

PTS SUPPORTS GLOBAL HEDGE FUND TO GAIN TRACTION IN AUSTRALIA

CREATING A BEACHHEAD

'We need to be up and running in two weeks.' That was the challenge presented by our global hedge fund client when they decided to establish their first office in Sydney in 2018. Real estate negotiations had eaten into the timeline, leaving just two weeks to complete the office fit-out. With a firm commitment to the go-live date, there was no room for delays.

Fortunately, the PTS team had some time for planning during contract negotiations. We quickly engaged local builders and trades to modify the office and install eight SBFI trading desks. To meet the immediate need, we provided a temporary Day-1 solution with a DSL connection and 4G backup, followed by fixed-line telecommunications in the weeks ahead. The corporate real estate team and business sponsors were delighted with the fast turnaround, allowing them to commence operations on time without any excuses.

PTS's rapid response enabled the client to meet their deadline, successfully launching their Australian operations on schedule.

GAINING MOMENTUM WITH A CBD OFFICE RELOCATION

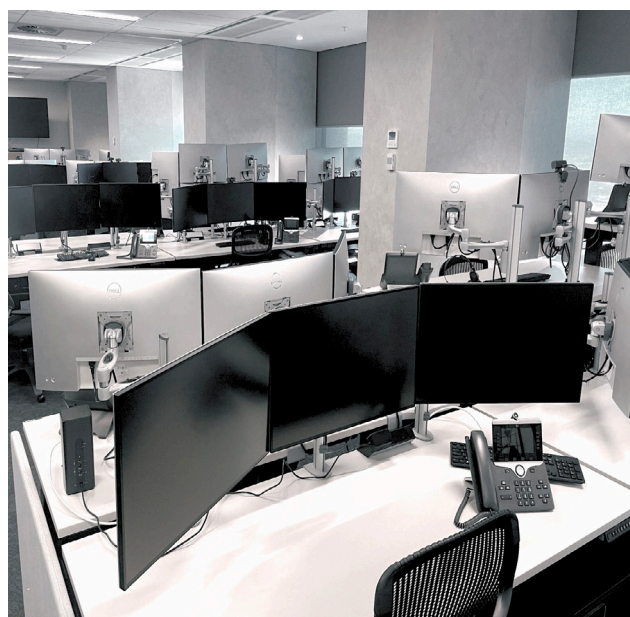
Eighteen months later, after gaining momentum in the local market, the client decided to relocate their office to the Sydney CBD. Still cautious about committing to a long-term lease, they chose a serviced office solution with four private offices and dedicated network equipment.

PTS handled the entire relocation process and continued providing on-site IT, facilities, and procurement support. Our involvement allowed the client to focus on growing their business without operational distractions, which they did successfully for the next four years, delivering planning, communications and reporting function to ensure the 'fast pace' of the project was maintained.

COMING OF AGE: ESTABLISHING A PERMANENT SYDNEY OFFICE IN 2023

By 2023, the client was ready to establish a permanent office in Sydney. PTS conducted a market search and recommended local construction management companies that had prior experience working within the selected building. This eliminated the need for a lengthy supplier onboarding process, streamlining the project timeline.

During the construction phase, PTS acted as the client's local point of contact, coordinating IT infrastructure, liaising with construction teams, and managing other third-party vendors. Our seamless oversight ensured that the project was completed on schedule and met all the technical requirements, enabling the client to transition smoothly into their new, customised office space.



A LONG-TERM PARTNERSHIP

Through proactive planning, effective coordination, and ongoing support, PTS Consulting has helped this global hedge fund establish a strong foothold in Australia. Whether handling short-term relocations or managing the transition to a permanent office, PTS has been a trusted partner at every stage of the client's growth journey.

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“We would like to say a massive thank you to PTS for all your incredible help in setting up our new Sydney office. Seriously, we couldn't have done it without you! Your hard work, expertise and dedication have been amazing and we're grateful to have you as our trusted partner.”

Hedge Fund APAC Facilities Manager

