



Dublin City
Baile Átha Cliath

Conor MacCabe

Henry J Lyons Architects



1

Introduction

Top 3 Practice in Ireland

50+ Staff

Over 6 Million ft² commercial office space completed since 2000

Core Services

Architecture

Interior design

Masterplanning

Project Management

Interior Design Specialist Services

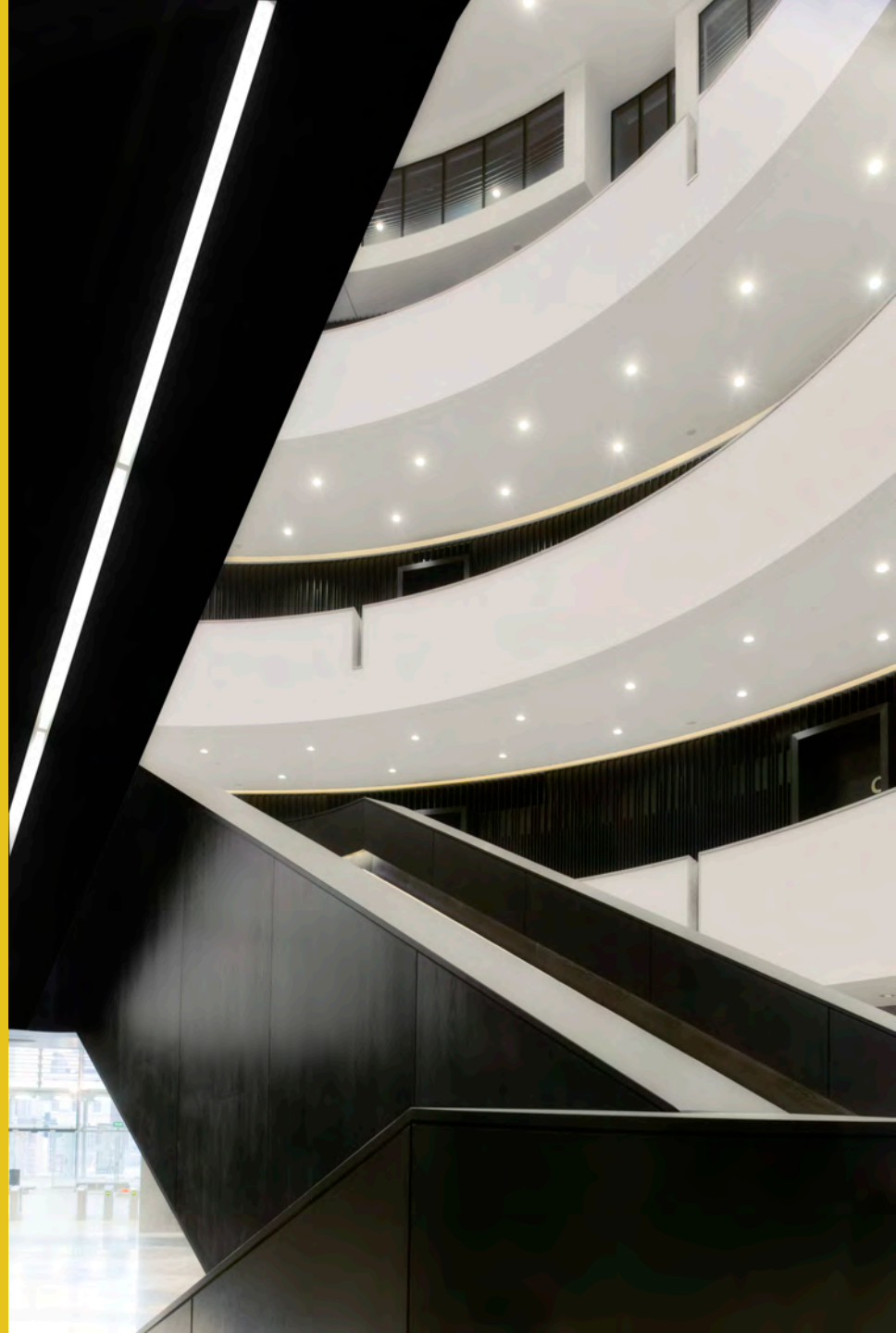
Briefing and Space Budgeting

Due Diligence and Building Acquisition

Workstyle Consultancy

Interior Fit-Out

Space Planning



2

Questions

What do different users want?

