



## Surgical Precision for a Clinical Finish

<b>Architect</b>	<b>TP Bennett</b>
<b>Type</b>	<b>3 Floors 15 manufacturers Value Engineering</b>
<b>Location</b>	<b>The Shard, London SE1</b>

*This prestigious organisation is the world's largest private hospital group.*

Hunters' job was to provide a full furniture installation for their new outpatient and diagnostic clinic in London's most iconic office building, The Shard, that supported the client's patient-first philosophy. The clinic opened in February 2016.

### The Project

We won the tender for this contract against stiff competition owing in no small part to our longstanding relationship

with the client, who trusted us to deliver on time and under budget. In fact, one of the conditions of winning the tender was to find cost reductions that did not impact on the end result. Together with the designer, TP Bennett, we were able to reduce the overall budget by 10% and still provide a package of premium quality.

Being one of the first furniture specialists to work on a project in The Shard was an amazing privilege but did present huge logistical problems. One service lift for the whole building plus a small loading area meant that deliveries had to be coordinated up to the very minute.

Situated in one of the most congested areas in London, managing deliveries across 15 different suppliers required a concerted effort of coordination to keep costs down and the project running smoothly.

A furniture installation is about so much more than sourcing the right products: it requires an intimate knowledge of the logistical pitfalls that can accompany any project and the expertise to overcome these hurdles to provide impeccable service. In this project, we demonstrated our superior know-how.



## The Outcome

The furniture added splashes of colour to create areas that were slick but not sterile. Our aim was to augment the light and airy space with features that lifted the ambience and made it feel more welcoming to its patients.

Our client was delighted with the result, as proven by the extension of our supply contract with them for another year. The forthcoming year will be the 9th consecutive that we have worked together.

We were delighted to have won such a high profile tender and followed through with a great project, overcoming many challenges unique to The Shard. We hope this will be the first of many jobs in this prestigious location.

