

Accredited Affordable Workspace Provider List



Following a detailed application and screening process, we have created a list of workspace providers to operate in the borough. The intention is to present this list to potential developers shortly after they make an application in the borough to consider the kind of workspace provider they could work with.

The council will maintain a list of accredited workspace providers in the borough who can operate this workspace. The list will be publicly available on our website.

Please note: Being on the workspace provider list could increase exposure to new business opportunities. Inclusion on the list does not constitute a contract with Hammersmith & Fulham Council or guarantee organisations new commissions and has no direct monetary value in itself.

Where any discussions take place between developers and providers, the council will waive any responsibility.

If you are a workspace provider who wished to be added to this list, please follow this [link](#).

Email enquiries to: business-support@lbhf.gov.uk

Name of business or organisation	HomeWork workspace https://www.homeworkworkspace.com/
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Business telephone	07927768574
Contact 1	Abbie Davies
Email address Contact 1	abbie@homeworkworkspace.com
Telephone Contact 1	07927768574
Contact 2	Claire Tucker
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Telephone Contact 2	07887855852
Which economic sectors you are interested to work in?	Architecture, marketing, content creation, recruitment, business coaching, tech development, finance, charities, consultancy, education, property management, photography, PR, HR.
What type and size of business tenants you are interested in?	Startups and small businesses
What are your preferred locations in the borough?	Hammersmith Broadway, Shepherds Bush, Ravenscourt Park.
What type and size of space interested in?	4000 - 8000 SqFT.
Do you have a preference in delivery model?	Management agreement with landlords.
Your organisation's experience of managing workspace	<p>HomeWork currently operates 4 locations based in Southwest London, Putney, Southfields, Fulham Broadway and Wandsworth all under leasehold agreements. The Putney location launched in August 2019 and is 1800 SqFT with 55 desks and 1 meeting room. Southfields launched in June 2021 and is 6500 sqFt with 104 desks, 4 private offices and 4 meeting rooms. Fulham Broadway launched in April 2022 and is 4500 sqFt with 85 desks, 3 private offices and 2 meeting rooms. Wandsworth launched in February 2023 and is 3800 SqFT with 76 desks, 6 private offices and 2 meeting rooms.</p> <p>HomeWork employs 18 people in total, split across the 4 locations and the central team. Each office is managed by a Location Manager with a Front of House team who look after both the workspace and the speciality cafe at the front of the space. We have a member of staff on site from 8am - 6:30pm to serve customers, manage the booking system and carry out sales activities. At one of our sites (Fulham) we offer out of hours access between 6:30pm - 11pm. We use a booking management system (Nexodus) to store customer booking and contract data and operate an access control system to allow customers to let themselves in and out of the workspace.</p> <p>Each location offers coworking desks, phone booths, meeting rooms, private offices, shared breakout spaces, reception services (mail handling etc), Wi-Fi, specialty cafe, and regular networking events. The design of our spaces is homely, we have built a community for local professionals in which start-ups and small businesses can grow and thrive.</p> <p>We have an existing database of over 10,000 contacts. Many of our customers come from the surrounding local community so we have previously advertised using vinyls promoting offers for the workspace in the run up to a launch. We also build strong relationships with local businesses to collaborate on offers, events and promotion. 50% of our spaces are currently occupied by individuals and teams with permanent desk spaces, and the remainder of the space is available for casual use by walk-in customers or pre-purchased day pass customers.</p>
