

## FORBURY PLACE

#### case study Forbury Place

Forbury Place is the pre-eminent business destination in the South East - the largest and most prestigious development in the region. Our brand identity reflects the distinctive architectural feature of the two buildings – the diagonal structural 'diagrid'.

The architects vision for the development is based on creating facades for the buildings which appears different when viewed from all directions. Our marketing concept 'however you view it' communicates this vision along with the business and lifestyle benefits. The scheme was launched with a screening of two films at the Soho Hotel and the launch of a hardback book and website.

"Blast were briefed to create a campaign for Forbury Place which could compete with schemes in London. They have achieved this through intelligent design of the highest quality"

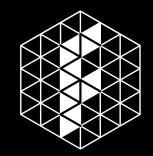
#### AARON POPE

ASSOCIATE DIRECTOR, M&G REAL ESTATE

"It is very clear from the great design concepts delivered, through to the quality of the materials produced that we made the right decision in appointing Blast"

#### LUKE HACKING

DIRECTOR, CBRE



# **GOOD FOR BUSINESS**

## HOWEVER YOU VIEW IT





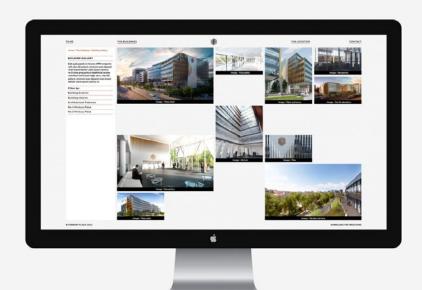
**SMARTER FOR WORKING** 

**BETTER FOR LIVING** 













#### case study Velocity Brooklands

Naming and brand identity for 'Velocity', a new 100,000 sqft development on the site of Brooklands racetrack in Surrey. The logo is designed to reference classic British car and aviation insignia.

The concept builds on the 'Spirit of Brooklands' inspiration, with imagery evocative of the golden age of British engineering. The campaign draws similarities between the pioneering spirit of Brooklands and the development's unique qualities and advantages. The work Blast have produced for Velocity is stunning, completely different to anything else in the market. The campaign genuinely sets Velocity apart from the competition and really communicates the development's ground breaking, high quality design.

EDWARD SMITH PARTNER, STRUTT & PARKER LLP









#### case study Market House

#### Brief

Create a name, brand identity and marketing campaign for a speculative 74,000 sq ft Grade A office development in central Maidenhead. Communicate the key benefits of the development including its large floorplates and town centre location.

#### Solution

The naming, marketing concept and campaign for this new office development were inspired by the central location – Market Street – and the vernacular of letting board signs. All marketing materials communicate the benefits of the prime town centre location through a series of 'On the Market' stickers – applied (by hand) throughout the brochure to fresh, unusual imagery and witty headline copy, the same effect was achieved on the website through the animation of the sticker application. The resulting campaign is original and engaging, successfully differentiating the development from the competition.

#### Results

65% let to Adobe on practical completion. Market House was the 2nd largest letting for the Thames Valley and also achieved the highest rent for the region in 2011.

#### Clients

Strutt & Parker, Savills and Lambert Smith Hampton Shepherd Developments, Durngate Property Group



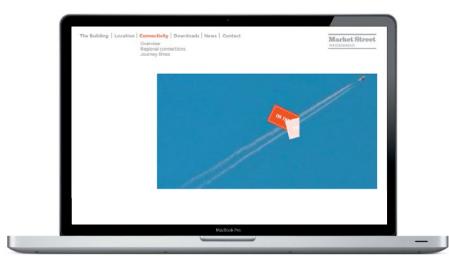
# Kudos.

# 74,603 sq ft.

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CASE STUDY

#### Brief

Having been built for NTL, this development was never previously occupied and remained empty for 8 years. The brief was to create a new name, brand identity and marketing campaign that could change perceptions of the 120,000 sq ft prime office space.

