

switch on

CENTRIX'S JOURNEY OVER A DECADE!

news

Centrix - The first 10 years



For the Directors of Centrix, it's hard to imagine that it's been 10 years already but, to use the old cliché, time really does fly when you're having fun. Even the worst recession since the Second World War (allegedly) only claimed a couple of customers and impressively, no staff were lost.

Richard Burbage, Sales & Marketing Director for Centrix says "We have, without doubt, the most committed and dedicated staff in the industry, and the success of Centrix is down to each and every one of them. We are proud to be helping serviced offices generate revenue streams from IT and telecoms services, and reducing costs for our clients for the past 10 years."

10 years ago

saw the inception of Centrix and the start of a journey that has brought a number of accolades and awards, not to mention impressive growth and stability.

Centrix thank the **bca** and Trade Supplier Panel!

Centrix would like to thank the BCA for giving us the opportunity to chair the inaugural Trade Supplier Panel, and to its fellow contributors for all their input (Essensys, Hollis Personnel, Rio Designs, RJ Metis, and PBL).

We are especially pleased with the development of the *new trade supplier roadmap* and "*little book of tips*", providing useful information from the panel and allowing for a closer working relationship between us and individual business centre members. If anyone would like to contribute to these projects in the future, please contact ian.calder@centrix-uk.com



bca
Special Edition

CentriX
10 years in business - 2011



Centrix at historic Winchfield Lodge!

Winchfield Lodge, a characterful old hunting lodge set in 4 acres of Hampshire Countryside, has been home to Centrix for the past 9 years. Occupying the top floor of this historic building, and enjoying far reaching country views, Centrix have blossomed and seen a steady growth in the size of their team.

Spread over 3 floors, Winchfield Lodge offers a number of office suites on flexible short-term licenses, suitable for businesses between 1 and 12 employees.



Fancy a change of scenery? Visit <http://www.winchfield-lodge.co.uk>

Centrix Network Services

Peter Fisher from Centrix' Network Services team has just completed a first round of visits to our clients following a successful cost reducing exercise with one of our business centre customers. If you would like to find out more about how we might be able to help you with your current arrangements, email Peter at peter.fisher@centrix-uk.com

Centrix business centre hub

The screenshot shows the Centrix Business Centre Hub website with the following content:

- Centrix celebrates 10 successful years in business**: Positive feelings extend to the next 10 years.
- Business Centre News**:
 - Happy 10th Birthday Centrix!**: 10 years ago this month was the inception of Centrix and the start of a journey that has brought a number of accolades and awards, not to mention impressive growth and stability. [More...](#)
 - Centrix Avaya Seminar at Somerset House**: Centrix Customer seminars have become pretty much an annual event which are both well received and well attended by our customers. [More...](#)
 - Centrix at Dynamic BCA Annual Conference**: Held at the Hilton London in Canary Wharf, this year's event featured a first-rate line-up of speakers. [More...](#)
 - Special Edition Centrix Business Centre Newsletter**: Industry news, business centre news, industry people. View or download the PDF. [More...](#)
 - You Treat this Place like a Hotel**: Right from under your feet, the rug is being pulled for a lot of UK business centres, and they're either not noticing or they're powerless to do anything about it. [More...](#)
- the hub**: *Business centre news from the web...*
- Centrix news & events**:
 - RCA Regional's Special Edition Newsletter** (View PDF)
 - Avaya Customer Seminar Special Edition Newsletter** (View PDF)
 - Centrix Customer Newsletter** (View PDF)
 - Q3 - Centrix customer celebration: 10 years in business** (Date TBC soon)
 - Q3 - Centrix Round Table event** (Date to follow shortly)
- Informative Industry Blog from EasyOffice**: "Office space news from the inside" > www.easyoffice.com
- Instant Offices**: For all the latest news from one of the industry brokers. > www.instantoffices.com
- BT Wholesale - 'In the Loop' News Update**: BT's online digest of industry news and views. > www.btwholesale.co.uk/news
- News from the BCA**: All the latest from The Business Centre Association. > www.bca.co.uk
- Company Press Releases**: Center of the Year award and more... > www.gannett.com
- Medicare News**: Remote User Access released and more... > www.medicare.com
- Centrix helped Abbey Business Centres achieve a successful cost reducing solution.** Click here if you would like to be kept up to the news!

in brief...

Major Works Underway at New Basepoint Centre in Camberley

Major improvement works have begun on Basepoint's newest centre in Camberley which will be a first class facility for small to medium businesses. The first phase is scheduled to be completed April 2011 ready for new licensees to occupy their workspace from May. The centre will comprise of 57 units over the ground, 2nd and 3rd floor. The 1st floor has already been let.

Please visit www.basepoint.co.uk or call **01753 853515** for more information.



Great News - Centrix sign new 3 year contract with Basepoint

Centrix are proud to announce their successful signing of a new 3 year contract to supply centralised internet solutions across all Basepoint Business Centre sites. Following a competitive tender situation, Centrix emerged as the preferred supplier and are now set to deliver internet services over fibre to all 28 of Basepoint UK centres.

This win, enables Centrix to continue to develop their association with Basepoint Business Centres, and this installation provides a great backbone, paving the way for future technology enhancements.

New site for Office Space In Town

Office Space in Town has increased its number of locations to include a new site in Aylesbury. The Mid-Shires centre boasts 20,000 sq ft of office space, half of which is already leased to a large client, with the remaining space available to let as services offices.



Giles Fuchs (MD of Office Space in Town) says "We look forward to working with Centrix at this new site, and developing a relationship with them as an experienced industry supplier".



Ventia continue to grow their property portfolio

Ventia's latest acquisition is located in Midtown, central London.

