddle

Director, Global Corporate Services,

Asia Pacific

ross.criddle@hk.knightfrank.com

+852 2846 9527

Paul Scroggie

Head of Portfolio Optimisation,

Global Corporate Services, Asia Pacific

paul.scroggie@hk.knightfrank.com

+852 2846 9542

Niall Harris

Associate Director,

Global Corporate Services, Asia Pacific

niall.harris@asia.knightfrank.com

+65 6228 6885

For further information and case studies,
please visit our website www.ngkfgcs.com



For the latest occupier news, research, trends
and insights, please follow us on Twitter [@ngkfgcs](https://twitter.com/ngkfgcs)