Are our offices good enough to meet international expectations?

What should we be doing now in anticipation of the next office property cycle?

3,200,000 ft²

Fit-Out

Technology

SAP
Mastercard
Intel
Riot Games
Google
eBay
Linkedin
Paypal
Cisco
IBM
Quest Software

850,000ft²

450,000ft² in Dublin City

Financial

Bank of Ireland
MacQuarie Bank
Bank of New York Mellon
SCOR
Metlife
Royal Bank of Scotland
Ulster Bank
Nationwide UK Ireland
DEPFA Bank
Northern Trust
International Bank, IFSC
SMBC Aviation
Bank of Ireland Asset
Management
Rabobank

**800,000ft² - all in Dublin
City**

Pharma

Jazz Pharmaceuticals
Abbott Pharmaceuticals
Alkermes
United Drug

250,000ft²

50,000ft² in Dublin City

Professional Services

Dechert Solicitors
Walkers Global
KPMG
PricewaterhouseCoopers

**500,000ft² - all in Dublin
City**

Indigenous/State

Kerry Group
Bord Gais Energy
NAMA
Smurfit Kappa
The Central Bank
Institute of Chartered
Accountants Commission
for Energy Regulation
Medical Council
EirGrid
National Immigration Centre
The Irish Times
Treasury Holdings
Clare County Council
The Courts Service
HJL Studio

750,000ft²

600,000ft² in Dublin City

Office Developments

3,000,000ft²



3,000,000ft² of constructed office development since 2000

1,000,000ft² of recent planning permissions for office buildings in Dublin City Centre

Decision Factors



Capacity

= 2

Value / Location

3

Quality

The Design Process

Step 1

Define the Brief

- Gather data - vision, headcount, growth, space standards, operation and technological change
- Develop spatial and organisational model
- Develop technical requirements
- Set sustainability goals
- Brief - capacity, spatial and technical requirements, internal and external image, programme

Step 2

Select the Building

- Agree shortlist
- Issue RFP - commercial, spatial, technical, environmental
- Analyse and test responses - capacity, layout and stack, technical and environmental, programme and risk
- Select preferred building

Step 3

Design & Deliver

- Detailed due diligence
- Agreement to lease
- Design & Execute

Sustainability

An aerial photograph of a rooftop garden. A central concrete walkway runs vertically through the center, flanked on both sides by raised garden beds filled with various green plants and grasses. Several people are walking along the path, including a family with a child and a stroller, and a person pushing a shopping cart. The scene is brightly lit, suggesting a sunny day.

Standard Practice

Driven by Legislation and the Construction Industry

Best Practice

Driven by Corporate Policy or Industry Advocacy. Involving LEED, BREEAM or other certification

Radical

The physical manifestation of a fundamental change in the way a business works

Type 1 Tenant

Large Mature Organisation

Characteristics

- Frequently Global organisation, multiple locations. Occasionally Public Sector.
- “City facing” - almost always in Dublin 2/4/Docklands
- Long history - long view on project
- Likely to begin at Step 1 in the Design Process
- Most likely to cause a building to be built, or to be bespoke to suit them
- Typically have a large portfolio and an experienced property group
- Average headcount 1000-2000 people
- Frequently a co-location project - most staff already work for the organisation

These tenants drive the design and specification standards for the wider market

Examples

Bank of Ireland, Anglo Irish Bank, KPMG, Arthur Cox, Central Bank, Bank of New York Mellon, IDA

