

go native

Corporate Housing Solutions - Worldwide



Established in 1997, Go Native is an award winning provider of short and long term Corporate Housing Solutions, operating across the UK, Europe, the Middle East & India.



Go Native's Story

About Go Native

Established in 1997, Go Native is an award winning provider of short and long term Corporate Housing Solutions, operating across the UK, Europe, the Middle East & India.

We provide companies with an outsourced corporate housing management service and individual travellers with access to a comprehensive network of over 25,000 Serviced Apartments, all available on a flexible basis. In addition to our own Serviced Apartments, we have established a network of suppliers across the UK, Europe, the Middle East & India which enables us to deliver bespoke supporting services for both short and longer term housing requirements.

With an annual turnover in excess of £35m, the company has grown at an extraordinary rate to become the leading provider of housing solutions to the Consulting, Finance, Auditing, BPO, & IT industries in Europe and the Middle East, housing over 6,500 assignment and project personnel each year and more than 1,800 assignees at any one time.

Our History

Go Native was founded by Guy Nixon (CEO) in 1997 following his own experience of business travel accommodation.

Guy had spent 5 years living and working in Hong Kong with City law firm Richards Butler, followed by 3 years as an Assistant Director with ABN AMRO Rothschild in London. In these roles he had travelled extensively for long periods. At the time, the Serviced Apartment market was in its very early years of development. Guy saw a significant opportunity to bring more of this type of solution to the Corporate Travel Market as the trend for extended short-term travel assignments grew.

Since our beginnings, we have grown consistently year on year, employing over 100 people across our offices in London, Manchester, Newcastle, Edinburgh, India and the UAE.

Our Spirit

"Innovator, thought leader and client focused"

We continually seek to create innovative housing solutions that meet the changing needs of our clients and to pioneer innovation within the wider corporate housing industry. Operating on an entirely open book basis, we strive to create true partnerships with our clients. Delivering great customer service is at the heart of our business.

Our Vision

- **To offer our customers the most comprehensive range of short and long term housing solutions – Worldwide.**
- **To operate the largest branded network of Serviced Apartments across the UK, Europe the Middle East & India.**
- **To combine our business processes, deep industry expertise and growing international resources to develop an even wider range of global housing programs for our clients.**

"Innovator, thought leader & client focused"

Our Housing Solutions & Services

What makes Go Native unique is the range of ways in which we create and deliver housing solutions to meet the needs of our clients.

Short to Medium Term Housing Serviced Apartments

A Serviced Apartment is the ultimate in comfort when travelling on business. What many people don't realise is that they are often cheaper than a hotel of a similar specification.

Go Native Apartments

We operate our own portfolio of Serviced Apartments across the UK, with the majority of these located in London. Our apartments are all available on highly flexible terms. We offer a range of studios, 1, 2 and 3 bedroom apartments.

Our Serviced Apartment Network

To provide our clients with rapid access to Serviced Apartments wherever they need them, we have invested in building the most comprehensive network of quality Serviced Apartments across the UK, Europe, the Middle East & India. We have personally inspected the majority of these apartments as part of a continuous inspection cycle.

Longer Term Housing Leased Apartments

Ideal for single assignees, project groups or a continuous flow of assignees in one location with a requirement of more than 6-12 months in total.

By leasing properties in the long term rental market and delivering turnkey services that effectively create bespoke client portfolios of Serviced Apartments, we are able to deliver substantial savings over the cost of traditional Serviced Apartments and have been able to offer temporary housing solutions in locations that otherwise lack suitable supply.

This is a unique part of Go Native's business for which we were awarded the Business Travel World Award for most innovative travel solution.

Graduate & Large Program Housing

Perfect for Graduate Groups, Large Programs and Conference & Events.

We have exclusive access to an unrivalled portfolio of high quality, centrally located, low-cost studio apartments, ideal for large groups where managing cost is a high priority.

