



INCISIVE SAVINGS

SAVING OF £432,820



Incisive Media is one of the world's leading business-to-business (B2B) information providers, serving a wide range of financial, business technology and professional services markets globally.

Like most businesses, business rates are one of the largest overheads Incisive Media have to face. Following an enormous hike in their rateable value in the 2010 rating list, CVS were instructed to complete a full re-assessment of the property portfolio.

RESULTS

Following a re-assessment of the Incisive Media property portfolio our Surveyor successfully argued that a reduction based on floor space was required that had not previously been taken into account.

It was also determined that the air conditioning was not standardised throughout a particular property in the portfolio and a reduction was achieved on this basis.

These two areas alone have generated savings of over £430,000 for this forward thinking business across the seven year Rating List.

SURVEYOR COMMENTS

"Plant and machinery is advancing in office places and in this case, the original valuation was based on full air conditioning throughout the property.

This however was not the case and the VOA agreed to a reduction on the property. This was significant as many offices will be paying rates on air conditioning that may not be in the building in the first place.

We are delighted with the results achieved for Incisive Media and continue to work with them on their business rates."

David Ford, Regional Director, CVS



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"I am truly happy with the overall management and execution of all appeals CVS have processed on behalf of Incisive Media and would highly recommend them.

We have had informative communications throughout the process which enabled us to rest assured we were in good hands with both a fantastic account manager and a super-efficient team who secured rebates in excess of £430,000 for us."

PAUL EVANS,
HEAD OF FACILITIES, INCISIVE MEDIA

