

UKIBC Case Study

GVA GRIMLEY

Please give a description of your companies products and services

GVA Grimley is a leading UK property consultant providing a comprehensive range of property solutions to UK and international owners, occupiers, investors, lenders and developers. From the acquisition of new premises through to the planning and completion, we combine in-depth market knowledge with commercial acumen to provide creative, tailored solutions across the property spectrum. We are an expanding modern business with a fee income that has doubled in the last three years to over £148 million in 2007/2008.

GVA Grimley is one of the few firms to find a balance between consultancy and transactional business. Our services cross both the commercial property sectors and more specialist areas, such as healthcare and education. Our key services revolve around our three core disciplines of Strategy, Feasibility and Implementation, providing advice on;

- *Strategy:* Property Strategies, Asset Management Plans, Portfolio Assessments, Accommodation Need, Site Finding
- *Feasibility:* Development / Option Appraisals, Financial and Investment Appraisals, Town Planning, Securing Finance
- *Implementation:* Land Disposal / Acquisition, Procurement, Tendering and Appointment of Design Teams

Please outline your current projects/partners/interest in India

GVA Grimley has two affiliate offices in India, located in Delhi and Mumbai. The core nature of business is to provide property related services.

In the UK, we provide strategic property advice to a number of Further Education and Higher Education institutions. GVA Grimley has a specialist education team, which has over 15 years of experience in the sector. We have worked with more than 45 Colleges in the UK (including Higher Education and Further Education) and have developed a good relationship with them over the period. We get involved in a project right at the beginning when a College is looking to rationalize their space and formulate strategy for future expansion. We work along with them to refine their business case, following which we also apply for funding on their behalf and after the approval, take the project to the build/ construction phase to completion and occupation. This provides us with a thorough understanding of their day-to-day operations and long-term requirements.

partnership in action

Currently, we are working for an Indian organisation, interested in partnering with UK universities to open a new university/ institution with a focus on specialised courses. The project involves identifying a suitable UK university, facilitating partnership engagement and finding suitable accommodation to deliver education.

Describe your potential areas of interest/nature of offer to India

Based on our experience and knowledge, we would like to expand our service offer to the Indian education sector. We will work along with the skills and education providers to ensure that their property requirements are met.

GVA Grimley would like to establish partnerships with key personnel within the Indian organisation involved in promoting and developing education across the country. We have good relationships with a number of the top universities and colleges in the UK and are highly experienced with their governance structure and decision making processes. Through this we hope to create mutually beneficial opportunities for both countries to further the educational offer available in India. Our knowledge of the Indian property market through our network will ensure that our market and property assumptions are precise and reliable.

We aim to offer Indian educational institutions sound strategic advice which enables the efficient use of both public and private funding, ensuring that all investment is targeted in the most needed areas of their estate. Our experience of over 15 years of working within the educational sector equips us with the required specific industry / benchmarking knowledge that enables us to advise institutions on space utilisation and land / accommodation requirements.

What would be most useful to your company in precipitating business links with India?

We would like to strengthen our links with the Indian education providers (both public and private) and organisations seeking good quality facilities to deliver skills, training and education.