



At the end January 2007 Flexiform completed a fantastic fit out for The Admiral Group in Swansea. The Admiral group has been rapidly expanding for over 10 years, and between Cardiff and Swansea now employ over 2000 staff. This rapid growth calls for complete manoeuvrability and flexibility with their furniture and benching solutions and Flexiform have provided a perfect solution.

The Admiral Group have come along way since its creation in 1993 and now turn over well in excess of £600 Million, this revenue is a result of creative thinking and a strong focus on expense control and profitability Flexiform fit into the ethos of the Admiral Group very well because of the design led product, strength and cost effectiveness.

Just two years after floating the company, Jonathon Phillips of the Admiral Group organised the 15 year lease of a new building in Swansea to house their increasing number of staff. The Cyprium Building is part of Swansea's SA1 waterfront development. It boasts an impressive 40,000 sq ft of air-conditioned office space in a dramatically curved glass fronted building. The first phase of the building was completed in November 2005 and the extension to the building in November 2006.

The Admiral Group's criteria for the office fit out at Cyprium was not wholly based on price, because they are constantly expanding it was important to Admiral that they could easily source additional benching and screens from within the UK at short notice, durability, manoeuvrability and strength were also a key factor in the pitch for the job.

The Admiral group planned to fit out their new office space over 3 phases, however problems occurred with the post sales service of the original contractor and so the good relations between Flexiform's Nick Saunders and Admiral's Steve Sanders meant that Flexiform were given the opportunity to pitch for the remaining phases of the Cyprium Building fit out. Flexiform pitched against four other companies for the opportunity to provide their benching systems.

In excess of 50, 6 metre back to back benching systems with fabric navy blue screens for each were supplied over the two remain phases which will happily seat the current staff as well as allow for a 30% increase. Maple locker systems were also manufactured by Flexiform, one to sit at the end of each benching pod. It was decided that the locker systems instead of pedestals would work well at Admiral, as under desk space is at a premium. The Jot desking has a system by where the frame supports the work surface from the rear, meaning that legs at the corners of benches can be spread a lot further apart. This means that if extra desk space is needed, each 6 metre system can seat up to 6 extra staff, personal pedestals would have limited this space.

In terms of desk design, the square leg frame was chosen in a 'Jot Silver' with Maple laminate tops. A hinged rear section with cable cut outs was integrated into the bench allowing easy access to the under desk power supplies and cable management system.

The Flexiform and Jot fit out has now been completed and was extremely successful, with very few issues. Post sales support and business relations remain a top priority for Flexiform.

"We faced some significant post-sale service issues with the supplier of the desk solution used in Phase 1 of the project that have, thankfully, not been repeated here. This has significantly reduced by need to 'project manage' this aspect of the project and I have welcomed the open and detailed communication of these issues to me when they have occurred, together with the prompt suggestion of solutions and / or work-arounds where necessary. As a result I have been fully informed throughout and have been able to keep other members of the team abreast of progress, changes in schedules etc as necessary.

The fit-out itself was also completed very professionally and efficiently (with minimal disruption to us) and to an exceptionally high standard. The feedback from users as to the quality and aesthetics of the finished product have also been resoundingly positive."