These apartments are available on flexible terms in most UK cities.

Familiarisation & Relocation Services

Developed specifically for the large number of inbound assignees from India.

We have designed a familiarisation program to provide practical advice and information regarding accommodation for overseas assignees. Recognising cultural differences, the program helps assignees feel more comfortable in unfamiliar surroundings when first arriving in Europe and helps employers meet their duty of care to employees.

This service has the added benefits of significantly reducing dilapidations and unnecessary usage of utilities.

Go Native Relocation Services

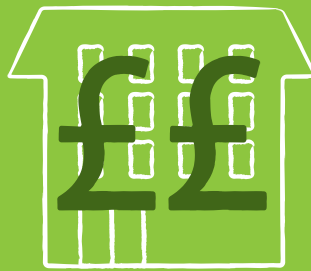
We offer a full range of relocation support services for assignees who require assistance with sourcing new homes. From negotiating leases, advising on mortgages and schools, setting up utilities to purchasing a mobile phone, our 'Relocation and Settling in Service' takes the hassle out of the process.

Accommodation options explained

Hotel

Serviced Apartments

Leased Apartments



1 Night

Length of Stay

6 Months+

Highly Flexible

Notice Period

Restricted

Extensive

Cleaning & Support Services

Flexible

Why Choose a Serviced Apartment?

The top 5 reasons more and more customers are choosing Serviced Apartments are:

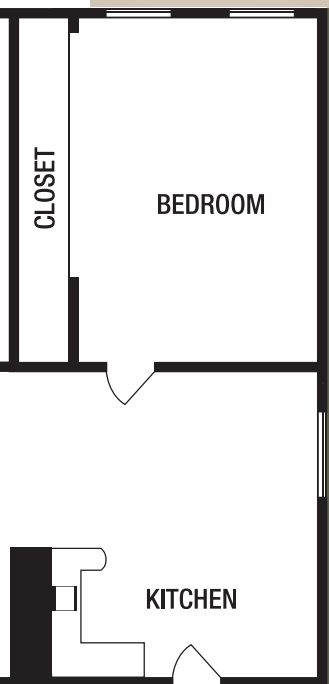


LIVING ROOM



BATHROOM

- 1. More space to live and work comfortably:** on average apartments offer at least 30% more space than a comparable hotel room - with a separate kitchen area and a properly-equipped living/work space to ensure corporate guests can work effectively.
- 2. Cost-effective:** Serviced Apartments offer excellent value, typically up to 20% cheaper than an equivalent standard hotel room. Additionally, corporate guests can prepare their own meals and wash their own clothes delivering further per diem savings.
- 3. Flexibility:** Serviced Apartments are typically available on highly flexible terms with a growing number available on a nightly basis.
- 4. Quality:** most Serviced Apartments are modern, contemporary and stylish and offer the very latest in-room technology, fully-equipped kitchens, high quality bed linen and furnishings and supporting services.
- 5. Privacy:** Corporate guests greatly appreciate the increased privacy that Serviced Apartments offer.



Why Companies Choose go native™ ?

“ In addition to achieving a low budget and well received accommodation solution, the Go Native team entirely removed the administrative burden of handling accommodation for our project. ”

Go Native - The Outsourced Expert

Over the past 13 years, we've developed an award winning, single point of contact service for our clients, enabling us to meet all of their needs for short, medium and longer term housing. Initially operating in the UK, our reach is continually expanding in response to client demand and we now deliver housing solutions across Europe, the Middle East and India. Here are some of the reasons why Fortune 500, Government Departments and SME businesses choose to work with Go Native:

Experience and Credentials

Established in 1997, Go Native has grown consistently ever since to manage a consolidated annual housing spend of over £35m. We are the largest provider of corporate housing solutions to the Consulting, BPO, IT, Engineering and Auditing industries as well as working with a growing number of Global Financial Organisations and SMEs. The first ever corporate housing provider to win the coveted Business Travel World Award for most innovative travel solution, we are proud of our reputation within the industry for innovation and integrity.