Types of businesses hosted and typical contract terms offered	<p>Across our 4 locations HomeWork has 200+ businesses operating from the workspace, from a range of sectors including but not limited to: architecture, marketing, content creation, recruitment, business coaching, tech development, finance, charities, consultancy, education, property management, PR, HR, photography and students.</p> <p>Businesses operating at HomeWork usually have 1 - 30 employees. HomeWork is primarily suited to startups, small businesses, freelancers and founders due to the flexibility of contracts, locality, business support and networking/collaboration opportunities.</p> <p>One of our USP's is super-flexibility. Customers can rent a hot desk at HomeWork by the hour or the day. We also offer bulk buy day passes for 5/10/15 days per month to provide a discount to flexible users. Fixed desk (permanent monthly desks) contracts come in the form of monthly rolling or longer-term contracts; customers often sign up to 6-month periods to receive a small discount on the monthly rolling price. We don't require any sign-up fees or deposits and our notice period is often 2 weeks for fixed desk users. This flexibility supports many small businesses in our community who struggle with cash flow and need to be flexible when it comes to their office arrangements.</p> <p>Members who opt for 6-month contracts receive a 20% discount on the monthly rate. This makes our pricing extremely competitive compared to market rate.</p> <p>Fixed desk contracts come with all of HomeWork's services suited to support startups and small businesses including; Wi-Fi, free tea and filter coffee, free phone booth usage, 50% off meeting room bookings, 20% off all F&B, 1 free fitness class per week (at our Southfields studio), 1 free guest pass per month, access to all HomeWork networking and masterclass events, access to Business Club, access to HomeWork members portal to connect with others, mail handling and registered business address, printing, locker.</p> <p>We host different types of monthly networking to cater to a range of preference and timings. First, we have partnered with Othership (workspace booking platform) to host Co-work & Brunch each month at the Fulham site, which is available to all of our members for free and brings in the Othership network. Second, we work with Connected Women's Club to collaborate on our monthly Speed Networking events at the Southfields site, this is also free to all our members and brings in the Connected Women's Club Network. Finally, we work regularly with Really Helpful Club to offer bi-monthly evening networking events with inspiring speakers, rotating between sites. We also host regular masterclasses, offering the opportunity for one of our members to host a session for fellow HomeWork members on their area of expertise, these have included sessions on, sales and revenue operations, marketing strategy, content creation, business coaching and HR.</p> <p>HomeWork operates a Business Club, which partners with members to provide expert advice to support business growth. Our selected professional facilitators are experts in business coaching, HR, SEO/marketing, PR and finance, each facilitator offers 30-minute free sessions to members to help them in each area of their business. The Business Club also offers additional networking opportunities and advertising opportunities with our partners (Start-ups of London). We have hosted ad hoc events to support additional business growth such as Pitch for Investment Advice events, where we bring in a panel of experts in investing and host a Q&A.</p>
Your approach to working in Hammersmith & Fulham	<p>Including various launch strategy marketing campaigns undertaken when opening a new location (vinyls, competitive and attractive offers, digital marketing), SMEs in Hammersmith and Fulham would be targeted with in person networking events held through direct mail campaigns with personal invitations to the event. Industries previously targeted with this type of campaign have included accountancy, architecture, charities, events, financial services, graphic designers, consultants, marketing, travel & tourism, business coaching, photographers, copywriters, and web designers. We would also target SMEs through LinkedIn and digital marketing campaigns.</p> <p>Our front of house team and location managers reach out to SME's personally to understand what they're looking for from a local flexible workspace. We design bespoke packages which often encompass a combination of fixed desks, day passes and meeting room time, along with any other inclusions our customers specify.</p> <p>HomeWork's spaces are central hubs where like-minded people come together, playing a key role in developing a new direction for our high streets, helping to build community and connecting users with local services. We believe very strongly in the necessity of rejuvenating the local high street to bring not only economic growth and opportunity but inject a sense of identity and character amongst communities, encouraging them to flourish and reach their own potential.</p>

Name of business or organisation	Nammu Workplace Ltd https://www.nammuworkplace.com
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Email address Contact 1	layla@nammuworkplace.com
Telephone Contact 1	07930335147
First Name Contact 2	Amelia Elphick
Email address Contact 2	amelia@nammuworkplace.com
Telephone Contact 2	01372613003
Which economic sectors you are interested to work in?	We can host all economic sectors and occupiers in our buildings, who can occupy B1 office space.
