

Tenant  
& Owner  
Occupier  
Services

# TENANT REPRESENTATION

## ACQUISITIONS

Acquiring workspace is an important strategic business decision. Our dedicated Tenant Representation service works closely with you to understand your current and future business needs.

We recognise that the right workspace is crucial for the efficient operation of your business and the need for it to clearly reflect YOUR brand and image. Deriaz Slater act as an advisor, advocate and partner in navigating the often challenging issues associated with meeting business objectives whilst securing the best workplace solution.

Sourcing the optimum property is a time consuming activity which needs specialist project management and expertise if it is to meet deadlines, budgets and ensure the business continues to thrive without interruption.

We have an excellent track record of delivering proactive, cost effective and creative solutions for our clients. Our hands-on approach offers advice every step of the way.

Our acquisition service can help if you are dealing with expansion or contraction needs, consolidation, buying, selling or deciding what to do at a lease break or expiry.

### Our Services Include:

- Current situation and business plan analysis
- Market analysis and alternative option identification
- Property identification and selection criteria
- Lease and financial negotiation, then liaising with solicitors
- Providing a seamless relocation
- Involving other professional services to provide a fully comprehensive offering including fit out services and surveys

### Contact Us

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## THE PROCESS

**Consultation:** We will meet with you to discuss and understand your business and future plans.

**Property Search:** We will then conduct a property search on your behalf and compile a report for you including rent and outgoings. We then work with you to select a shortlist from the report.

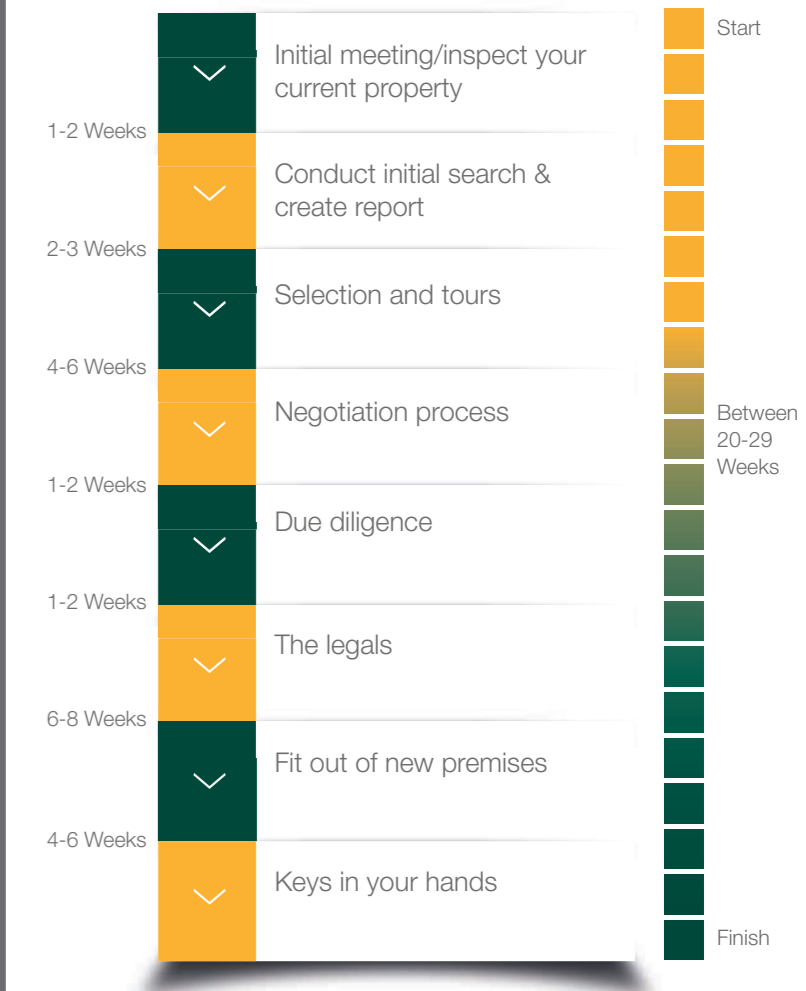
**Viewings:** We will arrange for a tour of each of the shortlisted properties and accompany you on the day to help with comparisons and expert advice.

**Second Viewing and Negotiation:** If we've found your perfect property, negotiations will begin to secure the most favourable terms for you. If you'd like to see further properties we will conduct a second search and repeat the shortlisting and viewing until you are completely happy.

**Formalities:** Once you are completely happy that we have found a property that meets all of your needs and we have secured you the best possible lease and financial terms we will arrange for all due diligence required including schedule of condition and surveys.

**Signing:** To complete the process we draw up heads of terms and instruct solicitors. We then liaise with the solicitors throughout the entire finalisation process. Our service does not end until the lease or sale has completed as advice is often required during the course of legal formalities. We believe that using our expert knowledge of deals done, landlords, properties and the market, we can generate substantial savings for occupiers compared to being unrepresented.

**Finishing Touches:** To add your own stamp to your new premises, we are well placed to offer advice on fit out, space planning, surveys and arrange quotes for works.



Honest Professionalism and Expertise

[www.deriaz.co.uk](http://www.deriaz.co.uk)