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BUILT ASSET
CONSULTANCY

DELIVERING BETTER LEARNING SPACES MORE EFFICIENTLY



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EC HARRIS IN EDUCATION

EC Harris is an international consultancy - acting as trusted advisors to clients - in planning and executing strategies that optimise the construction, operation, use and ownership of built assets.

As one of our major sector focussed areas of activity, we offer specialised education and children's services asset management and consultancy services to all public and independent sector providers. We have a long record of delivering value for our clients in education and children's services right across primary, secondary, further and higher education .

Our teams have many years of expertise and knowledge offering strategic solutions in education strategy, asset management and planning, ICT, workforce remodelling, specialist education consultancy and commercial management. We believe that educational transformation is at the heart of wider community regeneration, which is why we have an inbuilt capacity to provide an integrated service provision focussed on high quality 'outcomes' and not simply, the assets themselves.

At any one time we are working with over 300 schools and our sector coverage includes:

Primary Capital Programme - We are leading the delivery of the Primary Capital Programme across the country through our involvement as Project Managers, Technical Advisors and Cost Consultants. We are actively involved in over 15 primary capital programmes across the UK.

Academies Programme - Our work on over 50 Academy projects has given us significant experience and lessons learned across all facets of the programme including project management, construction project management, education consultancy and specialist education and advisory services, as well as extensive expertise in addressing the needs of independent Academy Trusts.

Building Schools for the Future – We have been involved in the £40 billion UK BSF programme from its outset including 20 active BSF Programmes as Local Authority PM and Technical Advisors, Commercial Managers and in the provision of Technical Risk Investment Management (TIRM) to SPV's and Funders/Banks.

Schools Direct - Our Schools Direct Team has over 100 professionals working on more than 200 individual school projects at any one time from £400 to £40m. We currently work directly with over 330 schools or Academies, 60 Local Authorities and 21 Dioceses.

Further & Higher Education - EC Harris is one of the most experienced consultancies operating in the higher and further education arena, providing Project and Cost Management solutions. We have worked for 35 Further Education Colleges and 60 universities over the last 5 years.

“You have been brilliant over all these years, transforming school into a place where children have the best opportunity to learn and to thrive.”

Head Teacher Pauline James; St Mary's West Derby C of E Primary School

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EC HARRIS IN RETAIL

Retail is big business - that comes with equally big challenges. If you are involved in this sector, you need to know that your buildings are supporting, not hindering, your business.

You want to be sure you are acquiring new stores at the right price and that your retail space is working as hard as possible. Brand integrity needs to be protected when investing in new markets or locations and you need to be sure that your supply chain responds to challenges, constantly improving performance. You will want to find ways of managing revenue spend so that it becomes an opportunity rather than a cost.

EC Harris work with the biggest brands in the most vibrant retail markets in the world. We have delivered or managed over 50 million m² of retail space and billions of pounds of spend, typically saving our clients 15-30% of that spend. We deliver results by focusing our experience and capabilities on improving performance across all stages of the asset life cycle.

We help our clients to plan and manage their retail portfolio to support their retail growth by focusing upon:

- Driving towards space standards and efficiencies
- Establishing ideal lease lengths against various operating units and matching these to the market
- Developing hold and dispose strategies for each property to optimise surplus space
- Identifying under-utilised assets and creating re-utilisation or exit strategies
- Being a centre of excellence for programme management to deliver value across a portfolio of projects
- Benchmarking insights which highlight opportunities for improvements
- Providing a deep knowledge of supply chains through category management to achieve savings and innovations.



“We got more stores for the same budget from the savings generated from the EC Harris programme.”

Sainsbury's

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EC HARRIS IN THE COMMERCIAL PROPERTY SECTOR

The breakdown of the global financial system has created an unprecedented economic environment for property investors, developers, owners and operators. The result is that the property landscape has changed dramatically, with financial institutions placing very different constraints and criteria on the funding of property assets and companies. The need to do more, or to do something different with existing assets is paramount.

Whether it be shopping centres, retail parks, offices, warehousing and logistics parks or complex mixed use integrated schemes incorporating residential and hotel development, the need for absolute expertise and specialist knowledge is more vital than ever to create viability and enable funding for refurbishment or development in the current market.

That specialist knowledge and in-depth understanding of the global the commercial property sector is what drives the world's leading commercial developers, investors, owners and operators to chose EC Harris.

Our focus is always in generating the best possible outcome for the money invested in developing, owning or operating built assets, the best possible outcome for our clients, for the asset owners, occupiers, and users, and for those who invest in them.



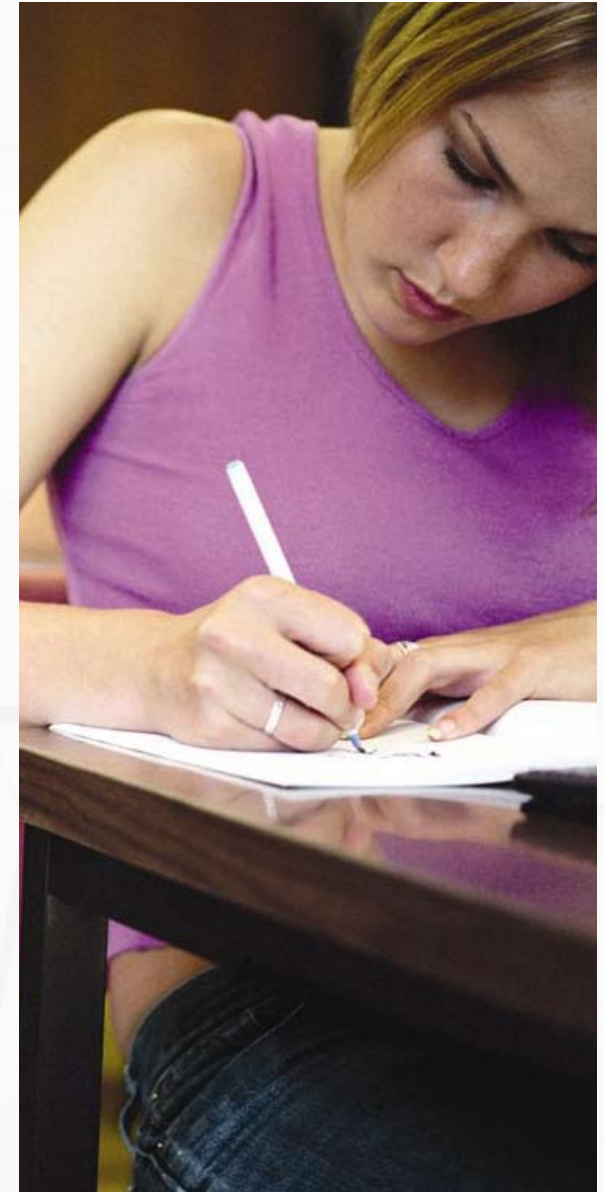
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NEW LEARNING SPACES

