



## Derek Binnie - Architecture, design, space planning and implementation

---



Derek Binnie can be contacted on 01344 779 438  
Innovative architecture, design, space-planning & implementation

---

The services offered by Derek's company embrace architecture, space-planning, interior design, fit-out and refurbishment, move management and consultancy, project management, commercial relocations, furniture fittings and equipment (FF&E) product installation. The company has enjoyed rapid and sustained growth since its inception in 1996. It began operations in Aberdeen and has since grown to become three fully integrated teams throughout Scotland - with additional offices in Edinburgh and Glasgow.

Originally an architect's practice, the business has expanded to include all elements of commercial building design and management. The next logical step was to create a seamless service-offering by also re-locating clients. Further development has been to offer controlled product storage, move consultancy and FF&E installation, as well as to hire crates and move equipment.

The multi-disciplined teams are unique in so much as they work as one; the total service package can be seen as a circle where clients can enter at any service point and then realise other parts of the service package as required. An initial consultancy brief fully interrogates the individual client needs - the team then works in a truly holistic manner to achieve full client satisfaction at all levels.

It has a wide and varied client base, from blue-chip through public sector, charity and education, to small, specialised companies. The most recent sector gain has been in project implementation on several schools' PFI projects where the expertise has resulted in requests to provide feasibility studies for decants and moves for multi-site projects with one of the countries largest - and most successful - PFI construction and FM consortia.

The success has been such that any initial enquiry usually results in a client ultimately using all of the services to gain a seamless project profile - the ultimate test being that an architectural enquiry will almost certainly lead to a final move management service as well.

The future? A partnership has already been formed with a similar company in London; This will lead to referrals throughout the UK in all sectors. 2007 will almost certainly see growth 'south of the border' with the M62 corridor seen as a key area for expansion.

New areas of expertise for the expansion of its consultancy services will continue to be explored. The teams' focus and passion is infectious, with many clients giving referrals for new business - progression of clients from prospect to partner is a key part of its success.

copyright © 2007 Knowledge-Counsel. All Rights Reserved

[Home](#) | [Consultants](#) | [Service Associates](#) | [Contact Us](#) | [Useful Links](#) | [Latest News](#) | [Press](#) | [Members Area](#) | [Site Map](#)