What type and size of business tenants you are interested in?	Micro to small businesses. We have offices from 1 - 15 persons in our local buildings.
What are your preferred locations in the borough?	Close to high streets and stations.
What type and size of space interested in?	2000-10,000 SqFT
Do you have a preference in delivery model?	Service agreements
Your organisation's experience of managing workspace	<p>We manage 9 properties in 14 different locations between 2000-10,000 SqFT by a mix of service agreements or leasing the buildings. We employ 1 person.</p> <p>Nammu is home to a network of boutique workplaces, across Surrey & London. They are developed with you in mind to provide serviced and flexible solutions. Your business needs are what is most important to our agency, and so with our personal approach, we are there to help you every step of the way. From moving offices, to changing locations, and ever dynamic teams.</p> <ul style="list-style-type: none"> • Our simple, hassle-free model allows you to focus on your business while we take care of the rest. • Our unbranded spaces give you the flexibility to make the office feel more like your own. • Our cost effective, inclusive rents help small businesses stabilise and grow. • Our buildings are unique and in the best locations for your team's convenience. <p>At Nammu Workplace, we provide the platform to support every business opportunity, today and tomorrow. We offer inclusive buildings of free meeting rooms, business rates, services, utilities, communal cleaning, WIFI.</p> <p>We aim to 100% occupy our properties by the end of the first year, advertising on various platforms like with online brokers, Rightmove, LinkedIn.</p>
Types of businesses hosted and typical contract terms offered	We have between 6 - 20 businesses in our buildings, a mix of all industries who can occupy B1 office space. Typical size of business hosted is around 3-5. Our most popular office sizes are 2 persons. Many of the businesses we host are freelancers or start-ups. We rent out on a 12-month lease with a 5-month break and 2 months' notice thereafter to help businesses stay flexible. We host networking events to encourage collaboration and when we have a new tenant move into the building, we advertise their services to the rest of the building.
Your approach to working in Hammersmith & Fulham	We target SMEs in Hammersmith & Fulham by the very nature of the size offices we cater for. Our whole business model is based on helping micro to small businesses. Please look at our mission statement .

Name of business or organisation	Patch Places Ltd www.patch.work
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Telephone Contact 1	07769738346
First Name Contact 2	Freddie Fforde
Email address Contact 2	freddie@patch.work
Telephone Contact 2	07733322151
Which economic sectors you are interested to work in?	Patch's offer is focused on desk-based work and is well suited to serve the technology, arts, media, creative, marketing, service and knowledge sectors.
What type and size of business tenants you are interested in?	We welcome businesses of any size, from any sector. Our spaces are home to solopreneurs, freelancers, and SMEs using Patch as their main business premises. Memberships suit your working rhythm - with flexible coworking, dedicated desks and private offices and the space for you to grow.
What are your preferred locations in the borough?	Our mission is to create opportunity for people, work and communities on every UK high street. This means accessible, visible, and inclusive spaces at the heart of local cultural and economic life, on a high street, a new town square or in a town-centre location.
What type and size of space interested in?	3,000-5,000 SqFt for our mini flexi product or 20,000-60,000 SqFt for our full workspace and community offer. Our offer is tailored to place, reflecting a space's identity, community needs and the opportunities of each building. Patch delivers a vibrant public realm, best-in-class flexible workspace, high design standards and deep operational, hospitality and events experience; creating a new home for local life and a bespoke workspace solution.
Do you have a preference in delivery model?	We believe the management agreement model allows landlord and tenant to best leverage the flex space model, focus their expertise and partner to deliver exceptional returns, sharing the upside. Adding a hospitality layer to the space creates an additional amenity, offering great value and growth potential to occupiers. As operational and hospitality specialists, we build community both within the space and extend out to the wider community, authentically embedding a scheme in its place. We are also open to a leasing model, on a rent review or turnover basis.
