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News

Debenhams win pushes Vinci over £150m mark

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Vinci Facilities reports that a three-year contract signed with Debenhams means it secured over £150m of new business in the first half of 2016.

This includes the ground-breaking contract with the Five Councils (Hart District Council and Havant Borough Council, Mendip District Council, South Oxfordshire and the Vale of White Horse District Councils) announced in February, as well as new contracts with the Office of National Statistics and the Science & Technology Facilities Council and extended relationships with the Welsh Government, Canals & River Trust and the Royal Parks.

The Debenhams deal represents the first time the retail group has put all of its fabric, HVAC, lift and escalators, lighting and electrical services within a single contract. Under the terms agreed, Vinci will be providing planned and reactive maintenance services to 180 locations including stores in the Republic of Ireland. Vinci says the Debenhams team were impressed by its record with other retailers, such as Dixons Car Phone Warehouse, and its ability to provide accurate, timely management information via its bespoke CAFM system.

Commenting on the contract award, Simon Dales, Director of Store Operations for Debenhams, said: "Entering into a one-stop, all-inclusive contract with Vinci Facilities is an important move and will deliver overall efficiencies in management and operating costs while at the same time enhance the store environment and experience for our customers and colleagues."

Away from the high street, the Welsh Government has extended its agreement with Vinci Facilities via its National Procurement Service. The work is worth in the region of £28m over four years. The service provider was also recently appointed to continue its successful £40m relationship with the Royal Parks – a deal that covers all of the main London parks including Hyde Park and St. James'.

Managing Director Tony Raikes said: "The business is making great progress this year and much of our success is down to the good relationships our teams establish with our clients, their respective FM consultants and the consistent and often innovative approach to customer service of all of our people."

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