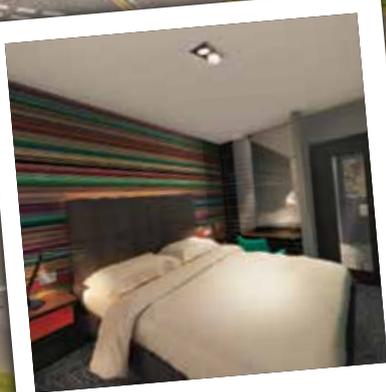


# VISTA

SUMMER  
2017

A VIEW ACROSS LAKESIDE NORTH HARBOUR, PORTSMOUTH – THE SOUTH'S LEADING BUSINESS CAMPUS

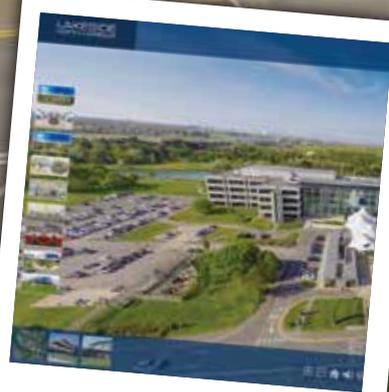
PICTURE  
PERFECT FOR  
BUSINESS  
GROWTH



VILLAGE HOTEL OPENING SOON



TRANSAS BERTHS AT LAKESIDE



VIRTUAL TOURS LAUNCHED

# BRINGING THE VISION TO LIFE



FACE TO FACE WITH **NICK TURNER**, **ASSET MANAGEMENT DIRECTOR** AT NORTHWOOD INVESTORS, AS HE REVIEWS AN IMPRESSIVE PERIOD OF DEVELOPMENT FOR THE CAMPUS.

## Q What have been the 'stand-out' milestones for Lakeside in recent months?

**NT** Our investment is creating a real buzz around the campus, with the hotel development well underway and Buildings 2000 & 3000 coming to life as Transas, Capita, Lead Forensics and SPB move in.

We've also created new co-working and break-out opportunities both inside in the business lounge and Winter Garden areas and externally by the lake in the Southern Courtyard. Our vision for Lakeside is being realised and it's attracting some big brands, who see the opportunity to grow their businesses in a stunning campus setting.

## Q What is it that makes Lakeside special?

**NT** We are building an incredibly vibrant business community here. Our occupiers tell us that they value the extensive range of amenities on site as well as the dedication of the Lakeside team, who are instrumental in making it a unique business campus with a strong customer-focused approach.

## Q What value will the new hotel bring to occupiers at Lakeside and its appeal as a business location?

**NT** The Village Hotel is a great fit for the modern business campus. The hotel offers excellent leisure, F&B & conferencing facilities alongside the usual hotel accommodation. It will be a focus of activity throughout the week and also outside traditional business hours, which will further reinforce Lakeside's position as a vibrant business campus. It will enhance the range of amenities available to existing occupiers and will undoubtedly attract new staff and visitors to the campus.

## Q Where is the main marketing focus going to be for the rest of 2017?

**NT** Our primary focus will be on introducing potential occupiers to the newly available space in Buildings 2000 & 3000. The space offers flexible grade A office accommodation and will suit a wide range of occupiers and uses.

More broadly, we are reaching out further into the market place to communicate the benefits to bigger brands of relocating to Lakeside. We offer the corporate profile and image that is comparable with the quality of office space

at Lakeside – it also demonstrates that Portsmouth can compete with other cities to secure key international businesses and world class brands, such as Babcock, SPB, Wiggle and Capita.

## Q What feedback are you receiving from occupiers?

**NT** We were delighted to see that 94% of occupiers rated their experience as 'good' or 'excellent' in our latest satisfaction survey.

Aside from investment in new office space, we're always looking to make improvements, whether this be in hardware such as new energy-efficient chillers or in proactive maintenance to the facades of Building 1000.

We've also introduced a number of new occupier events, notably the Street Food Friday, and are continually investigating how we can adopt new technology to improve our customers' experiences on site. A new café facility will shortly be introduced in Building 2000. We want to ensure that when businesses locate here, they want to stay and grow with us.

## Q What's the next stage in the Lakeside story?

**NT** It would be great to be able to develop new office space at Lakeside once the economic conditions allow. In the meantime, we are working to improve the occupier experience through the use of technology, additional amenities and events on campus whilst we focus on leasing the remaining vacant space and consider the best future uses for our development land.