Your organisation's experience of managing workspace	<p>Patch's mission is to create opportunity for people, work and communities on every UK High Street. We combine co-working with culture near to where people live, to create high-quality, affordable, and flexible spaces to support local people, business, and place. Patch is a certified B Corp. As of Q2 2024, Patch has over 27,000 SqFt of operational space; our pilot site in Chelmsford is c. 6,600 SqFt, (46 desks, including 8 private offices), High Wycombe is c. 6,200 SqFt (52 desks, including 7 private offices) and Twickenham is c. 11,300 SqFt (82 desks, 12 private offices). All leased on 10-15-year terms. We are open to discussing other arrangements such as management agreements and turnover arrangements.</p> <p>Each site is run by our brilliant site teams, comprising a Site Director and one or two Community and Events Executives. We hire ambitious local leaders to help build a neighbourhood community at Patch. The Patch team is experienced in the design and delivery of multi-million-pound projects:</p> <p>Head of Product and Creative Director, Paloma Strelitz - Turner-prize winning architect, experienced in placemaking and public spaces design.</p> <p>Design Lead, Conor Moses - an architect who has previously worked on social and community spaces for Ground floor Club.</p> <p>Head of Operations, Ben Newton - managed a wide range of hospitality venues and brands, including music venues, clubs, and restaurants.</p> <p>We also have a dedicated events lead, with extensive experience in activation and partnerships, who is responsible for ensuring the vibrancy of our public spaces.</p> <p>Our spaces are divided between Patch Public - a suite of public spaces for community and cultural activities, and Patch Work - member workspaces reflecting s diverse working needs and rhythms. Our designs are accessible and inclusive, allowing access for diverse groups.</p> <p>All memberships include Wi-Fi, tea and coffee, printing and meeting room credits, and use of phone booths, all desks have ergonomic chairs. Access to our sites is 365 days a year and our sites are staffed 8.30am-5.30pm every weekday. Out-of-hours access is via our bespoke app, also providing easy access to second-screen, meeting room and event space bookings, plus membership add-ons such as lockers or virtual office services. Members all have access to communal spaces including break-out areas and kitchens. Our events users have access to free tea and coffee.</p> <p>We offer a range of events spaces - available to both our workspace members and the wider public including:</p> <ul style="list-style-type: none"> - Patch Academy: a flexible events studio with a projector and screen; perfectly setup for workshops, roundtables, talks and yoga classes. - Patch Market & Cafe - Patch's social heart, used for informal coffee catchups and evening events, run by a by a superb independent operator. - high-quality meeting rooms equipped with excellent AV facilities, ideal for board meetings and team workshops, with optional in-house catering. - a space to support messier, craft-based activities including NVQ beauty classes and kids' art workshops. - a kids' corner, with an activity table and book collection; a signal to families that children are welcome in our community spaces. - retail for local makers, a curated collection of books and products by local makers celebrating and promoting local small businesses. <p>Additional modules include:</p> <ul style="list-style-type: none"> - a dedicated podcast studio, with a plug-and-play system, encouraging first-time podcasters to promote their businesses and initiatives. - Library of Things to promote affordable hiring over buying, offering over 30 useful household, DIY and gardening items for the local community. - a wellness room, available for treatments, private consultations, and therapies. <p>We target opening at 30% occupancy, with stabilisation at 6-8 months. Our sites are marketed through a combination of local partnerships and targeted paid adverts. We build relationships with local people, councils, and community groups, and run Patch-led events pre-opening to involve the community in the story of the new site opening. We have a dedicated sales and marketing team, who leverage our existing social media presence alongside targeted leafleting, broker placements and adverts. We offer all new joiners a trial period and offer a member referral scheme.</p>
