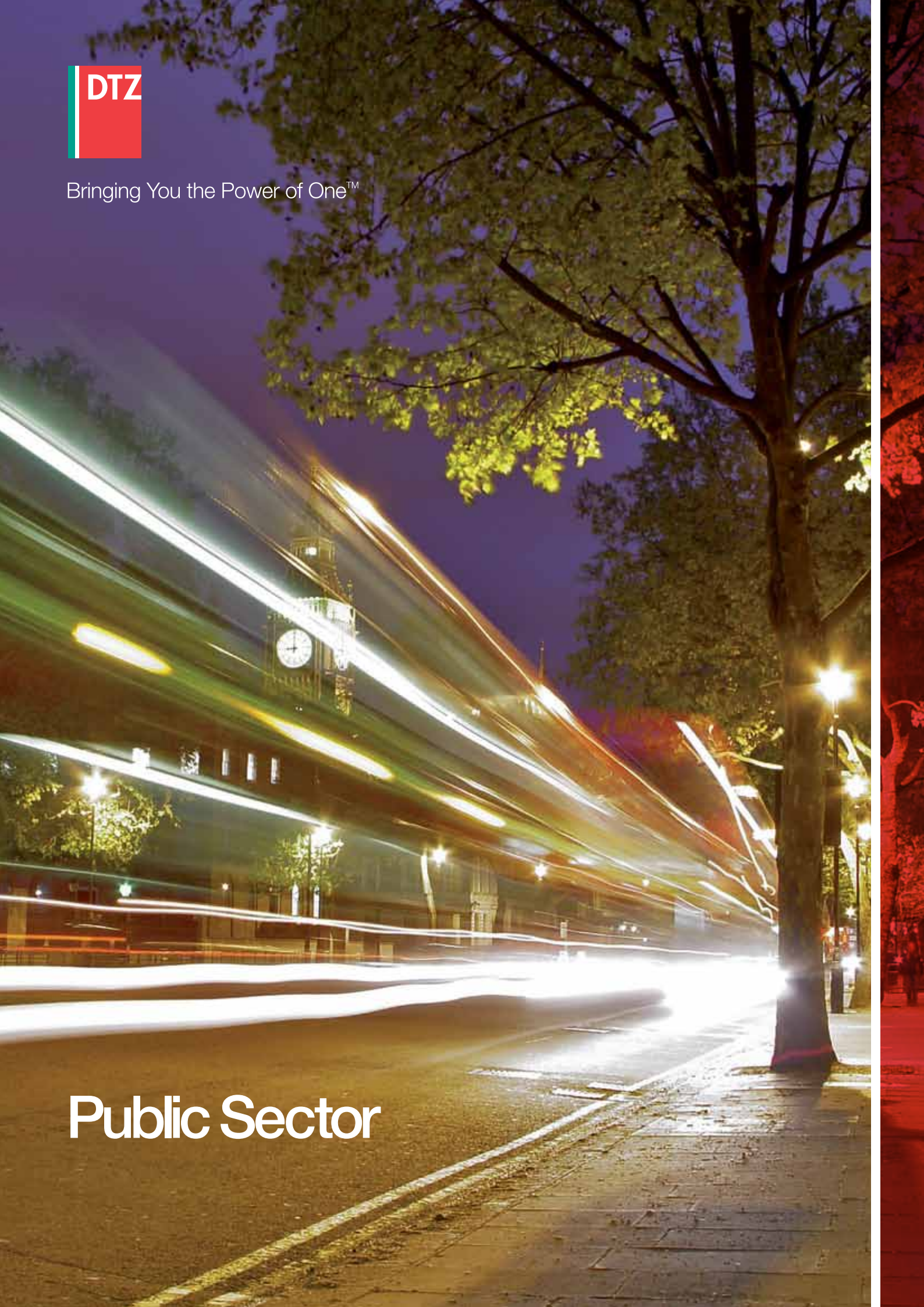




Bringing You the Power of One™

Public Sector





DTZ is a market leader in the public sector. Our advice covers a wide range of skills and services including development and regeneration, accommodation rationalisation, organisational and performance improvement, technical assurance and outsourcing.

Whilst much of our work is strategic this translates into day-to-day experience working with public sector organisations across the UK. This gives us a deep understanding of our clients' business and the factors that drive and constrain them.

Our work is underpinned by a depth of consulting, professional, transactional and project expertise as well as a large network of regional offices.