#### Solution

The brand and campaign were inspired by the striking modernist architecture of the building. The idea of 'form following function' was carried through into the naming of the building and used to communicate the benefits and potential of the property (form: partnerships, form: the future, form: an opinion). A visual identity was created for the building using bold san serif typography, the use of colours, materials and print techniques which reference the modernist design and finishes of the building, with an emphasis on white space to reflect the large open areas which are a feature of the property.

#### Results

Following the renaming, new brand identity and marketing campaign, Form is now 88% let and home to such prestigious occupiers as Serco, Alphabet, Lenevo, First Drinks, EDS and Virgin Media.

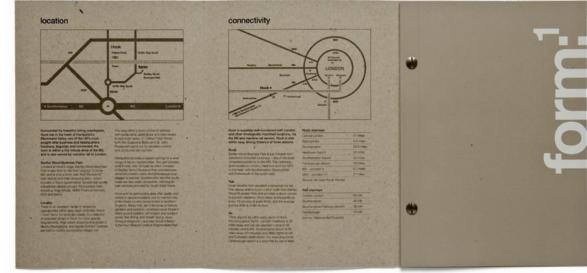
#### Clients

Strutt & Parker and CBRE, CIT















#### case study Maidenhead Office Park

#### Brief

Create a new brand identity for Maidenhead Office Park and a marketing campaign for two of its vacant buildings. A speculative refurbishment in a challenging environment.

#### Solution

A new brand identity and marketing campaign for Maidenhead Office Park. The mature landscaped park is set within the Berkshire countryside, so the campaign focuses on aspirational natural metaphors to deliver key messages. As well as developing the new identity, we have so far applied the brand to park signage, cafe and shuttle bus. For the marketing campaign we have created the pre-let brochure, website, letting boards and architectural branding.

#### Results

Building 1 let four months prior to completion, and Building 2 let three months post completion. Both buildings let with ten year unbroken leases to large multinationals. The lettings are the 3rd and 4th largest for the Thames Valley region for 2012.

"A really fresh and professional campaign. Many thanks for all the hard work and great ideas".

MATTHEW LITTLER SENIOR ASSET MANAGER AXA REAL ESTATE INVESTMENT MANAGERS UK LTD

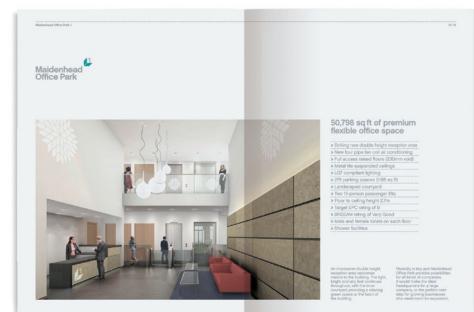
#### Clients

Strutt & Parker and Lambert Smith Hampton AXA Real Estate Investment Managers UK Ltd









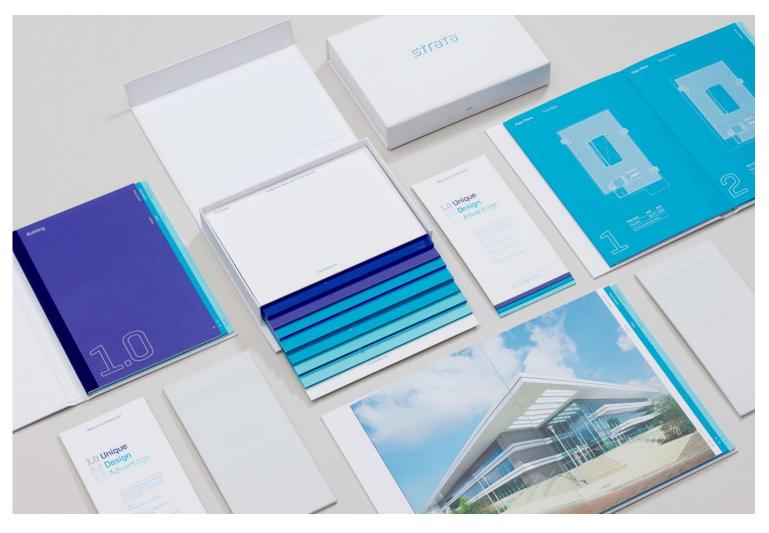












case study **Strata** 

#### Brief

Create new name, brand identity and marketing communications for 'Strata', a landmark commercial property development in Staines upon Thames.