Bespoke Solutions and Innovation

Working with a unique range of housing suppliers, we offer the most comprehensive range of short and long term housing solutions available across the UK, Europe, the Middle East & India. Uniquely for a Corporate Housing Agency, we maintain a broad operational delivery capability enabling us to create bespoke solutions for our clients wherever the need for housing may arise, irrespective of local supply constraints.



Dubai, UAE

Housing for Large Groups and Individuals

We deliver housing solutions both for large group assignments including graduate training programs, knowledge transfer assignments and project teams as well as housing for individual temporary assignments, relocating personnel and VIPs travelling with families

People & Values

We recruit our people from a diverse range of service orientated backgrounds including hospitality, relocation, property and professional services. Many of our more senior client relationship directors and account managers have joined us from the global mobility, travel management teams of multinational organisations bringing with them an acute awareness of the need to provide our clients with a consistently professional and totally dependable service.

Transparency

We operate on an entirely open book basis with our clients creating true corporate housing partnerships with Travel Managers, Global Mobility and HR Teams. We also offer a unique charging policy that provides our clients with exceptional value whilst making us highly attractive to our supplier partners. We do not accept commissions from suppliers, charging instead a highly competitive booking and transaction fee. By aligning our commercial interests with the commercial interests of our clients, we are incentivised to deliver the most competitively priced solutions and to operate with complete impartiality.

Market Knowledge and Global Reach

Over the last couple of years, we have consolidated our in-depth knowledge of housing markets across the UK, Europe, the Middle East & India into Housing Market Intelligence Reports. These reports provide our clients with comprehensive information on the range of housing solutions available to them in each market along with supply and pricing data to assist with the setting of relocation and project policies and budgets. We also provide our clients with industry benchmarking reports to help them profile their budgets and policies within the context of their respective industries.

Technology and Management Reporting

The engine room of our business is a bespoke web based management information system designed to deliver day-to-day services, consolidated online billing and client reporting at the touch of a button. Our client reporting is second to none; enabling our clients to profile and benchmark their temporary housing costs and trends. The delivery of timely & accurate data is key to enabling us to support our clients' decision making processes. Internally, it ensures first class delivery to our guests.

Environmental Responsibility

We have pioneered an eco-rating system enabling our clients to see which operators are taking steps to build sustainably and reduce the carbon footprint of their operations.

The Benefits of Working with go native™



The core values that define Go Native translate into very specific benefits for our clients:

Reduced Costs

The average Go Native client pays 20% less for a Serviced Apartment compared to a similar specification hotel. Plus, per diem and administrative costs are reduced if not eliminated.

Bespoke & Innovative Solutions

We do not believe in a one size fits all approach. We deliver solutions that consistently meet our clients specific requirements.

Hassle Free

Aside from supporting our clients' personnel, our consolidated invoicing and reporting and comprehensive management of the guest communications process, means our people are effectively an outsourced team working on behalf of our clients. We manage the entire housing process on behalf of our clients.



Go Native Serviced Apartments | Canary Wharf, London

Improved Employee Satisfaction

Our 24-hour service delivery team will ensure that your people are supported wherever in the world they may be housed. We are committed to delivery of exceptional customer service.

Highly Flexible Terms

We deliver housing solutions from 1 night to many months/years with as much or as little service as you need.

Quality Assurance

Whether you are staying in a Go Native managed apartment or an apartment supplied by one of our network partners, you can be sure of a consistent quality standard. We continually inspect our network of Serviced Apartments to ensure they meet with our clients expectations.

“An award winning, single point of contact, fully managed service, delivering a broad range of housing solutions across the UK, Europe, the Middle East & India.”

Contact Us

If you would like to know more about Go Native or to discuss any housing requirements your business may have, please contact our team today.

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