

Property services made simple

 HENRY SCHEIN®
Dental Business Solutions 

Powered by

 border
consultancy
chartered surveyors



We create solutions

In association with Border Consultancy Chartered Surveyors, Henry Schein Property Services can provide you with business-ready solutions for all of your property matters.

With over 50 years of combined in-house industry experience, our innovative and forward thinking team have a proven track record of delivering best-in-class property services within the healthcare sector. Based on our extensive in-house experience we truly understand your business challenges, and drawing on our multidisciplinary skills we work to create a personalised and end-to-end solution for managing your property matters.



Delivering solutions for...

- Establishing a new practice
- Buying or relocating an existing practice
- Selling a practice
- Renewing an existing lease
- Undertaking a rent review during a lease
- Relocating a practice
- Design, project management and delivery when refurbishing a practice
- Preparing condition reports and maintenance strategies

Our knowledge and expertise will guide and support you through any of these processes to deliver the seamless solution that you need.



Our services

Service	Cost (plus VAT)	Description
Establishing A New Practice		
Purchase of a freehold or long-leasehold building	1.5% of the purchase price. Subject to a minimum fee of £2,500	Initial identification of a property through to legal completion of acquisition
New lease, rental of a building	10% of total rent excluding any lease incentives, eg. rent free periods etc. Subject to a minimum fee of £3,000	Initial identification of a property through to legal completion of Lease
Buying An Existing Practice		
Review of all existing lease documentation	Daily rate of £600	Review all documentation and ensure client is not signing up to any onerous lease liabilities etc
If any negotiation needed with the landlord	Fee to be agreed dependent on client's objectives	
Renewing An Existing Lease		
Lease renewal	8.5% of total rent excluding any lease incentives, eg. Rent free periods etc. Subject to a minimum fee of £2,500	Negotiate and document the new lease and advise and guide client's solicitors
Rent review during the lease	8.5% of the revised headline rental subject to a minimum fee of £2,500	Negotiation and settlement of the outstanding rent review either with the tenant or the landlord.
Selling A Practice		
Advice on getting a practice ready for sale, including advising any building works needed, lease documentation in hand etc	Daily rate of £600	
Relocating A Practice		
Purchase of a freehold or long-leasehold building	1.5% of the purchase price. Subject to a minimum fee of £2,500	Initial identification of a property through to legal completion
New lease, rental of a building	10% of total rent excluding any lease incentives, eg. Rent free periods etc. Subject to a minimum fee of £3,000	Initial identification of a property through to legal completion
Market appraisal	Providing an indicative valuation of the practice if put forward for sale or to rent £1,600	Reviewing the market, appraising the valuation placed on the practice during any potential sale or rental. Only undertaken if instructed by Medi Holdings. Not a red book valuation.
Additional Extras		
Schedule of condition	£1,750	4+ surgeries/practices by negotiation
Negotiation of dilapidations	Fee to be agreed	
Building survey	£2,250	
Pre acquisition survey	£2,250	
Schedule of works / project management	9% of contract sum	A % of the total fit out cost
Ten year maintenance plan	£500	When prepared alongside schedule of condition

* Indicative price guide based on typical requirements

Testimonials

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The thought and consideration by Border Consultancy into the design regarding the children's additional needs has been exceptional. We have had numerous comments from parents about how warm and safe the space feels and that their children can't wait to come. One child who really struggled to come to the Toy Library before has even said that now he just doesn't want to leave!

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The transition from in-house property management to outsourced has been seamless, and Border Consultancy Chartered Surveyors have maintained strong and sometimes delicate relationships with our occupiers, whilst ensuring our organisations best interests are at the forefront of their management strategy. Their advice on opportunities within the portfolio is invaluable... we have found their expert knowledge and experience essential in minimising our liabilities.



“

Border Consultancy add great value to the Portman Healthcare property portfolio. They consistently provide expert advice and support in tight timescales across a wide variety of property disciplines, from market appraisals to project management. Their delivery and niche approach is refreshing in the current market. We recommend them without hesitation.

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PORTMAN dental care

Contact us

To chat about your requirements and find out more about how we can help, please get in touch.

✉ HS@borderconsultancy.co.uk

☎ 0203 930 1019

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