

Inigo Update



July 09

A note from Giles Curtis, Inigo's MD

In the current interesting economic conditions the role of the serviced office comes even more to the fore. I am sure that all operators are experiencing as Inigo is a significant number of enquiries from start up businesses, companies downsizing and companies of all sizes opting for the flexibility of a licence instead of a fixed lease. It would seem that the recession is resulting in more well known and large organisations taking advantage of what the serviced office offers.

This is good news for our industry and will I am sure accelerate the growth of the serviced office sector versus the conventional office post recession as well as now. The not so good news is the perception that we have to slash our prices in order to survive. Whilst the overall level of demand may be less than it was eighteen months ago there is a reduced amount of serviced space on offer. Surely we should only be reducing our charges slightly in order to reflect the actual market place for offices. At the end of the day no matter how

much prices are reduced there will be same number of businesses opting for our product. In the real world things have a funny habit of going full circle and in this



Mercia House, Banbury

instance all operators will end up with much the same occupancy as they would have had without the price cutting that is going on.

Just as marginal operators offering "serviced" space because they do not know what else to do with it are damaging for our industry in the long term so are the price cutters. They will be pushed to maintain the requisite standards and will find it hard to increase prices such that the whole sector might find it difficult to maintain the professional image we have all worked so hard to establish.

Availability Update



WESSEX HOUSE, NEWBURY
Contact Heather Robertson 01635 814400

- 2 three person offices
- 2 four person offices
- 2 six person offices



BLACKWELL HOUSE, LONDON
Contact Natalie Hulme 020 7556 1000

- 1 one person office
- 1 three person office
- 1 four person office



MERCIA HOUSE, BANBURY
Contact Andrea Jibson 01295 201100

- 1 one person office
- 2 two to three person offices
- 1 three to four person office
- 1 four to five person office
- 1 eight to ten person office



FORTH HOUSE, EDINBURGH
Contact Giles Curtis 0131 221 6500

- 1 five person office
- 1 seven person office
- 1 eight person office
- 2 two person offices (Aug)
- 1 three to four person office (Aug)



CASTLE HILL HOUSE, WINDSOR
Contact Ellie Moore 01753 830830

- 1 two person office
- 1 three person office
- 1 four person office
- 1 six person office



VICARAGE CHAMBERS, LEEDS
Contact Rebecca Harrison 0113 209 1500

- 2 six to eight person offices



EASTLANDS II, BASINGSTOKE
Contact Liz Buckland 01256 639100

- 1 two person office
- 2 three person office
- 1 three to four person office
- 1 three person office (Oct)

1 QUEEN SQUARE, BATH
Contact Sarah Ryder

- 1 five person office
- 1 three person office
- 1 six person office
- 1 seven to eight person office

