

CASE STUDY

Studor

KEY FACTS

Location	Hove, East Sussex
Industry	Drainage product manufacturer
Scope	Office Fitout and relocation



Old to New

Like many successful companies, Studor, the world's foremost specialist manufacturer of air admittance valves had outgrown their premises and urgently needed to rent a larger building. However, when they found a 735 sq metre antiquated factory nearby was for sale they not only saw great potential but also additional investment opportunities.

As Commercial Manager, Helen Lawson, said "our CEO decided to take the plunge, but we were also faced with the daunting task of converting the building into an efficient and modern facility in just six weeks, which included the Christmas holiday period."

In parallel with finding tenants to take over the lease on their old office, Studor drew up a shortlist of potential contractors, which included Woodman, to carry out the work on the new premises.

"Our time frame was absolutely critical and with Woodman giving us their assurance of their commitment to on-time, on budget, they were the obvious choice. Their references were impeccable and they were confident to sign to

the very stringent six week 'move in and start business status' contract."

THE CHALLENGE

To deliver the project, **on time, on budget**, within that critical six week timeframe, Woodman's commitment to 'make it happen' included meticulous planning and scheduling all work to be carried out 24/7.

In addition to the physical requirements of office space, including a dedicated area for the CEO, there were meeting rooms, a kitchenette, warehousing and test laboratory operational needs that included heating, lighting, ventilation (as well as air conditioning in some areas) and an IT infrastructure. To help Studor maximise their investment, an additional 106 sq. metres also had to be fitted out in preparation for sub-letting.

THE SOLUTION

From the design stage Woodman implemented their proven 'manage and build' programme that focuses on assisting clients achieve their objectives within existing and forthcoming building regulations such as the Disability

Discrimination Act, Health and Safety, Fire, etc. - the essentials that, as Helen mentioned, "are often overlooked until it's too late".

All build trades were supervised, controlled and liaised directly with Woodman, so ensuring fulfilment of their '**on time, on budget**' commitment.

In addition, Woodman's daily 'one point of responsibility and contact' with the company and their security suppliers was, the company acknowledges, a real benefit and made their job a lot easier.

During the project unexpected problems and 'changes of mind' cropped up. "In our case, Woodman's 'change assessment' analysis proved itself time and time again" confirmed Studor.

The analysis of unplanned problems or requested changes is based on a logical cost/benefit basis and a viable solution (endeavouring to stay within the agreed budget and time framework) is sought to 'make it happen'.

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THE CONCLUSION

The project was completed successfully, and after a thorough 'walk through' and sign off, Studor moved into their new premises **on time and on budget**. Woodman facilitated the move over just one weekend to ensure Studor's business was unaffected.

Studor's opinion of Woodman's service was such that they published this testimonial on their website:

'STUDOR would like to acknowledge the great work of Woodman for transforming a disused industrial building into a combined state of the art office, warehouse and test lab on time, in budget and to a very high standard'

Looking back, Helen added, "*Woodman 'bent over backwards' to help us – and happily resolved any subsequent 'snags' without any quibble or cost. It is refreshing in these days to find a company that does exactly what they promise to do.*"

Having since reviewed Woodman's warranted service and commitment 'On-Time, On Budget' self-assured guarantee, she added "*I would say they have got it absolutely right as it reflects exactly what we experienced*".

Helen Lawson

Commercial Manager– Studor Limited

