

juniper

The ethos behind Juniper's foundation in 2008 was to provide trusted and competitive property advice within the Eastern Region.



The company is run by two directors that have over 40 years of experience between them. If you employ Juniper, you get service from those directors.

We pride ourselves upon having a limited but selective order book, and hope that our zeal as a small firm will accord with your desire to get the job done at a competitive price.

Our office is based just south-east of Cambridge, allowing us to reach almost any part of our geographical market within an hour.

The first business of any consultancy appointment is an informal meeting to discuss the project in question. Please contact Jamie Green or Mike Ayton and we will be pleased to visit you and discuss how we can help – without the hard sell.

References from past and present clients are available.

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Juniper Real Estate
2 Scarletts Business Park
Padlock Road
West Wrating
Cambridge
CB21 5LS

tel: 01223 290245
info@juniperre.co.uk
www.juniperre.co.uk



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A guide to
moving business premises

Introduction

Almost every business requires premises from which to operate, but finding the right building and matching it to future occupational needs can be both time consuming and costly.

Whilst real estate costs are often dwarfed by staff costs, they are still a significant outgoing which should be driven down when the opportunity arises. Just as important is finding a building that is fit for purpose and negotiating a contract that allows you to leave when you need to.

What Juniper will do

- Set up an initial 'no obligation' meeting
- Take instructions and confirm fees
- Agree a full brief for the search
- Conduct a thorough market search
- Collate and report results
- Agree a shortlist of candidate properties
- Arrange accompanied viewings
- Agree preferred choice and possible back up
- Negotiate price or lease terms
- Liaise through to completion and handover of key
- Assist with fit-out process

The 'fit-out' world

If your company's space requirements become public knowledge you will be inundated with offers from furniture and fit-out organisations.

Whilst Juniper can absorb this attention on your behalf, fit-out is an important part of the move process, and early space planning can save costs further down the line.

Juniper can advise on the fit-out process and recommend preferred suppliers. We also work with an affiliate project management company which can often show significant savings on fit-out costs.

A starting point

Take a moment to consider five key factors listed below. They will help you take the first step towards finding the right premises:

Cost: Have you set a budget?

Location: Where is good for staff, amenities, transport etc?

Image: What sort of building fits the ethos and budget?

Function: What does the building need to achieve?

Flexibility: Will you be able to grow/downsize?

Finding your move champion

The appointment of a key staff member to oversee and project manage the move is essential. You may have someone in mind for this. In any event, be sure they are given full support and communication access – both up and down the chain.



What Juniper aims to achieve

We have confidence in our ability to:

- Save you time
- Save you money (more than you feel!)
- Find 'off market' opportunities
- Help keep your enquiry discreet
- Absorb unwanted trade calls
- Provide a single point of contact for a smooth move

Leaving your old building

The anticipated move to a new building should not overshadow the process and pitfalls of leaving your old premises. You may be selling a freehold, but if you are leaving a lease by way of expiry or break, then there are issues to consider, including:

- Have you complied with your lease covenants?
- Dilapidations – will you do the works or make a cash settlement with the landlord?
- Have you still got a lease liability to dispose of?

Once you are in, can we save you more money?

One area of potential cost saving, that is often overlooked, is business rates. Many assessments are worth challenging. Also, some relief may be claimed if you still have a liability on your old building. Juniper works closely with Paddison & Partners, specialist rating advisers who have been successful in saving our clients significant amounts.