Types of businesses hosted and typical contract terms offered	<p>As a representative example, after 8 months of opening our Twickenham site is home to over 50 businesses, approximately 30% of which are founder led, and 220 members, across c. 14,000 SqFt and 150 desks.</p> <p>Patch's offer is focused on desk-based work and is well suited to the tertiary and quaternary sectors. Our current membership is made up of the creative, tech, services, media, and marketing industries, amongst many others. Patch members range from solopreneurs and freelancers to teams and SMEs that use Patch as main business premises. Our largest private office is 20 seats and supports a larger team working flexibly.</p> <p>We offer a range of memberships to suit different working patterns. We are committed to offering accessible rates, starting with our affordable pay-as-you-go Drop-in membership, with full access to Patch workspaces for 1 day-a-month from £24 per week. We have a range of flexible and fixed desks for solo entrepreneurs, local freelancers, and small teams for access from four days a month (from £89 per calendar month) up to a permanent fixed desk within a more-focused area with like-minded members (from £289 per calendar month). Our private office desk rates are competitively priced from £380 per desk. Private Office members join for a fixed term contract, whilst all other members are month-to-month contracts.</p> <p>Regardless of membership tier, all our members have access to the same spaces and services, including our exclusive membership events programme. including regular brunches, networking and skills opportunities. We support members to build community via online tools such as our members' Slack channel and leverage the excellent engagement of our site teams. This has resulted in our members finding new business opportunities within Patch, growing their networks and even finding new friendships.</p> <p>Our monthly Patch Learns offer an opportunity for member businesses to learn from each other and have resulted in cross-seeding work and members supporting each other, for example with marketing and technical expertise, even showcasing each other on podcasts!</p>
Your approach to working in Hammersmith & Fulham	<p>Our dedicated sales, events and marketing team create a pre-opening programme specifically for the space and its unique community, working with local networks and partnerships. We do not create branded buildings, rather an infrastructure to reflect local identity. To ensure a vibrant event space, we work with the local authority, BID, chamber of commerce and local community groups, charities and HEIs. We run targeted campaigns with local brokers and build a momentum of events leading up to opening, including marketing, site tours and outreach.</p> <p>Our cafe spaces are offered at cost to independent local operators, creating local jobs.</p> <p>Our scholarship scheme with local HEIs and charities provides free memberships to young or disadvantaged people, to benefit from professional workspace, networking and mentorship opportunities. Scholar members have all the same access to member services and spaces as our workspace members. Alongside these programmes, we run skills workshops, deliver local authority business support services and donate free event space.</p> <p>In Twickenham, we partner with Library of Things offering 30+ household, DIY and gardening items for affordable hire to the public 6 days a week, bringing together a new community of borrowers, DIYers and circular economy champions. At the end of summer 2023, this public offer and our events programme had brought 2,000-2,500 people through our doors. Our flexibility in operation and design attracts a huge range of event users, including the local cycle and cinema clubs, Open House, Christmas present-wrapping for unhoused people, mental health support, half-term creative making and business skills workshops. We also run our own regular programmes, including the Patch Christmas Makers' Market and Summer Fair to showcase local makers, an International Women's' Day programme and monthly Patch Learns, amongst much else. www.patch.work</p>

Name of business or organisation	Create Space London https://www.createspacelondon.org/
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Telephone Contact 1	07897415474
First Name Contact 2	Delfin Ortiz
Email address Contact 2	delfin.ortiz@createspacelondon.org
Telephone Contact 2	07508600337
Which economic sectors you are interested to work in?	Creative Industries
What type and size of business tenants you are interested in?	Creative individuals, small to medium organisations or charities
What are your preferred locations in the borough?	Fairly close to transport links with a good footfall
What type and size of space interested in?	Between 6000-1500 SqFt, commercial space, with good access to a single floor for loading.