As the latest addition to their growing portfolio of serviced offices across London, Bristol and the Thames Valley, Ventia's new Midtown centre is typical of their offering to clients. Professional space, a key business location, access to transport networks and on-site services - these features have become synonymous with the company's brand and consistently fills the gap for businesses that need a practical, quality solution for their workspace requirements.

Located on Funnival Street in London's Midtown, their 11th property forms part of a carefully targeted set of locations as explained by company Director, Daniel Wheble:

"As the Ventia portfolio has continued to grow we have been targeting key areas with proven high demand for our product, and Midtown has been at the top of this list," he said. "Combining this with our existing sites in Mayfair, South Kensington and Wimbledon centres."

As well as expanding their property portfolio, Ventia have also brought new team members on-board to support the board of directors, such as Commercial Managers Steve Foster and Tom Gaydon, which suggests that the company are preparing to strengthen their portfolio yet again.

So just a few short weeks into 2011, off the back of a highly successful 2010 and with one centre launch already behind them, Ventia look set to continue their expansion trail and the industry is poised for the announcement of more good news over the coming months.



industry news



Regus to the rescue!

Regus helped UK Businesses to overcome the winter weather chaos that troubled so many of Britain's commuters. The serviced office giant gave away free office space to companies in the public and voluntary sectors where "snowed in" employees were struggling to get in to work.

Quoted on the Regus press centre, Celia Donne, Regional Director at Regus said: "Potential loss of productivity and revenue from staff unable to make it into the office due to the snow is a chilling prospect for many businesses. To keep the UK working, we are offering all affected businesses big and small, public and voluntary sector, a free workspace at their local Regus centre, of which there are more than 140 across the country."



"Cassie in the Cloud"

2011 has been a great year so far for RJmetis, with the acquisition of some major new clients, events booked throughout the year and the successful launch of their new innovative cloud-based self service portal 'Cassie in the cloud'.

Cassie in the cloud is a cost effective online portal that enables business centre staff to offer a more streamlined service. Helping to maximise revenue streams through offering meeting room and virtual services to external customers, as well as allowing internal customers to book meeting rooms, log requests, pay their bills and manage their accounts online.

Cassie in the cloud is the smarter way for business centre staff to communicate with their customer's, they can post their latest news and announcements, offer green invoicing and save time with bulk email capabilities all via a fully branded site.

Visit www.rjmetis.com to find out more...



BCA Annual Conference & Exhibition Showcase

Monday 16th May and Tuesday 17th May 2011
Hilton London Canary Wharf, South Quay, Marsh Wall, London, E14 9SH

Centrix 10 year anniversary Customer celebration!!

Tuesday 17th June 2011
For more details please contact jenny.knight@centrix-uk.com

BCA Annual Awards Dinner

25th November 2011

Centrix Network Services grow their team!

Centrix have recently appointed a new sales person to join their Network Services team. We welcome **Antony Crabb** to the company and look forward to introducing him to you at forthcoming events.



industry people

bca Annual Awards

some of the
comments
from our
customers
that led
to our
nomination
for Trade
Supplier of
the Year

→ Spencer Tagg, Property Services Director (Wenta – Watford & Stevenage)

"...we were not in a position to invest in a new telephone system, but Centrix helped us to find a more local provider to support our Simplicom system, and helped us transfer our call traffic and line rental over to them, which did provide us with a cost saving, which we then passed on to our tenants to ensure our offering is as competitive as possible"

→ Lyn Chapman, Centre Manager (Basepoint - Swindon Centre)

"I have always found Centrix to be really helpful and willing to explain in laymans terms when we need to understand what is happening. They always call back to check if all is ok too."

→ Julian Cooper, Managing Director (Clarendon Enterprise Centre)

"Centrix's candour and open book approach to innovative ways to provide new finance solutions is refreshing. It is this fair and honest client supplier relationship that ensures stability and efficiency throughout both our companies."

→ Matthew Tearney, MD (Westminster Business Centre)

"I have had comments from my individual clients that they have always been impressed with their knowledge and professionalism they have shown when I requested that they speak to individual IT departments. One point to also note, is that we have been approached by several cheaper suppliers in the past, Centrix are the only supplier we have had since we started, and would not consider moving away from their products or support"

→ Tracey Nelmes, Business Development (Vantage Point Business Village)

"With such a quick response, this enables us to ensure the best possible service to our clients and also ensures that new clients are able to take occupation within the centre almost immediately. Neil keeps in regular contact with Vantage Point, giving us valuable advice and constantly looking at maximising our revenue stream"

→ Alex Gale, Director (Space Business Centres)

"Centrix have been the telecoms providers to Space Business centres from commencement of the project in 2008. They have offered excellent service from the outset and continue to offer ongoing solutions to issues as well as cost reductions where possible. They have the flexibility to provide different telecoms packages to each individual occupier whilst working with us to maximise income."

→ Sally Reed, Centre Manager (Northgate Business Centre)

"Centrix installed our current system in 2002 and have always given us excellent support. We are currently looking to them to help us update to a newer system. They came to visit us, providing a great presentation of the Avaya IP enabled phones, taking care to find out exactly what our business needs are. I recently changed computers and they talked me through step-by-step on how to install software and sorted out any issues with speed and efficiency."

→ David Prior, Manager (The Atrium Business Centre)

"We have worked with Centrix for 6 years now and despite constant calls by direct competitors offering competitive pricing, they consistently fall down, not only on price but also in regards to service, and actually understanding what we as a business centre do and require. I have yet to meet a company that can actually clearly understand the model and the applications we require, as comprehensively as Centrix do. For this, Centrix really do need to be applauded again for truly understanding their customer's needs."