Type 2 Tenant

Technology Company

Characteristics

- Global organisation, multiple locations
- Frequently a suburban or regional location - driven by staff profile and cost?
- Short history and business cycle - shorter term view on project
- Less likely to begin at the beginning of the process
- Less likely to cause a building to be built or to be bespoke to suit them
- Typically have a fast growing portfolio and fast learning property group
- Average headcount ranges widely, characteristic is rapid growth
- Usually most of the building will be filled by new hires - attraction and retention of staff is key

Examples

Google, Facebook

Mature tech companies - eBay/Paypal, Cisco, IBM, Mastercard

Growing tech companies - LinkedIn, Twitter, etc

Pharma - “city facing” or boutique companies

Trends

Type 1 Tenant

- Still in, or emerging from, economic crisis mode
- Undergoing change in how and where they work - technology, mobility, outsourcing
- Less competition to attract and retain staff
- Shedding non-core facilities and costs
- Uncertain as to future trends

Looking for:

Flexibility

Efficiency

Image

Performance

Trends

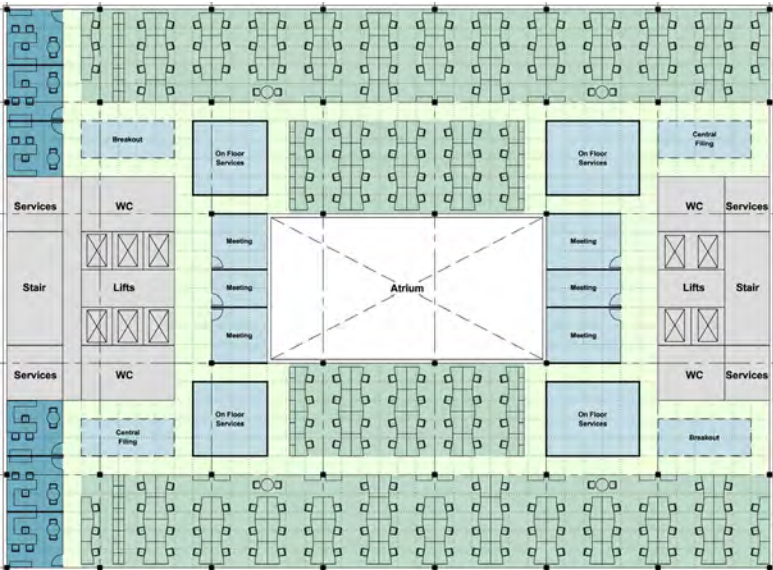
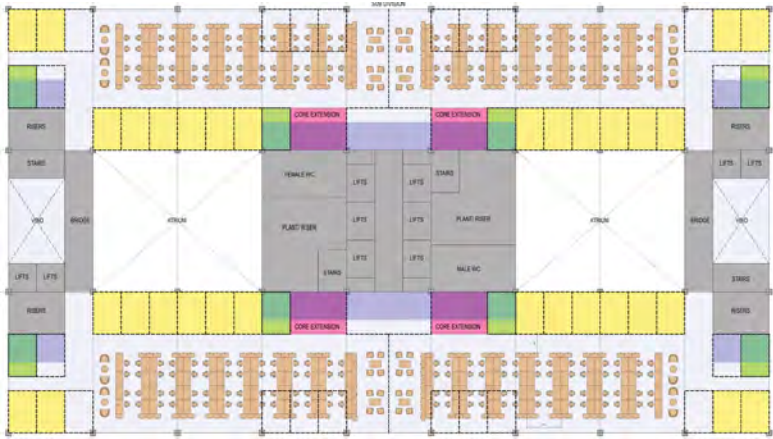
Type 2 Tenant

There is no single representative model, but:

- Competition for staff is intense
- Staff wellbeing - in the broader sense - is a growth area
- IPOs can be a factor
- Less mobility, Less hierarchy, longer hours, different philosophy
- External profile is less important

Requirements

Type 1 Tenant Requirements



- 7–10m² per person
- 7.5–9m structural grid, 1.5m planning grid, minimum 2.7m floor to ceiling height
- Good daylight penetration, from both sides of floorplate
- Core extension potential (BCO)
- 2000m² floorplates, subdivisible
- Generous and prominent reception, good external profile
- LEED Gold or BREEAM Excellent (base build)
- Ability to use ingredients of brief to animate the external environment