Do you have a preference in delivery model?	We would be open to any suggestion in respect to this
Your organisation's experience of managing workspace	<p>We currently manage 2 workspaces, one in Hammersmith and one in Mill Hill, the former being around 6000 square feet, and the latter around 15,000 square feet. Both spaces utilise the 'Meanwhile' mechanism, so have a temporal state. Each person or organisation is offered a 2-month minimum license agreement with a rolling one month thereafter.</p> <p>Create Space London (CSL) employs 2 PAYE individuals, 1 self-employed and other people when the requirement dictates. Internally, within Mill Hill, there are 19 sole trader individuals and 2 who employ additional people. Hammersmith has only just been established, but based on the capacity and demographic it has the potential for 20-25 creative sole traders who may employ additional people. With an additional space, CSL would need additional support, so would employ another person and aid additional individuals to work in a technical or teaching self-employed capacity.</p> <p>The spaces are designed to offer an array of studio sizes, allowing the support of a range of creative activities and different sized organisations and requirements. Practically, Mill Hill has studios, a kitchen and a small communal area, where Hammersmith has all of this, along with a clean fabrication and teaching space and a large communal working space, both with fast speed internet, CCTV and 24/7 access. Additionally, due to CNC space in Hammersmith, which will include a 3D Printer, Resin Printer, Laser Cutter, Vinyl Cutter and teaching tools, this site will require additional support through further inspections and maintenance. With an additional new site, this would ideally house our workshop machinery currently in storage, allowing us to set up a general workshop, along with screen printing any other services requested through initial consultation with local colleges, organisations, and individuals.</p> <p>Finally, all facilities are publicised through our website, Gumtree and specific social media platforms. Due to our charitable agenda, our focus is on creative individuals and SMEs, where we have held a 73% occupancy rate across our sites over the last year and many occupants stay with us over a long period of time, sometimes migrating spaces or locations to suit their situation.</p>
Types of businesses hosted and typical contract terms offered	<p>Our Mill Hill site, which has been established for the last 8 years, has 19 self-employed individuals operating within it, operating as sole traders with several additional organisations employing additional people. Hammersmith has only just been established, but has the capacity to facilitate 20-25 self-employed individuals, some of which have the ability to employ additional people due to the scale of certain workspaces. In respect to turn over, due to the nature of our charity and whom we aim to support, these organisations have turnovers on the lower side of the spectrum, but we do not hold any specific data in this area.</p> <p>The businesses hosted are made up of 40% recent start-ups in the last year, and 30 % over the last 3 years, with the remaining 30% coming over from alternative sites. The typical length of our license agreements is reflective of this, but we offer a 2-month minimum with a 1 month rolling to support the creative industry. The pricing is dependent on the site, but generally is positioned at 70-80% market rate per square foot, with the additional services included free of charge. More specifically, amenities, inductions and access to certain communal facilities are included in the rent, along with subsidised lessons and use of certain machinery. Further to this, with the additional new site, as previously seen at our historical Willesden and Stonebridge Park space, general workshop access and use will be included in the license charge.</p> <p>Both the spaces have different facilities, so cooperation between organisations differs. Within Mill Hill, the communal space acts as an instigator, along with previously run open studios, exhibitions, and craft fairs. Hammersmith has the capacity to better support collaboration, due to the previously mentioned shared facilities, along with planned teaching and broader demographic through the co-working capacity. Developing from this, there are plans to use this site, and any other within Hammersmith for fabrication and skill lessons, general exhibitions, artist in resident schemes and talks, allowing a wider cooperation to occur.</p> <p>Finally, in respect to business support, we have considered our approach a drive to aid start-ups, forming a phased range of spaces, subsidised skill lessons and the potential for more specific industry led support through group tutorials and more individual inductions and lessons. With a new site, consultations would aid our development within this area, were we can support educational avenues and employment requirements.</p>