## LAKE SIDE FACT FILE



- SUPERB LAKE SIDE SETTING
- 500,000 SQ FT OF GRADE A OFFICE SPACE
- 100 OCCUPIERS, INCLUDING WORLD-CLASS BRANDS
- 4000 PROFESSIONALS ON SITE
- 94% 'GOOD & EXCELLENT' SATISFACTION RATINGS
- HOTEL OPENING AUTUMN 2017
- 250 SEAT AUDITORIUM
- CAFES & RETAIL OUTLETS
- DAY NURSERY & HAIR & BEAUTY SALON
- FREE SHUTTLE BUS TO LOCAL TRANSPORT HUBS



**“In Lakeside, with its ambitious plans for the future, we know we have made an excellent choice.”**



# NEW HOTEL CONCEPT DEBUTS



**VILLAGE HOTELS' £21M INVESTMENT IN A NEW HOTEL CONCEPT AT LAKESIDE NORTH HARBOUR WILL BRING UNRIVALLED ACCOMMODATION AND LEISURE FACILITIES TO CAMPUS BUSINESSES, EMPLOYEES AND VISITORS.**

The doors open in November 2017, bringing the group's total portfolio to 29 across Britain, and as Andrew O'Brien, Property Director at Village Hotel Club, explains, Lakeside will be a significant addition because of its position inside a business environment.

**“The 8,000 square metre hotel will be spread over seven floors, four of which will contain the 153 bedrooms,”** says Andrew.

**“Hotel guests, local residents and employees at Lakeside will be able to use all of the new facilities at the hotel, which include a leisure club for between 3,000 and 4,000 members with a 20m swimming pool, gym and fitness studios. There will also be a Business Club for meetings, events and seminars, a pub, restaurant and a Starbucks outlet, so it really will have something for everyone.”**

Founded in 1995, the Village Hotels' Club concept have proven to be popular due to the quality of facilities.

The new hotel represents the debut of the new Village Hotel concept, as designed by 3DReid, which delivers an evolution of the current Village Hotel Club offer but on a more compact footprint, enabling the company to locate in urban areas where sites are generally smaller in size.

Earlier this year, a 'topping out' ceremony was attended by representatives from Portsmouth Council, signifying the value that the city places on this new development.

Andrew explains what sets the new hotel apart from its competitors: **“The new hotel is the only one of its type in the market that offers extensive leisure and business conference facilities, in addition to the accommodation and restaurant services, that are all owned and operated by Village Hotels – no external contractors are involved.”**

The location at Lakeside, with its close proximity to the M27, was particularly attractive to Village Hotels as it expands its reach across the south. The company currently has numerous hotels in the north and the Midlands and only three in the south in Bournemouth, Farnborough and Maidenhead.

**“For a hotel, choosing the right location is critical to success – and in Lakeside, with its ambitious plans for the future, we know we have made an excellent choice.”**

[www.village-hotels.co.uk](http://www.village-hotels.co.uk)

# TRANSAS BERTHS IN BUILDING 2000

**SPECIALIST MARINE SIMULATION COMPANY**  
**TRANSAS**, WHICH EMPLOYS 1,000 PEOPLE AROUND THE WORLD, HAS SIGNED A 10-YEAR LEASE ON A 21,000 SQ FT OFFICE AT LAKESIDE.



PAUL DOLLERY OF TRANSAS (RIGHT), PICTURED WITH RUSSELL MOGRIDGE OF HUGHES ELLARD.

Employing 35 people locally, with on-site capacity to double headcount at Building 2000, the company plays a role in the safe passage of world trade, of which 90% is transported by sea. Previously located at Voyager Park in Portsmouth for 18 years, Transas holds nearly half of the world's maritime simulation market, with 5,500 marine simulation systems in 91 countries, and a quarter of vessel traffic management solutions (VTMS) – 300 are installed in 100 ports in 55 countries.

Lakeside is home to customer support, sales, project management, finance and a training academy together with state-of-the-art bridge simulators.

Russell Mogridge, the business space director at Hughes Ellard, said: "Transas is a market leader which required larger high-quality office, production and training space under one roof. Building 2000 at Lakeside, Hampshire's fastest-growing business destination, fitted the bill exactly, being more than twice the size of Transas' previous base in Portsmouth."

Paul Dollery, Transas' global property director, said: "Our new regional headquarters reflects Transas' aspirations to be the best company of its kind in the global maritime IT market, helping vessels navigate the world's seas and waterways safely."

[www.transas.com](http://www.transas.com)  
[RMogridge@hughesellard.com](mailto:RMogridge@hughesellard.com)

**LAKESIDE**  
**MY VIEWPOINT**  
Philip Holmes, Vail Williams

"As the recent arrival of many leading brands proves, Lakeside is a magnet for new businesses from inside and outside the Portsmouth region.

One reason why the campus environment is particularly important to companies is that its quality helps to attract high calibre people...which is vital for growth.