Looking for:

Location - safe

Convenient

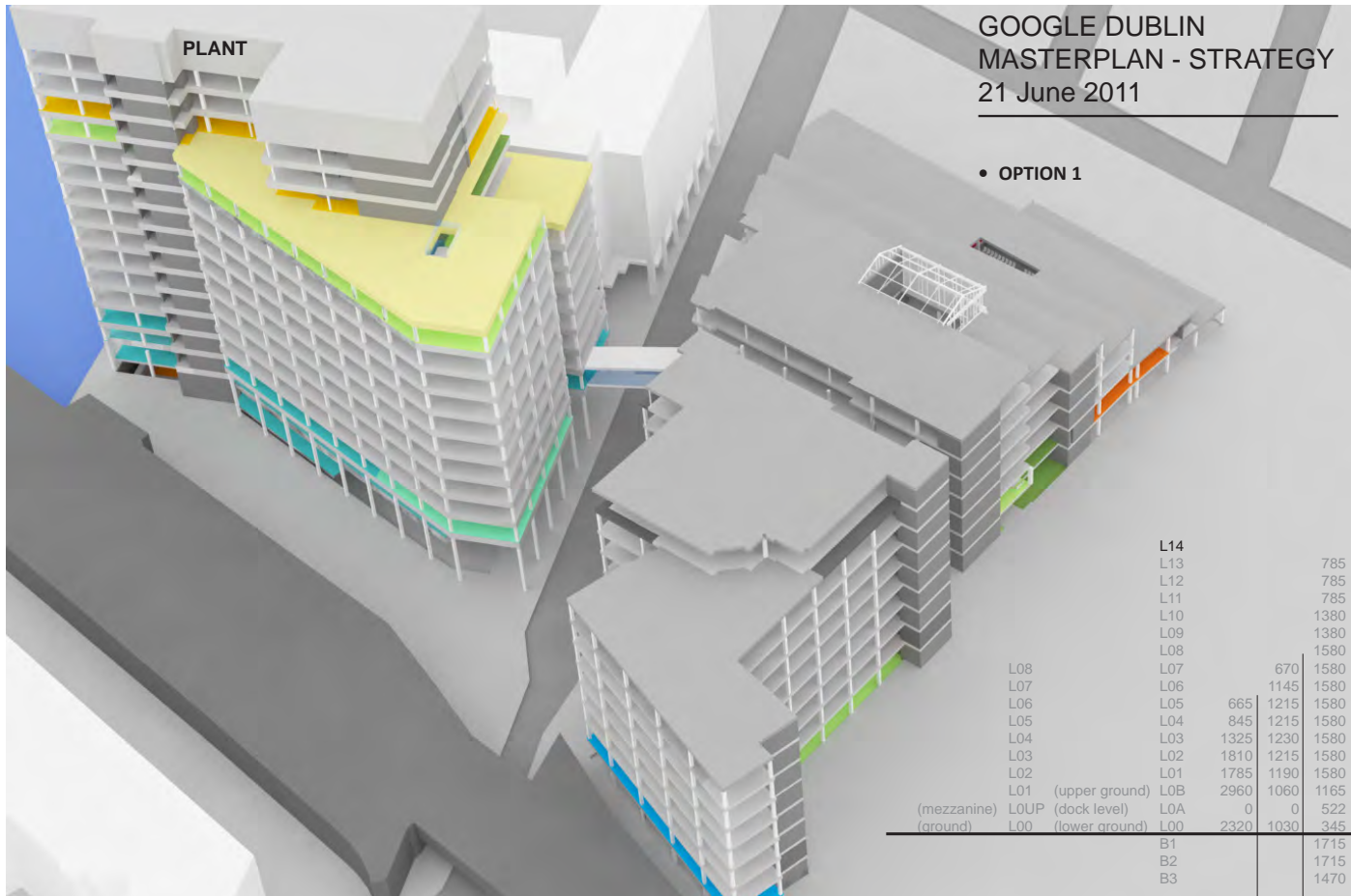
