



**ASK-RE**

ask-re is one of the UK's leading property consultancies. For more than 15 years we have provided business-driven real estate consultancy and service delivery to a range of clients throughout the UK providing national reach, transferable skills and local delivery.

Our unique approach combines strategic property and business knowledge, all designed to add value or reduce the cost of commercial property occupation and ownership. As such, our client facing team is made up of a blend of property and business specialists all focused on delivering excellence through creative and effective advice, underpinned by the utmost integrity and the strongest professional relationships.

**CRES**

Corporate real estate services (cres) is a special skill set for corporate occupiers of commercial properties. We match our skill sets to occupier issues and needs, producing bespoke solutions driven purely by individual needs and limited only by what the property tenure and market conditions allow us to achieve.

Our skills are particularly valuable and relevant during periods of change whether downsizing or growing, whether disposing or acquiring, whether refinancing or releasing embedded assets. In addition to these more generalised scenarios, we offer specialist advice in matters such as capital allowances, lease restructuring and corporate finance either directly or with partners.

**OUR SERVICES**

- Enable
- Corporate Real Estate Services
- Investment
- Investment Asset Management
- Business Space Leasing
- Rent Reviews, Lease Renewals & Valuations
- Business Rates
- Planning and Development
- Building Consultancy
- Smartspace ([www.smartspace-uk.com](http://www.smartspace-uk.com))
- Globe/Reactive ([www.globefacilities.co.uk](http://www.globefacilities.co.uk))
- aedis ([www.aedis-uk.com](http://www.aedis-uk.com))

**CONTACT**

Rick Hawkins  
RHawkins@ask-re.co.uk

T 020 7616 0100  
F 020 7616 0101  
2 Gees Court  
London W1U 1JA

# ask-re put Trailfinders back on the money trail

**SECTOR**

Travel – Trailfinders provide tailor made travel services worldwide and have nearly twenty travel centres located throughout England, Scotland and Wales, with six of these sites located in London.

**ISSUE**

Trailfinders spent a considerable sum of money each year on utility bills on many different tariffs. Although these were mostly standard tariffs, due to the constantly changing market a full audit of utility costs at all sites was conducted by ask-re and management consultant Harris Rosenberg, to see where savings could be made on electricity, gas and water costs. The intention was to reduce the number of suppliers and large variances in tariffs, allowing costs to be streamlined.

**SOLUTION**

The brief was to carry out a full energy and utility bills audit for each of the Trailfinders sites to see where savings could be made on utility costs. Following a thorough check of each contract, ask-re and Harris Rosenberg negotiated improved utility deals for various sites, ensuring that appropriate suppliers and contract terms were used and agreed and that savings were also made in line with current legislation.

The aims of the audit were to cut Trailfinders' utility bills whilst protecting their position at all times, maintaining and improving client contacts and enabling purchasing power. ask-re have saved Trailfinders over £30,000 as a result of the audit undertaken, as shown.

These results show the varying savings between properties and the benefit of considering the entire portfolio.

Site	Saving obtained
London, Kensington High Street	£14,130
Oxford	£7,874
Leeds	£4,834
Norwich	£2,619
Canterbury	£1,620
Birmingham	£1,027
Nottingham	£551
London Tott Crt rd	£361
Cardiff	£207
<b>Total savings</b>	<b>£33,223</b>

**BENEFITS**

- Cut in expenditure and savings produced
- Savings perpetuate on a year on year basis
- Quick results
- No client hassle
- Good client relationship
- No fixed fee, 100% client payback
- Expert service
- Less administration validating bills for payment

**CLIENT TESTIMONIAL**

Lucy Powell of Trailfinders: *"We are top specialists in our field. As is necessary, in a company of our size, we do have expertise and experience in dealing with property issues. However, as specialists we know there are areas of expertise we do not possess. Our confidence in the professionalism and skill of ask-re has in this instance not only simplified the management of our property portfolio but also reduced our costs significantly."*