

## A Complex Senior Move

In the period leading up to Christmas 2012, R3Location assisted one of the most senior assignees in a European division of a leading investment bank relocate to London. This was a complex senior move, with the added urgency of securing a property in less than two weeks to meet key client requirements. The key figures below provide proof of value in the context of this one assignment.

### High Level Dashboard

#### Reliability

**1**  
Contact

Clarity of delivery and front line communication

Single point of contact

#### Reputation

**£31,200**  
Savings

Acting in the best interest of the tenant

Earning our keep

#### Relationships

**22**  
Properties

Relationships with broad range of reputable agents

Depth of property choice

**4**  
Pre-visits

Peace of mind of a final choice well made

Making the right choice

**6**  
Fee Cover

Cost neutral service at the very least

Cost neutral services

**100%**  
Acceptance

Through good relationships with agents/landlords

Wish list acceptance

### Key figuR3s explained

**1**

#### Point of contact

Our senior Local Area Specialist was the only point of contact for this senior assignee and her spouse, covering initial meet and greet, detailed briefing, negotiating the lease with the agent on their behalf, and helping them settle into their new environment.

**£31,200**

#### Savings

The negotiated reduction in rent over the life of the tenancy as a result of R3location's robust effort, skills and good relationships with reputable estate agencies.

**22**

#### Properties shown

Number of suitable properties shown to this assignee over the two weeks covering this engagement. Most of these were known properties by R3. Those that weren't, were pre-visited by our Local Area Specialist to ensure they were in line with expectations.

**4**

#### Visits to final choice

The number of times the final choice of property was visited by our senior Local Area Specialist, the assignee and the assignee's spouse to ensure the final decision was made with full and comprehensive knowledge of the property.

**6**

#### Fee Cover

This indicator is used consistently and measures how many times fees for service have been paid for against the savings made in completing this service. The formula is simple – **Fee Cover = Total Costs Savings / R3 Fee** and anything above 1 means our services are effectively (at least) cost neutral.

**100%**

#### Wish list acceptance

The number of wish-list items accepted by the landlord before move in, including the installation of a fully functioning alarm, security system and high end safe.