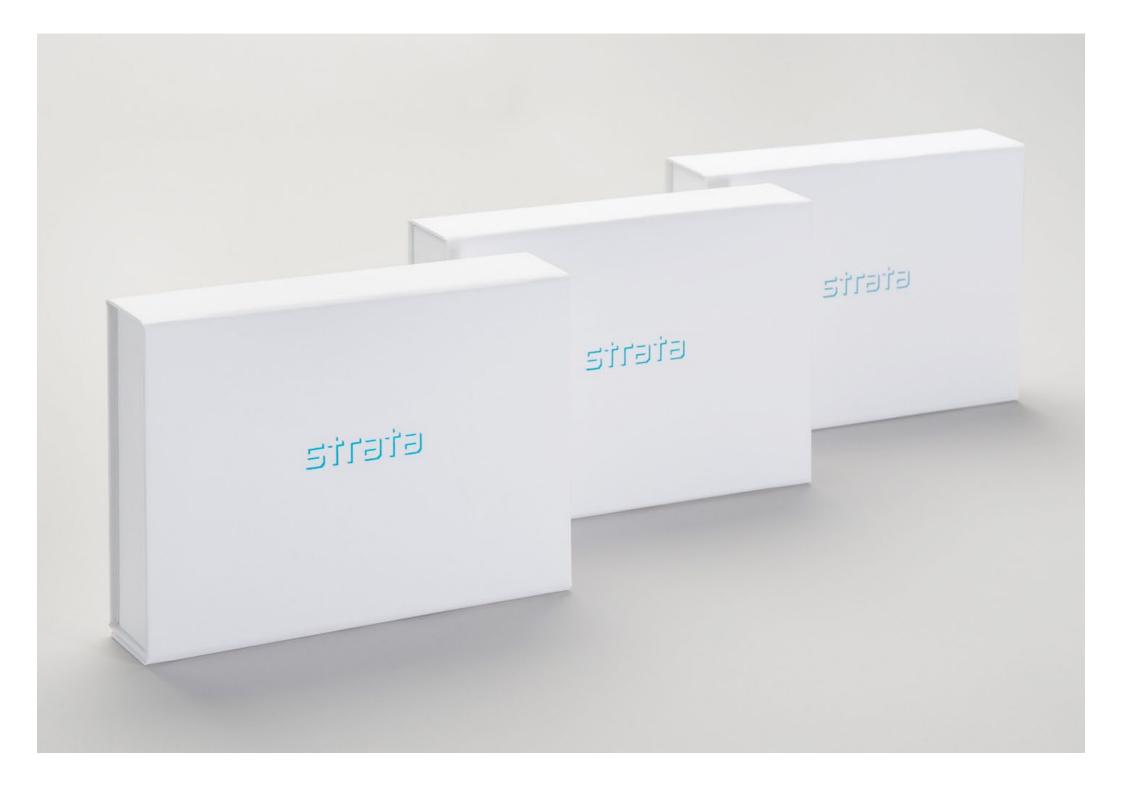
#### Solution

Our inspiration for the naming came from the layered design of the building created by ESA Architects. A strong identity for the scheme was developed using colour and a three tiered concept which reflects the three floors of the building. This central concept is used throughout the marketing materials to communicate the three key sales messages for the scheme, 'Unique, Design, Advantage'. All marketing materials were created to reflect the sophisticated design and high quality specification of the building. The campaign was launched with a limited edition box which featured layers of information printed, embossed, foil blocked and laser etched into different materials.

#### Clients

LaSalle Investment management Bell Hammer Knight Frank Montagu Evans





### stratastaines.com