Our major focus is supporting public sector clients with cost reduction, estate transformation, regeneration and collaboration. A significant proportion of our work with public sector organisations involves engineering partnerships and joint ventures with private sector organisations. Increasingly, we are supporting collaborative initiatives between public sector organisations.

Practical deliverability is key and, at DTZ, we combine strategic thinking with an unrivalled delivery capability. ■

Central Government

DTZ works right across central government, throughout and beyond the UK.

DTZ advises on large parts of the civil estate. We have responsibility for the asset management of many thousands of central government properties and support departments; executive agencies; and non departmental public bodies; improving the efficiency and business-fit of their portfolios, supply chains and real estate business processes. Every year our specialist teams undertake numerous transactions and save substantial sums on behalf of central government.

Local Authorities

DTZ advises more than one in three local authorities in the UK.

DTZ has worked with local authorities to deliver millions of square metres of new town centre development in partnership with private sector developers, including shopping centres and mixed use schemes. We are market leading experts in the complex public procurement processes required to deliver regeneration and new development. DTZ also advises on planning frameworks and housing policy including new models for the delivery of social and affordable housing.

We help local authorities with estate strategy and asset management issues relating to their operational and commercial property interests. DTZ has delivered office accommodation strategies for over 50 local authorities and advised on organisational performance, service outsourcing and new delivery vehicles to support the continued transformation of local government services, including contractual and corporate partnerships with private sector suppliers, developers and investors.





Education

DTZ is in the unique position of being able to offer a range of integrated services to higher education (HE) and further education (FE) institutions and to their government, development and funding partners. These services cover education markets, education business strategy, estates strategies and implementation, both in the UK and internationally. Our education advice covers the following specific areas:

- Business consultancy
- Design and project delivery
- Development and agency
- Estate strategy
- Estate management performance improvement
- HE and FE markets
- International education
- Property and asset management
- Science parks
- Space management and planning
- Student accommodation
- Valuations for education
- Cost reduction.

DTZ has a network of national and international education specialists providing bespoke advice for the education sector. We have a successful history of over 20 years, acting for 90 universities, a wide range of FE colleges, all the UK funding councils, plus many of the research councils and leading research centres. We have also advised education, innovation and skills departments of central and local government. Increasingly we also act as a specialist adviser on the education sector to private sector organisations including developers, operators and banks.

Health

The alignment of property resources to better support the business is essential to sustain the continued development and efficiency of the NHS.

This more strategic approach to property is where DTZ makes a significant contribution. DTZ has a proven track record in providing strategic and issue-specific property advice to the NHS.

DTZ's expertise embraces acute, community, psychiatric and day hospitals together with health centres, clinics and offices.

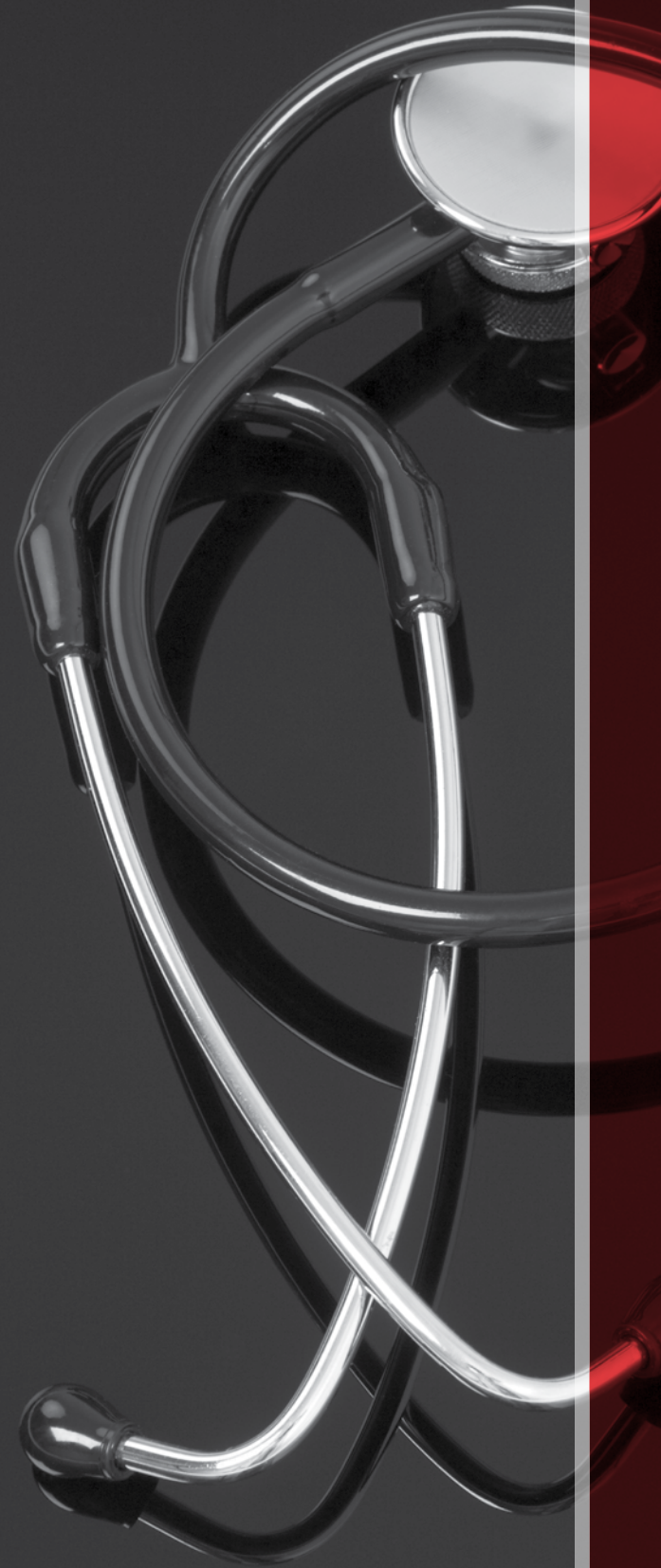
Our in-depth knowledge of the NHS has enabled us to develop unique services for Trusts; for example, providing critical advice in assessing residual lives of building assets, resulting in significant savings in annual depreciation charges.

