

Managed office solutions

What is a managed office?

A managed office is a self-contained workspace, with its own amenities, which is custom-made to however the business wants. It's a flexible option for businesses who want to create their own branded workspace without any of the hassle that moving offices can bring.

Traditionally, businesses source their own office space (an empty shell) and manage multiple suppliers (furniture, technology, cleaning, the list goes on...) to design, fit out and operate their space. With a managed office, this is all done for you; instead, businesses will work directly with workspace experts to make their office vision come to life and handle the day-to-day operations.

What?



Why choose a managed office?

Long story short, it saves a lot of time and hassle. It takes away the daily operational burden of running an office space, allowing businesses to focus on the other, more important things.

Since the coronavirus pandemic there's been a shift in the way people use their workspace. People have been forced to adapt to a more agile way of working, whether that's from home or coming into the office part-time. With their shorter leases, managed offices are ideal for this increased need for flexibility. They're also extremely well positioned for those bigger businesses choosing to downsize, who need to save on cost but not on quality.

Who is best suited to a managed office?

Start ups & SMEs

Companies that have outgrown coworking, who want their own branded space, amenities & to define their own company culture.

Fast-growing Scale ups

Businesses who need their branded space from the get go.

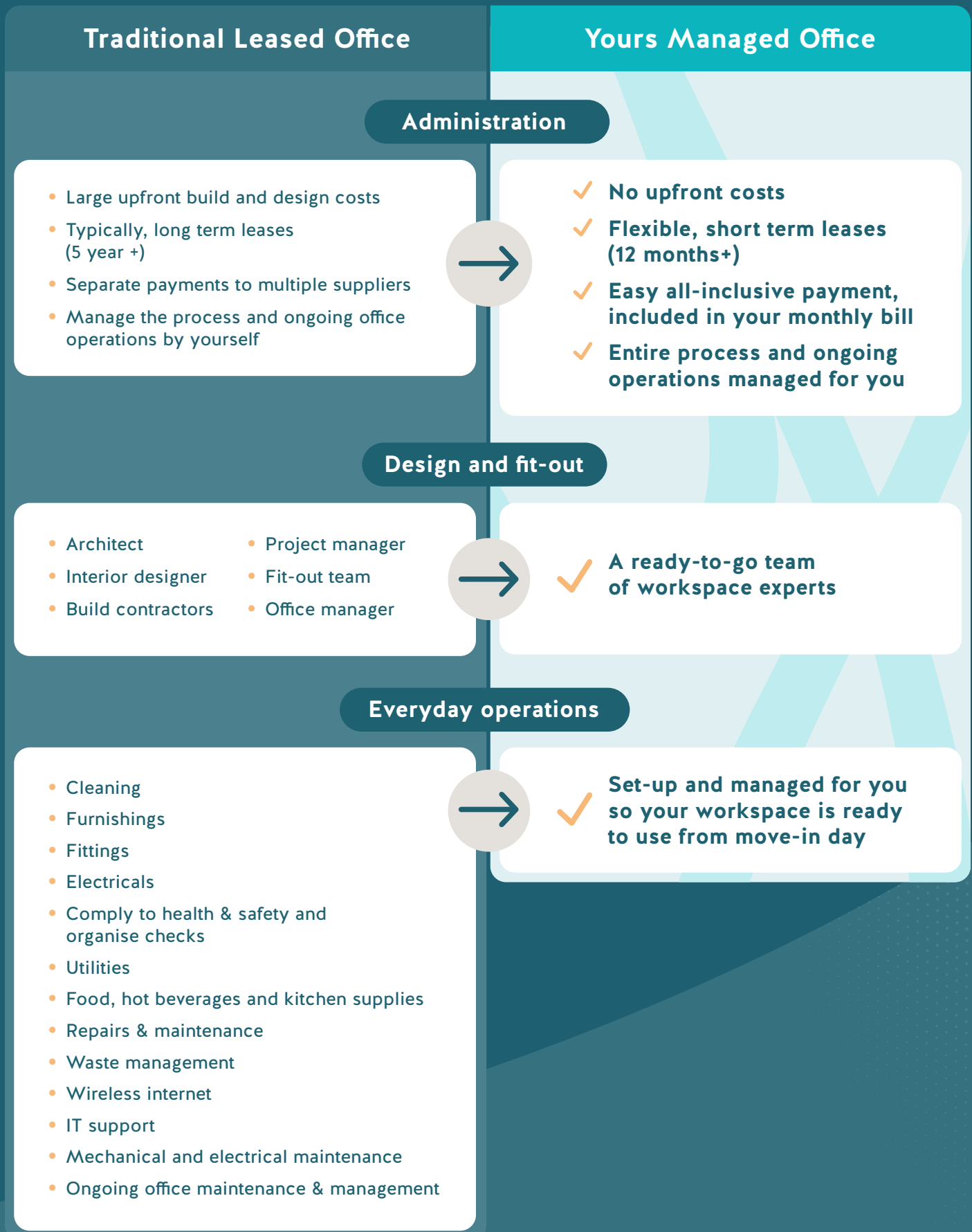
Enterprise & Corporates

Those moving from leaseholds as:

- a) they're fed up of managing their office (utilities, cleaning, maintenance etc.)
- b) they'd like a more flexible lease
- c) they're downsizing to reduce their overheads and want to work in a more agile way

How does a Yours Managed Office stack up?