Your approach to working in Hammersmith & Fulham	<p>CSL is a charity that supports the creative industry specifically, from art, design, and craft. Based on our experience and demographic we would target SMEs within Hammersmith and Fulham through our website, Gumtree, certain social media platforms, along with our mailing list and traditional word of mouth.</p> <p>With a new space though, would come new opportunities, so we would like the council to distribute our services and would gain further links with organisations in the borough. In a less direct way, we are also going to holding exhibitions, open studios and talks which will act as a draw to what we offer.</p> <p>Expanding upon this, to encourage SMEs to take up space, we will access local organisations, visit degree, and trade shows such as New Designers. Throughout all of these interactions, we will explain what we do, who we are and absorb comments to what individuals required and attempt to facilitate.</p> <p>With a new space we would be expanding beyond our current employee capacity, which would not only create a new job but also teaching and technical opportunities in which to facilitate our workspaces. We would advertise locally, whilst also searching for skilled local graduates, giving them space to further learn and gain experience.</p> <p>Generally, we see a new space, more permanent space, as an opportunity to gain more links with our local environment. Taking the time to establish the space as a stepping stone for graduates, hobbyist and individuals wanting to use the creative process to move in a positive direction.</p>

Name of business or organisation	Plus X Innovation https://www.plusxinnovation.com/
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Telephone Contact 1	07904288391
First Name Contact 2	Paul Rostas
Email address Contact 2	paulrostars@plusxinnovation.com
Telephone Contact 2	07768878820
Which economic sectors you are interested to work in?	The Plus X Innovation mission is 'innovation for everyone'. We work with a wide range of businesses from all sectors. Our hubs are filled with founders, startups and SMEs from STEM, digital technology, creative industries, MedTech, biotech, life science, robotics and material science.
What type and size of business tenants you are interested in?	We create inclusive innovation hubs. Our tenants range from graduates and side-hustlers at the start of their journey; to established freelancers looking for community; scale ups looking to develop; and established businesses. Our hubs are thriving ecosystems that help ambitious businesses of all sizes grow; if you want to collaborate and innovate, you will be welcome.
What are your preferred locations in the borough?	Close to amenities, high streets and transport.
What type and size of space interested in?	20,000 to 30,000 SqFT
Do you have a preference in delivery model?	Management agreements with landlords.
Your organisation's experience of managing workspace	<p>Plus X Innovation hubs are filled with vibrant member communities built for entrepreneurs, growing businesses, and established companies; our in-house teams provide tailored solutions for members. Our unique membership model provides three core offers: innovation spaces, innovation programmes and innovation community. The monthly membership price includes Wi-Fi, unlimited access 24/7, discounted meeting room rates, complimentary refreshments, and access to our wellbeing suites and community events.</p> <p>Our work spans the quadruple helix (community, government, education, business) of innovation. We have a strong track record of building productive, place-based ecosystems that connects businesses, community, local and national government, and educational institutions to create spaces for innovation and collaboration that power regeneration, positive change and economic growth.</p> <p>Plus X Innovation hubs feature state-of-the-art workshop equipment, from 3D printers, laser cutters, milling machinery, to FabLabs, wet and dry labs, to media suites for podcasting, photo shoots and VR recording. Our spaces include event spaces, and normally a café provision which tend to be run by local social enterprise café operators.</p> <p>We target opening at 40% to 50% occupancy, with stabilisation by the end of year two. Our sites are marketed through a combination of local partnerships, targeted paid advertising, membership offers and initiatives. A key part of our strategy is to build strong relationships with the local ecosystem, including community groups, public bodies, and education institutes. Our marketing team will build a robust pre-mobilisation strategy that will allow the local people to be a part of the story before opening the hub.</p> <p>With 150+ years of collective experience, our in-house team will design and deliver a pre-opening calendar of events to attract and fill the space. By collaborating with local residents, the hub will be tailored to local needs, and we will harness our world-class network of experts, investors, academics, and industry partners across the quadruple helix.</p> <p>We are sector-agnostic. The benefits of our sector-agnostic approach, include:</p> <ul style="list-style-type: none"> • Innovative industries move rapidly. A focus on just one sector exposes the hub to the risk of sectoral downturn. By operating sector agnostic hubs, we mitigate this risk and can diversify revenue streams. • Being sector agnostic increases impact by supporting wider groups of entrepreneurs, start-ups, scale-ups and businesses. • Benefits of cross pollination and collaboration between members and stakeholders from different industries and specialisms – diversity of thinking drives innovation