Lakeside caters for a wide range of businesses, thanks to office suites starting at 1,000 sq ft, which would suit 5-10 people and Regus, the serviced office provider, can offer even more flexible space. At the other end of the spectrum, 2000 Lakeside offers up to 36,628 sq ft, and with many sizes in between, many businesses like the fact that they can flex their needs as they grow. The ability to upscale means they can move into larger office space when they need it rather than waiting until the end of their lease term which is generally the case elsewhere.

The hotel will be a valuable addition to Lakeside and will further differentiate the campus from the competition.

Lakeside also scores highly because it is the only office destination that is well located for commuters but also close to a major city with a high population, a strong university community and a good skill base. And, of course, the wildlife and natural landscape make this a very special destination."

[PHolmes@vailwilliams.com](mailto:PHolmes@vailwilliams.com)



**“A professional, quality location which has helped to promote and enhance the SPB brand.”**



# WHY WE CHOSE LAKESIDE

SPB UK MANAGING DIRECTOR LORRAINE HIGHAM SAYS THAT **LAKESIDE SATISFIED EVERY CRITERIA** WHEN IT CAME TO FINDING A NEW LOCATION

When mobile phone and affinity insurance provider, SPB UK & Ireland, was looking to move from their offices in central Portsmouth, Managing Director Lorraine Higham set key criteria for the move...and Lakeside came way out on top among the five candidate locations under review.

SPB comprises two companies regulated by the Financial Conduct Authority to provide insurance, Citymain Administrators and Burnett & Associates.

It is the UK's most diverse provider of mobile device insurance (having been the first to enter the market), a leading player in the education insurance sector and Europe's leading affinity insurer.

Relocation came on the radar because SPB's previous town centre offices were split over two floors, which was not only inconvenient for staff, there were also continual issues over the very limited parking spaces available for visitors.

So Managing Director Lorraine Higham started to look for a better option, ideally located within a five to six mile radius of Portsmouth to meet the needs of staff, but with scope to grow. After a thorough search, a shortlist of five quickly became one, with Lakeside ticking all the business critical boxes, while simultaneously offering environmental improvements for employees. The flexibility of the grade A space also meant that there was room to grow.

Speaking from the company's new base in 3000 Lakeside, Lorraine said: **“We are in the ideal location, with large windows overlooking the lake and we have been able to plan and design our unit all on one floor. This gives us ample room along with an enhanced working environment for our 70 staff, with plenty of room to grow. Importantly, visitors are always very impressed by the location of our office and its stunning views.”**

The location of Lakeside also gives SPB a wider employment pool and staff access to a free shuttle bus service to transport hubs, and easy road links to Portsmouth, Southampton and the surrounding areas, including the Isle of Wight, which is home to some of the SPB employees.

**“Lakeside is a professional, quality location which has helped to promote and enhance the SPB brand and is an important foundation on which we can build our future growth,”** says Lorraine.

**“At the same time, the working environment for our employees has been vastly improved with excellent facilities on site, including a nursery which is used by many of our staff. The Management Team at Lakeside is also very accommodating and keen to respond to any requirements we have. All in all, it has been an excellent move for SPB.”**

[www.spb-uk.co.uk](http://www.spb-uk.co.uk)

# OCCUPIER NEWS

## STUNNING SUCCESS FOR AUTO INTEGRATE

Lakeside-based Auto Integrate has received the Queen's Award for Enterprise for its award-winning vehicle maintenance authorization software system.

The technology provides an electronic trading platform for the automotive sector, designed specifically for the US and Canadian market. It has radically changed the way fleet management companies transact with its maintenance suppliers, delivering enhanced operational efficiencies for fleet businesses through electronic communication.

Terry Bartlett, Auto Integrate's CEO and founder, commented **"We are incredibly honoured to receive The Queens Award for Enterprise. I am very proud of my exceptional team for rising to the exciting challenges that have presented themselves in transforming an out-of-date process to benefit both fleet management and its suppliers."**

The company's turnover grew by over 100% in 2016 and is projected to more than double again in 2017.

[www.autointegrate.com](http://www.autointegrate.com)

## HAIR OTT

Hair Ott is delighted to announce the appointment of Amy Moore as the new manager for Hair Ott Lakeside.

Amy started with Hair Ott as a Saturday assistant over 14 years ago. Since then, Amy has become a talented hairdresser, dedicated educator and a member of the Hair Ott Art Team.



Amy will be joining the team in July and is looking forward to introducing new services into the salon including barbering. Stay in touch via the Hair Ott Facebook page.

[www.facebook.com/HairOttLakeside](http://www.facebook.com/HairOttLakeside)

## PARITY TRUST

Parity Trust is a not-for-profit finance organisation offering tailored loans and mortgages to individuals marginalised from accessing mainstream high street lenders. Parity Trust has been operating from Lakeside for the past six years and has gone from strength to strength through its innovative loan products. In the last five years alone, it has offered over 600 secured home improvement loans, enabling householders to invest in their properties or make essential adaptations to improve their quality of life. Recently, Parity Trust has signed up to the Armed Forces Covenant which ensures that members of the armed forces are treated fairly and are not commercially disadvantaged in their day-to-day lives.

