BNP Paribas Real Estate Appointed to Major Government Property Framework

BNP Paribas Real Estate has been named as a national supplier on the Crown Commercial Service’s Estates Professional Services Framework, building on a strong track record that has seen the real estate advisor work with 175 public sector clients over the last five years.

The leading adviser has been appointed to the largest panel – Lot 1, National UK Delivery – giving the full range of the UK public sector organisations access to BNP Paribas Real Estate’s property expertise, across the whole of the UK.

The Estates Professional Services framework is projected to reduce the cost of running the public estate by £35m over the next four years by helping central government departments, local authorities, NHS trusts, schools and emergency services to reduce property costs, release unwanted assets and identify opportunities to generate income from land and buildings.

Dan Bayley, Senior Director at BNP Paribas Real Estate said: “We are delighted to have been appointed on this framework, which is testament to our strong record of delivering robust and strategic advice with a focus on the efficient use of public money, as well as the wider social, economic and environmental value that can be unlocked for stakeholders and the wider community.

“With our forthcoming merger of activities with Strutt & Parker, we look forward to offering a greater breadth and depth of technical and client-focused expertise, as well as expanding our specialist public sector team to respond to all framework opportunities with best-in-class service, underpinned by the security of working with BNP Paribas, one of the world’s largest financial institutions.”

It is anticipated that as much as £430m could be spent through the framework on services including acquisitions and disposals, rent reviews, landlord and tenant issues, rating services, strategic advice on estate strategy, development consultancy, valuations, building surveying services and compulsory purchase.

BNP Paribas Real Estate has built a number of long term and successful relationships with public bodies including:
• The Cabinet Office – advising the Government Property Unit on the creation of a new 500,000 sq ft civil service hub in Canary Wharf, saving a projected £20m in running costs per year,
• The BBC – advising on business rates since 2000, resulting in total savings of £39m,
• Transport for London – acting as strategic adviser since 2013 to rationalise its portfolio, reduce costs and increase revenue generation,
• Network Rail – acting as principle adviser since 2016 driving operational efficiency from its 2.5m sq ft corporate office portfolio.

In July, BNP Paribas Real Estate announced it is to acquire Strutt & Parker, one of the UK’s oldest independent property partnerships, in a deal that is expected to complete this month.

Notes to Editors:

Crown Commercial Service (CCS) is an Executive Agency of the Cabinet Office, supporting the public sector to achieve maximum commercial value when procuring common goods and services.

To find out more about CCS, visit www.gov.uk/ccs

About BNP Paribas Real Estate
BNP Paribas Real Estate, one of the leading international real estate providers, offers its clients a comprehensive range of services that span the entire real estate lifecycle: property development, transaction, consulting, valuation, property management and investment management. With 3,900 employees, BNP Paribas Real Estate supports owners, leaseholders, investors and communities in their projects thanks to its local expertise through 36 countries (16 direct facilities and 20 through its Alliance network) in Europe, Middle-East and Asia. BNP Paribas Real Estate generated €704 m revenues in 2016 with, for property development, 154,000 sqm of completions and more than 1,500 homes launched; €24.1 bn assets under management in Investment Management; 38m sqm managed in Property Management; 6.2m sqm taken up and €19bn invested in Transaction; and three main types of Consulting services: Real Estate Advisory for occupiers, Building Consultancy and Outsourced Real Estate Management.

Follow us on

For more information: www.realestate.bnpparibas.com Twitter: @BNPPRE

Real Estate for a changing world

Press contact:
Patrick Clift - Tel: +44 (0) 20 7338 4062, Mobile: +44 (0) 7469 403 292 – patrick.clift@bnpparibas.com
Anna Stewart - Tel: +44 (0) 20 7338 4227 – anna.stewart@bnpparibas.com