Here are the high-level differences between a traditional lease and a managed office, highlighting some of the complex elements required with a traditional lease, which are **alleviated with our managed solution**



Price comparison

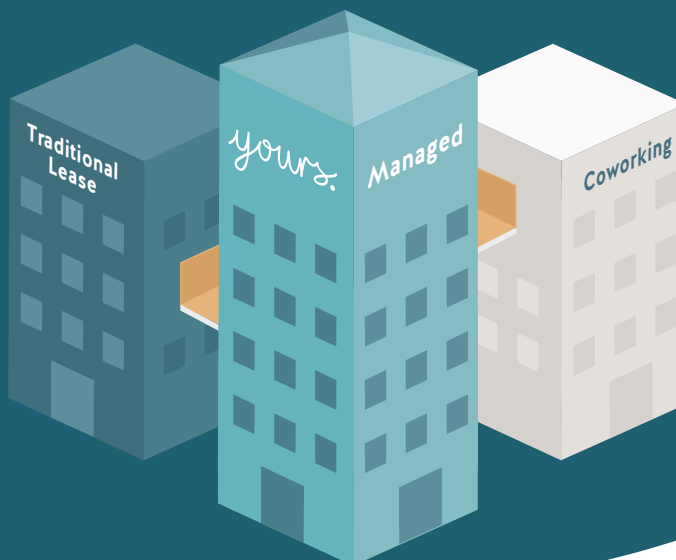
We all know there is a large discrepancy when it comes to the pricing comparison between Traditional Leases, Coworking Models and Managed Solutions. So in the interest of true transparency, below is a typical average model for a 4,000 sq ft office in the West End district of London highlighting where the true value of the Managed Solution lays and how this hybrid approach can assist your clients with their next choice of office.

| £: price per sq ft (psf) | Traditional Leased Office | | | Yours Managed Office | | | Coworking | | |
|--|---------------------------|-------------|-------------|------------------------|-------------|-------------|---|-------------|--------------|
| | Year 1 | Year 2 | Year 3 | Year 1 | Year 2 | Year 3 | Year 1 | Year 2 | Year 3 |
| Property Costs | | | | | | | £625 per month per desk 50 sqft per desk | | |
| Rent | £60 | £60 | £60 | £141 | £141 | £141 | £150 | £153 | £156 |
| Rent Free | (£15) | £0 | £0 | | | | | | |
| Business Rates | £21 | £21 | £21 | | | | | | |
| Business Service Charge | £12 | £12 | £12 | | | | | | |
| Operational Costs | | | | | | | | | |
| Food & drink (Coffee, teas, water, milk, kitchen supplies) | | | | | | | | | |
| Cleaning (Daily Cleaning, Cleaning Supplies, Waste Mgt) | | | | | | | | | |
| Internet (Main line + Redundant back-up) | | | | | | | | | |
| Network Support | | | | | | | | | |
| Utilities | £28 | £28 | £28 | Included in Gross Rent | | | Included in Gross Rent | | |
| Mechanical & Electrical Maintenance | | | | | | | | | |
| Repairs & Maintenance | | | | | | | | | |
| Contingency | | | | | | | | | |
| Office Management and Staffing | | | | | | | | | |
| Property Capital Costs | | | | | | | | | |
| Estimated Build Costs | | | | | | | | | |
| FFE | | | | | | | | | |
| Set up costs (coffee machine/ cutlery etc) | £26 | | | | | | | | |
| IT / AV Backbone & Infrastructure | | | | | | | | | |
| Project Management Fees | | | | | | | | | |
| Stamp Duty | £1 | £0 | £0 | | | | | | |
| Dilapidations | £6 | £0 | £6 | | | | | | |
| Total Expenses | £139 | £121 | £127 | £141 | £141 | £141 | £150 | £153 | £156 |
| Rent Deposit # of months | £30 | £0 | (£30) | £28 | £0 | (£28) | £25 | £0 | (£25) |
| Total Cash Outflow | £169 | £121 | £97 | £169 | £141 | £113 | £175 | £153 | £131 |
| Total Term Cash Outflow | | | £387 | | | £423 | | | £459 |
| Fully Managed Premium (%) | | | | | | 9.3% | | | 18.6% |

Why yours?

Yours is a truly unique managed office solution.

It gives you the best of both worlds, combining the benefits from traditional lease offices and coworking.



What our managed office solution offers that others don't:

Truly your own workspace

It isn't called Yours for no reason - Your workspace includes your own entrance, reception, and amenities. Your company's branding is incorporated throughout and, unlike coworking, you can fully customise your space to your heart's desires (go on and get that branded mural installed).

Delivered and managed by workspace experts

With years of coworking expertise, we hire the best in the biz and know exactly how to create and manage amazing workspaces. Our delivery & workspace experience teams provide a best-in-class service from the moment you enquire to the moment you move out (but you'll never want to).

Access to our coworking facilities

We offer more than just your HQ - you also get access to our network of coworking spaces & meeting rooms to help you and your team embrace agile working. Need to meet a client in Soho? No problem, book a meeting room on-demand at Work.Life Soho.

[Click here](#) to view our Work.Life coworking locations.

[Click here for our case study on EVE Sleep](#)

