

INSTANT AND CORENET ROUNDTABLE DEBATE THE SPACE NEED DRIVERS OF CORPORATES IN THE UK AND EUROPE

The traditional office lease is not dead, but nor is it the only show in town. What occupiers are looking for is a variety of workplace solutions – in other words, total flexibility – and that is what is increasingly on offer.

At last week's roundtable organised by Instant, the flexible office specialists, and supported by CoreNet Global UK, the emphasis of the debate was very much driven by the mantra of organisations working "anywhere, in any way".

It brought together corporate occupiers, property company Derwent Valley, and consultants CBRE and Cushman & Wakefield.



CoreNet board member and chairman of the roundtable, Robin Harris, dared to suggest a working environment where worker democracy is very much at play. "What do staff want?" he asked.

Whoever heard of employees having a say in the shape of their workplace? But that really is the latest zeitgeist; there is a new generation entering the workplace with fresh ideas and aspirations.

More to the point, it is a generation that has never known life without the internet. And with digital technology developing at a rate of knots, it's about what will be possible in the future; today it's smart phones and tablets, tomorrow it will be the Cloud and next year, who knows?



There was a strange irony that the roundtable was held on the 17th floor of newly developed Heron Tower in the City of London, looking down on millions of square feet of offices that make up one of the globe's leading financial centres. Will all that space be needed in 10, 20 or 50 years? Surely, by then we'll be able to choose where we want to work – at home, in a coffee shop, or at the beach – won't we?

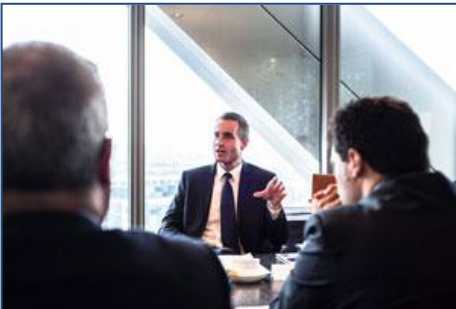
But it isn't as easy as that. Human beings are social animals and there is a need for collaboration to ensure ideas happen. For ideas to go from a brainwave in the shower to the drawing board and, finally, into

production, it's necessary for people to come together to make it happen. Increasingly, being in the office is less about the regimented "9 to 5" and more about coming together to collaborate.

The current solution is to create flexible workplaces which take into account the short, medium and long term needs of the organisation. It was reassuring to note that most of the corporate



organisations around the table – Morgan Stanley, PWC, Dell, Mysis, LCH Clearnet and Serco – already acknowledge that while the core of their office portfolio may be in fixed term arrangements, a proportion is held on flexible terms. That normally means taking serviced office space, but these are exciting times and, as such, there was talk of space sharing, co-working and a variety of other options.



Interestingly, Instant is leading the way with another alternative which relieves occupiers of up-front capital expenditure. The Managed Office is an outsourced, all-inclusive turnkey solution where Instant takes the risk in finding a building, taking the lease, fitting it out and managing it for the occupier.

A more detailed report of the roundtable will appear in the Spring issue of CoreNet Global's house magazine The Leader.

The roundtable was held in the offices of serviced office provider Landmark Plc