[www.paritytrust.org.uk](http://www.paritytrust.org.uk)

## I TRI TRIATHLON COACHING & PERSONAL TRAINING

Phil Standen, who runs ITRI Triathlon Coaching & Personal Training from 2000 Lakeside, is a former county-level swimmer who has turned his passion for fitness into a thriving business.



Having started as a personal trainer with David Lloyd, Phil started a triathlon club, then his own business and now helps athletes to train for the swim, bike, run to transitions, strength, mobility and flexibility needed for these gruelling events.

That said, he works with people of abilities, from beginners looking to improve fitness through to GB and Ironman world champion qualifiers.

[phil@itricoaching.co.uk](mailto:phil@itricoaching.co.uk)

## COFFIN MEW

Leading regional law firm Coffin Mew has completed its merger with Charles Lucas & Marshall, creating a £15m legal business across eight locations – including Lakeside - with more than 220 employees.



The merger positions Coffin Mew as one of the largest law firms in the central South region, with a 30% increase in turnover and close to 40% increase in staffing levels.

Miles Brown, CEO of Coffin Mew commented: **"We have made no secret of the fact that Coffin Mew is an ambitious firm. We aim to be a £20m turnover company by 2020, and this merger is a big step towards achieving that goal."**

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

# TRENDING ON CAMPUS

## TAKE OUR VIRTUAL TOUR

Visit the Lakeside website and take our stunning new virtual tour.

A specialist team visited the campus over two days, capturing stunning aerial panoramas using drones, along with all-round views of the 1000 Lakeside atrium, our new building 2000/3000 reception area, the business lounge, 250-seat auditorium, plus the Southern Courtyard and 2000 offices' terraces overlooking the lake.

Navigation is easy and there are hot-spots and info panels to help make the most of the fantastic visual tour.



## JOIN OUR SUMMER STROLL

Join wildlife expert Alison Barker from Hampshire & Isle Wight Wildlife Trust for the next Lakeside occupier health & wellbeing walk around the campus on Thursday 20th July.

Taking a summer stroll around the lake, we will be seeking out the wild orchids that grow here on campus (there are five varieties) and other wild flowers that grow here in abundance. Whilst the sun is shining, we can appreciate the variety of butterflies, dragonflies and damselflies that have made this area their home.

Just a 45-minute walk in a green natural space has amazing impacts on stress levels and our overall health and wellbeing; seeing and learning about wildlife along the way is a bonus!

## INTERESTED IN LAKESIDE?

Like what you see at Lakeside? We've currently got a range of space options available...so take a look below, visit our availabilities section on our website and then arrange a tour by calling Karen on 023 9238 9056.



Top Floor 3000 Lakeside – 2,525 sq ft

2nd Floor 2000 Lakeside – Suites A & C – 3,445 sq ft

West 102a 1000 Lakeside – 4,686 sq ft

Ground Floor 3000 Lakeside – 7,888 sq ft

East 201 1000 Lakeside – 10,100 sq ft

1st Floor 2000 Lakeside – 18,647 sq ft

Ground Floor 2000 Lakeside – 36,382 sq ft

There's also a handy app for Apple and Android mobile devices, which makes it easy to stay connected with what's going on around the park, from the latest events to a walkthrough of our beautiful surroundings and even a bus tracker.

## LAKESIDE GOES WILD

Dazzlingly decorated animals, both native and from around the world, have been dotted around the campus.

From frogs to giraffes, pandas and penguins, elephants and owls, lions and hippos, this project is inspiring people of all abilities to unleash their creative talent in a fun, truly memorable and collaborative way.



With help from Splodge Designs, a team of occupiers and site staff adopted an animal and rolled up their sleeves to create Suited & Booted Giraffa, who can be found 'snacking' on leafy tree tops in the plains by the lake.

## WE LOVE SOUTHSEA STREET FOOD FRIDAYS

Bringing a diverse range of street food right to the campus, Street Food Fridays take place every Friday celebrating the wide variety of food Portsmouth has to offer including Feed Hot Dog Company, Catch A Fire Pizzas, Bubble &, The Wholesome Foodie and The Island Lemonade Company.



# LAKESIDE NORTH HARBOUR

Lakeside North Harbour, Western Road, Portsmouth, Hampshire, PO6 3EN



[www.lakesidenorthharbour.com](http://www.lakesidenorthharbour.com) | Telephone: 023 9238 9056 | Email: [karentyrrell@nwgldifern.co.uk](mailto:karentyrrell@nwgldifern.co.uk)

