



How Travis Perkins made a smooth transition to completely flexible workspace management, through the most changeable of times

The real estate opportunity and challenges

Travis Perkins (TP) is the largest builders' merchants in the UK, with over 1700 branches and more than 20,000 employees, extensive real estate, and 'more traditional' cultural ways of working within those spaces.

Post-lockdown in 2020, TP began their selection of a best-of-breed solution to help their staff return to the workplace in a covid-secure and managed fashion, with full data insights and contact tracing.

Key to their requirements were that the solution needed to:

- 1 Integrate with Google IDP for SingleSignOn (SSO)
- 2 Be easy to scale up and down across the portfolio
- 3 Control bookable stock and contact trace
- 4 Integrate with Google Calendar for room bookings
- 5 Be up and running in less than 2 months

Why Travis Perkins chose Space Connect

The TP team considered a number of vendors to deliver a proof of concept, working with their trusted IT partner, Softcat, to select the solution provider.

"In the midst of further Covid restrictions and market challenges, the scope of the project was fluid and changing" explains Charlie Craigs, Deputy Team Leader in the Collaborations team at Softcat.

- Lockdown 2.0 occurred and the pilot was altered and extended.
- Changes in Google's IDP configuration meant that the previous API integration needed to be updated and recoded as soon as possible.

"We knew the adaptability of the Space Connect solution and their team would enable us to deliver the smooth rollout that TP needed - despite the shifting scope".

For Travis Perkins, that flexibility along with key, value-driving features, made Space Connect their first choice. Martin Gallaher, Programme Manager at Travis Perkins explains:

"The opportunity to not commit to a certain number of desks and locations was a huge benefit in choosing Space Connect. We have a great working relationship with Softcat. This, and Space Connect's flexibility helped so much, as the project scope changed with the uncertainties of Covid."

The solution

- 1 Space Connect reconfigured the google integration at pace for both SSO and Room booking
- 2 Travis Perkins rolled out with Space Connect desk booking across 6 locations nationwide.
- 3 TP Group brand, City Plumbing, is rolling out with desk booking across 14 locations nationwide.

The results

As the team at Travis Perkins engage in moving more employees over to using the platform, and in collecting crucial space usage data, they are already seeing game-shifting benefits.

"Being able to look on an interactive floorplan, zoom-in and see which desks and spaces are available is so valuable for our users - and for our managers to then be able to see just as easily who's booked desk space, and where", explains Martin.

"We're getting nuggets out of the Space Connect reporting and analytics that we are able to feed to the Exec team to help the entire business use its buildings better".



What it means for Travis Perkins

- 1 The business now has a fully self-configurable desk management solution, easily scalable across their entire portfolio.
- 2 SSO through Google IDP allows all Travis Perkins staff to securely and conveniently log in with their existing network credentials.
- 3 Full utilisation and occupancy data insights enable the Exec team to monitor trends and make data-driven decisions for future models

Next steps

Following the successful initial deployment, the team are now planning on opening up a Regional Office network, with Space Connect rolled-out to the regional offices in the next phase of deployment.

"Going forward, Space Connect's flexibility means the way we use the solution can continue to flex and evolve as our business realignment evolves", says Martin.

"With Space Connect we absolutely made the right choice".

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