We have completed IFRS compliant 'modern equivalent' valuations for a large number of trusts, making DTZ a leading expert in this specialist sector.

DTZ has acted for many NHS trusts on a broad range of real estate matters including:

- Estate strategy
- Strategic asset management
- Commercial Partnering arrangements
- Performance improvement
- Re-financing and tenure re-gearing
- Acquisition of property
- Asset life advice
- Cost reduction
- Dilapidation advice
- Disability Discrimination Act advice
- Lease renewal and rent reviews
- Planning and development advice
- Property sales
- Rating consultancy
- Valuation services including the new modern equivalent valuations.

DTZ services are available to NHS organisations via a number of public sector frameworks.





Emergency Services

The cost of property is one of an emergency service's greatest outlays after staff costs. The estate and its management provides one of the best opportunities to rationalise operations, introduce efficiency savings and release capital. There is increasing emphasis on efficiency savings within the public sector and the way in which an organisation operates its occupational portfolio will have a major impact on achieving future savings.

DTZ provides expert advice in devising, evaluating and testing the financial viability and feasibility of operational change and development projects and in the preparation of comprehensive accommodation strategies and business cases in support of projects and initiatives.

DTZ has considerable experience providing strategic, professional and transactional advice on property assets for blue light services.

Affordable Housing

DTZ provides a comprehensive service to public and private sector organisations involved in the delivery of affordable housing with particular emphasis on helping our clients:

- Develop an overarching strategy for the delivery of affordable housing
- Ensure 'on the ground' delivery of new homes
- Make the best use of existing housing assets.

We have particular expertise in affordable rent, intermediate and open market rent development and investment.

Our specialist services include:

Policy advice and research

- Including the design of new housing interventions and evaluation of existing policy interventions

Strategic market analysis

- Including forecasting of house prices, rents and land values, assessment of housing need and demand

Business and financial planning

- For RSLs, local authority housing companies, ALMOs and special purposes vehicles

Development and planning advice

- Viability assessment, financial appraisals, structuring of development agreements, feasibility studies, planning applications

Housing led regeneration

- Strategy, funding bids, economic appraisal for estate renewal programmes, HMR pathfinders, city and town centres, tenure diversification strategies

Asset management

- Including strategic advice on land and property sales, acquisitions, restructuring and refinancing

Procurement

- Advice on developer selection, OJEU procedures, development partnerships, joint ventures, risk and reward sharing

Valuation

- For both residential assets and residential land, in connection with acquisitions and sales, loan security for bank borrowing and HRA business plans.





Bringing You the Power of One™

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DTZ services are available via the Government Procurement Service's Estates framework.

Supplier to
 Government Procurement Service



Mixed Sources

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