In light of the recent reduction of funding and commitment there is a solution to saving billions of pounds whilst still ensuring ongoing and necessary investment and development in the schools estate.

Our research findings, based on existing guidance for school provision, have indicated that making use of an existing retail shell could cut 36% from the average cost of building a new school based on existing standards for school design and layout. Not having to begin construction from scratch would speed up the programme, in some cases significantly, cutting development timescales in half. It would also facilitate more immediately flexible responses to short term local change in demand.

The BSF cut backs further promote the issue of needing to do 'more for less'. Many more new school places are still required and there will need to be a coordinated strategic response, offering solutions with far more limited funds.



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BETTER, FASTER, CHEAPER

The effects of the population 'bulge' have created a pressing need for new primary school places during the next 5 to 10 years, presenting a real challenge to be able to 'do more with less' if capital investment is unchanged. And of course, the longer term will see a need for more secondary places as those children grow up.

But this is just the start. Applying new design principles and delivery techniques combined with new commercial models for the investment will secure even greater efficiencies. EC Harris with its partner organisations, has already created new concepts for delivery using retail 'shells', applying techniques learned from other sectors.

The discussion around 'free' schools has highlighted the possibility that former shops and offices could be converted into schools; however we're able to take the debate further and provide evidence that there are significant savings and efficiencies to be had in adopting new and radical models over the more conventional. There is a clear need for a greater focus on what works; doing more with less; more remodeling and refurbishment and above all, genuinely creative design and commercial solutions.



'For a number of years I have been involved with EC Harris and had an excellent working relationship with them. I have no hesitation in recommending them for any academy project.'

Sir Kevin Satchwell, Headmaster, Thomas Telford School

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FLEXIBLE SOLUTIONS

As well as the adoption of former retail space; we have also applied these 'recycling' principles to identify new ways to deliver completely new buildings - applying techniques not used previously in the education sector.

- These solutions work - and they are not about temporary options
- They are tested educationally
- They generate solid, sustainable build solutions
- They generate innovative and very adaptable / agile spaces for learning
- They generate major savings and efficiencies and can also be delivered using new funding models which make them highly affordable - up to 36% of cost and half the timescale.

A child raised in the depths of the most challenging economic conditions for 80 years still deserves the best education - new and innovative solutions can do just that.



“EC Harris have driven an excellent outcome to the feasibility phase in a relatively short space of time.”

Matthew Young, Head of the Academies Division Delivery Unit at the DCSF

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THE CHALLENGE

At a time of economic uncertainty and a rapidly changing approach to education policy; schools will need more than ever to have clarity of vision and purpose. Our experience shows that the best way to deliver better educational outcomes is to ensure:

- A clear strategic direction for education delivery over the next 10+ years; either as a free school or remaining under the control of a local authority
- A scalable approach to investment - to provide a clear priority list to ensure that capital investment is spent on the most pressing priorities first
- An understanding of the partnerships that need to be developed with other schools in order to best utilise shared resources and ensuring, as part of the strategy, the viability of 'free' schools
- A clear understanding of the partnerships needed across the private, public and 3rd sectors to best deliver the active support from key stakeholders in the community
- Alignment to the local authority objectives - to ensure that schools and local authorities are mutually supportive and promote effective/efficient service delivery.

Those schools that can best grasp these issues are those best placed to serve the children and young people best irregardless of the funding or organisational model.



“Your approach has been to understand our needs and to find solutions and this you have done repeatedly, be it providing procurement options most suited to our time and resource position to designing and printing consultation leaflets. There has never been hesitation in responding and this has resulted in a confidence and trust that has extended from the members of your team to us your clients.”

John Farry, Capital & School Organisation Manager - London Borough of Havering

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OUR COMMITMENT

We are committed to making a real contribution to supporting the delivery of transformational teaching, learning in sustainable environments and generating long-term well-being for the community as a whole.

We have a reputation for the delivery of, and adding value to, our client's new, reconfigured and refurbished facilities to time, cost and desired standards of quality. This is combined with our passion for ensuring that those facilities deliver the greatest enhancement to pupils, as well as to the work of teachers and all other key school and service professionals in enabling all learners to achieve their potential.

Our commitment is to enabling you to focus on the learning and well-being of children and young people. Whilst we and our partners will support you to both create, operate and maintain a learning environment that provides all our children with the education they deserve.



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OUR PARTNERS

EC Harris has formulated the new approach with it's key partners: HoK Architects, Steljes ICT, John Waldron and Spaces4Learning, Prospects Education; RPS Group, and special advisor Professor Stephen Heppell.

For more information and to discuss how we can help you further, please contact;



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