

# PROPERTY SECTOR

Attract tenants and increase revenue with minimal commitment or risk

Tenants are savvy these days. They know they can't easily or quickly install their own fibre leased-line, so they will opt for offices that already have this available. This represents a huge opportunity for landlords and property owners. With little commitment or risk you can:

- Attract more tenants
- Increase your rent per square foot
- Reduce the requirement for rent free periods
- Reduce voids
- Reduce legal costs
- Compete with flexible office space providers as well as traditional landlords

No additional time or staff is required, as VTSL manage this entirely, supporting your tenants directly from sales to support and even billing. There are 3 different options and we will consult with you and advise the best solution for your situation.

## CONNECTED OFFICE®

This product is for landlords who simply need a reliable fibre leased line installed. Tenants are responsible for their own connectivity from that line.

## MANAGED OFFICE®

Provide everything your tenants need to stay connected, and work smarter & faster. This is a true value-add to your offering. VTSL deals directly with tenants to provide all services from connectivity to telephony.

## SERVICED OFFICE®

White-label VTSL's products and services as your own. We can still provide direct support but you are in control of everything. Tenants enjoy a broad range of communications services while you make a profit and control everything.

**72%** of landlords have been able to **reduce voids**

**77%** of landlords have been to **achieve increased rents**

**72%** of tenants believe poorly connected offices will become **obsolete spaces**



# HOW YOU BENEFIT

## Attract Tenants

- Tenants can move in on Day 1, no need to wait months for fibre install
- Simpler for tenants as they only need 1 contract
- Better price for tenants than if they went direct

## Reduce Hassle

- All services are managed & supported by VTSL
- Simple onward billing
- VTSL manage the sales process from start to finish
- VTSL provide marketing support

## Mitigate Risk

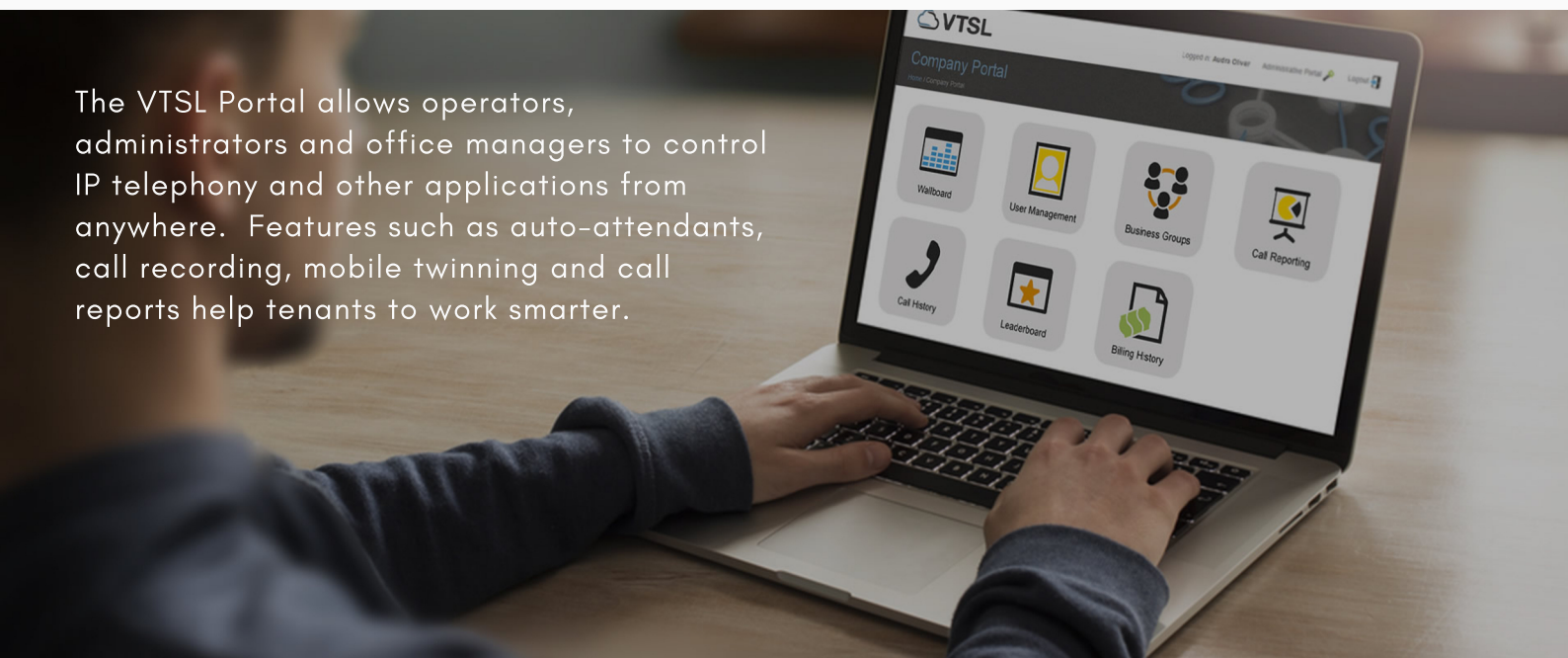
- Only one way-leave required with 1 supplier; instead of one for each tenant Easier to manage and less legal costs
- Can move tenants out without any liabilities relating to services they may have contracted to
- VTSL are solely responsible and liable for the delivery of the service

## Increase Revenue

- New revenue streams for the landlord - Ethernet, LAN, WiFi, telephony
- Less requirement to discount rent or offer rent free periods as the tenant is saving money and time on their IT
- Including services with rent can provide a more favourable tax position for landlords

# THE VTSL PORTAL

The VTSL Portal allows operators, administrators and office managers to control IP telephony and other applications from anywhere. Features such as auto-attendants, call recording, mobile twinning and call reports help tenants to work smarter.



# MORE PROFIT: HERE'S HOW

**Landlord A** is selling 2,000 sq ft (30-person office) at £50 per sq ft. This equals £100,000 per annum, and with 2 months rent free, this becomes £83,334 per annum.

**Landlord B** is selling the same space and spends £5k with VTSL to get their building “ready to move” for tenants. They sell the same space, but as tenant can move in on Day 1 they only give 1 month rent free, which equals £92,677 per annum. In addition, the tenant is paying

1. £300 for 100 Mb and the landlord is receiving £25 pcm = £300 pa
2. £450 for 30 phones and the landlord is receiving £120 pcm = £1,440 pa
3. Hosted desktop at price TBD



**Landlord B** sold his space quicker, received more money the first year (even with the £5k spent on telecoms), *and* is receiving ongoing revenue for the additional services.

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