Types of businesses hosted and typical contract terms offered	<p>Our hubs cater to a diverse range of businesses, from sole founders to large companies with up to 50 employees, including satellite teams from global companies like Capita and The Body Shop. Our innovation spaces and programmes attract entrepreneurs and businesses with bold ideas, providing the necessary support and environment to develop groundbreaking projects.</p> <p>We seek to remove barriers and encourage entrepreneurial pursuits. We naturally attract a high number of startups, with 15% established in less than a year, 30% in less than three years, and 20% being sole founders or freelancers. The remaining members are established businesses or satellite teams.</p> <p>Our flexible licence memberships and lease options are designed to accommodate businesses at various growth stages, offering monthly rolling agreements or short-term leases of 6 to 12 months. These competitive packages include essential services and business support programmes.</p> <p>To ensure affordability, our Brighton and Slough hubs offer significant membership discounts for charities and social enterprises. We also provide free event spaces for charitable organisations and workshop residencies for local students, supporting those who might otherwise be excluded from entrepreneurial opportunities.</p> <p>Our innovation programs are free and focus on key sectors like the Green Economy, AI, and the Circular Economy. We partner with local community groups promoting inclusion and diversity, and curate opportunities for member collaboration. Our business support approach is backed by extensive experience and public funding, delivering impactful programs like the AI Academy, Leaders Circle, and Experts Clinics.</p>
Your approach to working in Hammersmith & Fulham	<p>The Plus X Innovation multifaceted and integrated pre-mobilisation strategy will ignite high levels of pre-registered interest and ensures that our hubs are rooted in the local economy. Core pillars include; a) PR moments, partner content and key local events, b) ecosystem outreach, c) advertising, and d) a nurturing digital engagement. Targeting businesses from diverse sectors and backgrounds, we will align with Hammersmith and Fulham's industrial strategy and ensure economic growth for everyone. Currently, market rates are too high to ensure accessibility for a lot of early-stage startups, and the affordable workspace policy and the Plus X Innovation offer addresses this market failure.</p> <p>We believe talent is everywhere, but opportunity is not. We will launch with membership offers and incentives, e.g. free coworking week, as well as running innovation challenge events like a hackathon or entrepreneur pitch challenge to the local residents with early-stage ideas, increasing inclusion and diversity, and promoting entrepreneurship. We will encourage take-up by offering value that is not found elsewhere, our unique proposition will address economic challenges and inequalities to bring innovation to everyone. We will run tours, and ecosystem outreach events, while tapping into and leveraging our existing relationship with Imperial College London.</p> <p>We will champion local talent and recruit locally. We offer apprenticeships and employ local interns. For example, four years on, one of our filmmaker apprentices has grown his own business, now employing three people.</p> <p>We champion learning through academic partnerships (e.g. Imperial College London and Brunel University). We offer local graduate residencies that provide vital support to fledgling ideas and run student innovation workshops with local schools - a survey of a girls' (aged 10-13 years) coding workshop reported they left feeling empowered to explore STEM.</p> <p>Beyond our focus on high value job creation, Plus X Innovation is committed to delivering positive local impact and partnering with local social enterprises in every hub. We partner with local charities offering pro-bono event space. Dad La Soul in Brighton uses our space to tackle social isolation. Our Brighton hub is home to Cafe Domenica, whose charitable vision is for people with learning disabilities to be valued in the workspace.</p> <p>Our hubs are open to the public. We ensure accessibility to the wider community, with multiple public areas; café and events space. We offer free local artist exposure, particularly highlighting important social matters. Recently, a young, black female artist exhibited the multifaceted representations of the strength and resilience of black women.</p> <p>We use local suppliers, including printers, electricians and catering. Unsold stock is donated to food banks. We commissioned Art+Believe, a famous Brighton artist collective, to paint our stairs with a "colourwell" mural, promoting stair-use. The onsite Cafe Domenica serves local produce and employ local adults with disabilities.</p>