

Brian Thompson BSc (Hons), MBA, MRICS Director, realestateworks Ltd

Key Skills

They include:

- Estate strategies
- Place-based asset management
- Bid writing
- Organisational reviews
- Workplace consulting
- Public private partnerships
- Change management

Recent Experience

After a series of public sector appointments as estates advisor, his professional career has included senior management, Director and Partner positions at Price Waterhouse, Chesterton, Drivers Jonas, Deloitte Real Estate and Babcock where he managed public sector focused consultancy business units. He has recently been appointed by a number of organisations to take forward collaborative asset management opportunities.

He is a member of the UK-wide **RICS Public Sector Group**.

Estate Strategies

British Council

Brian advised the British Council on a strategy for its UK property portfolio. He subsequently assisted on the rationalisation and relocation of the estate, and provided a Global Sustainability Strategy that is now being implemented across the organisation's worldwide estate.

Defence Support Group (DSG)

In 2015, Babcock acquired the DSG business, a former Trading Fund of the Ministry of Defence. Brian provided strategic advice to the new management team to assist with estate rationalisation, the generation of income from

surplus space, and the introduction of new ways of working and using office space.

Asset Rationalisation

Nottingham City Council

Brian advised the council on its bid to become one of the first wave of OPE councils in 2013. He remained as an advisor to the council for 18 months providing programme management support and leading on various collaborative asset management opportunities including the co-location of the DWP within the council's headquarters.

South Staffordshire Council

Brian was asked to review options for the future of the council's headquarters building. He identified an opportunity to apply for OPE funding to carry out a thorough appraisal of opportunities to not only re-provide the council with modern flexible accommodation but also create an integrated Public Sector Hub. He assisted with the preparation of an Expression of Interest, the Services and Assets Delivery Plan and the associated PID for the hub project. He has recently completed an Outline Business Case for the project.

Shropshire Council

Brian was part of a team appointed to review the future of the council's 200,000 sq ft headquarters building in Shrewsbury. The review includes an assessment of the potential to create a Public Sector Hub and generate income from private sector commercial occupiers. A holistic view of the council's estate is being taken given the scope to consolidate activities from a range of other buildings into Shirehall. A sustainability assessment and workplace strategy form part of the wide-ranging review. Brian led the preparation of a business case to invest over £25m in the building.

Southend Borough Council

Brian conducted a review of the Council's headquarters estate. Opportunities have been identified and taken forward to implement flexible working practices, consolidate the Council's footprint, share space with public sector partners and release surplus sites and buildings for residential development.

Grant applications

He has written successful applications for grants under the **One Public Estate** initiative.

The local authorities that have obtained grants as a consequence of applications prepared by Brian comprise:

- Nottingham City Council
- South Staffordshire Council
- Shropshire Council.

Brian prepared a separate bid for grant funding from the Innovation Funding Service. The organisation is engaged in Artificial Intelligence software and will benefit from seed corn funding to fully test the product and bring it to the market.

Bid writing

Brian is an accomplished and successful bid writer for organisations seeking to secure property-related work in the public sector. He has provided strategic bid support on the following, all of which were successful:

- CBRE – FM advisor to Transport for London
- Gerald Eve – Strategic Property Advisor to Shropshire Council
- HLM Architects – workplace strategy for Southend Borough Council
- BNP – estate strategy for Derbyshire County Council and two districts
- Montagu Evans – sole property advisor to the Government Property Agency, Strategic Property Advisor to MoD and position on National Lot of Estates Professional Services framework.

Workplace

Office of Government Property

Brian has been appointed to a specialist panel to advise government on how it can introduce and implement new operating models and alternative ways of using space. Together with a range of academics and other practitioners, the panel will also challenge current approaches to asset management and bring forward a more collaborative strategy engaging more comprehensively with local government and other public sector partners.

Southend Borough Council

Brian led a team carrying out a space utilisation study within the Council's headquarters. The study provided hard evidence on the opportunity to review

the way space was used by approximately 1,000 personnel. A case for change was created highlighting the performance, productivity and financial benefits to be gained. The Council has initiated pilot projects to transform the workplace linked into proposals for a new operating model.

Organisational Review

Nottinghamshire Healthcare NHS Trust

In 2015, Brian conducted a review of the Property, Capital Works and FM services provided to the Trust by the in-house team and external contractors. The Trust is one of the largest of its kind in the UK and includes Rampton hospital within its portfolio. The review was far-reaching and included consultation with users, reviews of specifications, interrogation of reporting systems and an examination of corporate governance. Options for the way forward included the delivery of services by the Trust on behalf of other public sector partners.

Fife Council

Brian carried out a review of alternative mechanisms, including the use of internal rents, to ensure the occupation of the council's costly and extensive office portfolio was subject to a degree of discipline and rigour. As a result of his report, the council put in place a series of performance measures and benchmarked both cost and utilisation levels leading to a rationalisation of its estate.

Public Private Partnerships

Strategic Investment Board, Northern Ireland

Brian led a team of technical advisors for over four years on the Workplace 2010 PFI project to outsource all government offices and Job and Benefits Offices across the province. The two short listed bidders were Telereal and Trillium.

DSS / DWP

Brian was the National Property Advisor to DSS during the late 1990s and helped put in place the PRIME Contract. He remained the lead technical advisor to DWP when the contract extension was negotiated. Over a decade, he advised on a range of issues including contractor performance, Estate Strategies, life cycle maintenance, audit of the change mechanism in practice and many other facets of the deal.

Research and Development

RICS

As a member of the RICS Public Sector Group, Brian has recently been appointed to rewrite and update the Public Sector Property Asset Management guidelines (with a global perspective). They will contain new sections on occupier wellbeing, change management, commercialising public sector assets, and using assets effectively to support new service delivery operating models.

He has previously written research reports on:

- Local Asset Backed Vehicles
- Workplace Design and Productivity
- Shared Property Services in the Public Sector.

Career History

2011-Present: Director, realestateworks Ltd

2011-2016: Manager, Strategic Services, Babcock

2009-2011: Manager, Deloitte Real Estate

2001-2009: Partner, Drivers Jonas

1994-2004: Partner, Chesterton

1992-1994: Manager, Price Waterhouse