



CASE STUDY

Working on the Water

Innovative – a word used to describe something that is original, ground-breaking, inventive and modern. When David Russ, Managing Director of the South Wales Chamber of Commerce was introduced to Waterspace Developments he was blown away with the design and concept that would allow businesses to work on water.

Cardiff-based firm Waterspace Developments have made a bit of a splash with the launch their first floating office in Cardiff Bay. Based on nothing more than posting the designs for their H2Office range on the website, www.floating-offices.co.uk, the company has already had interest from various marinas around the UK and overseas - most recently, from two prestigious Marinas in Barcelona & Gibraltar. It has also had excellent feedback from individuals and small businesses interested in working on the water.

Floating offices has also taken centre stage at the 2010 Ideal Homes Show in Earls Court during March and the company has been approached by the producers of Channel 4 show Grand Designs.

Waterspace Sales Director Steve Evans said: “We were particularly excited about the Ideal Homes Show. The central feature of the exhibition space consisted of a large indoor marina and one of our floating office units was moored there. Last year the show had over 200,000 visitors - both business and consumer - so it was a great showcase for us. The organisers of the event used our office for their press and celebrity interviews, as well as being open to the general public.

“The office layout offers a terrific inspirational space for one to three people to

work in comfort and consists of a private working and break-out area and a 'break-out' area, external sun deck, a kitchenette and a pull-out berth. The H2Office is a fantastic multi-purpose floating unit for leisure purposes too."

David Russ said of his visit to the floating office: "When I heard about an office that floats on water I just had to see it for myself. I had seen the photographs on the website but they didn't even do this incredible idea justice.

"The floating office is something that is certainly meant for the 21st century way of working - modern and different. I was blown away when I stepped inside the office with its contemporary, yet simple design - it was very calming being on the water. This is an incredible business opportunity and we will be working with Waterspace Developments to provide any guidance and support they need."

Waterspace looks set to benefit from a number of marina developments finding themselves with a lot of empty berths and view these units as a potential new income stream. Enquiries have included customising the interiors for use as floating retail units, hospitality suites and short break accommodation, as well as further customising the unit for use as floating toilet and shower blocks.

We may be in the middle of a recession, but as they say, it's an ill wind that blows no good.