Vibrant

Requirements

Type 2 Tenant Requirements

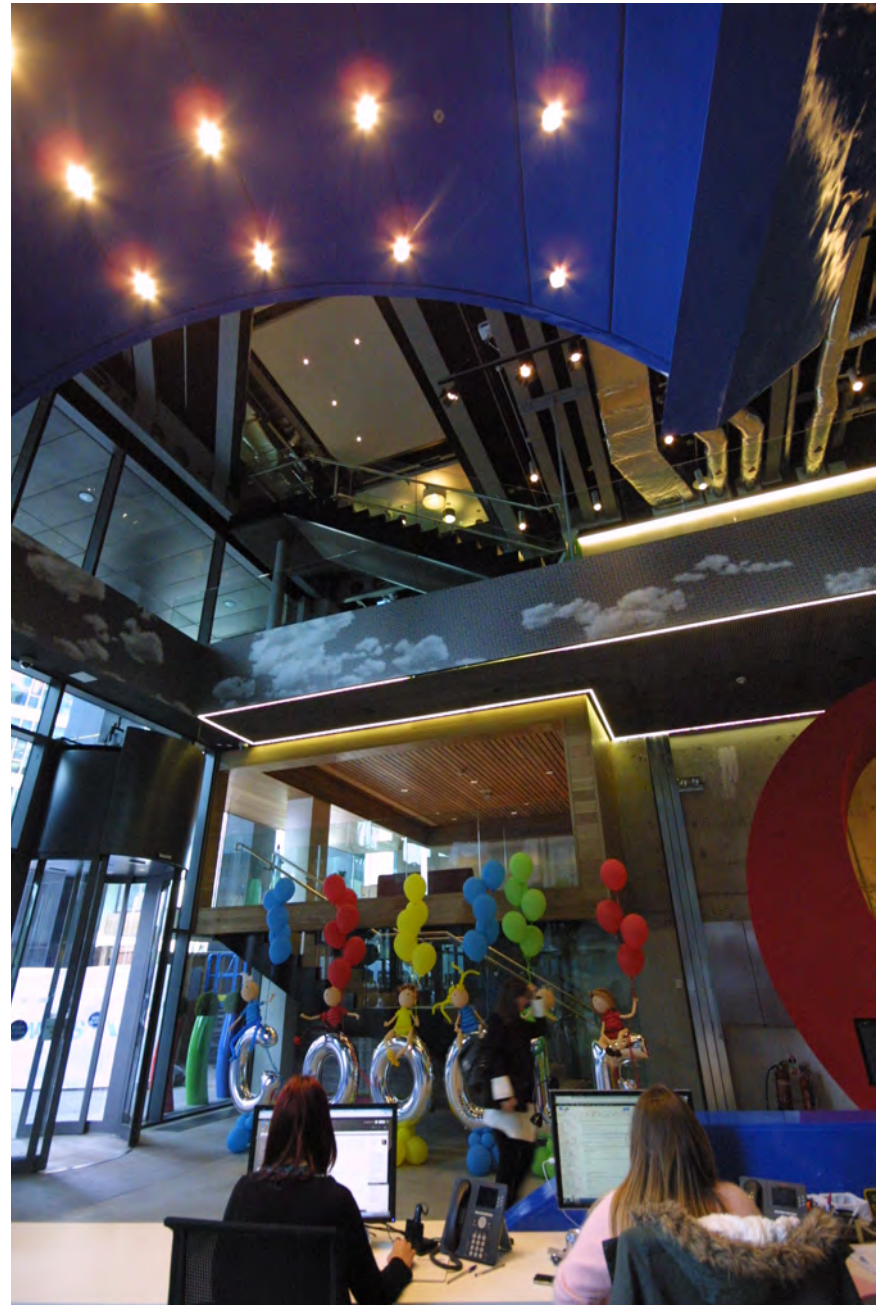
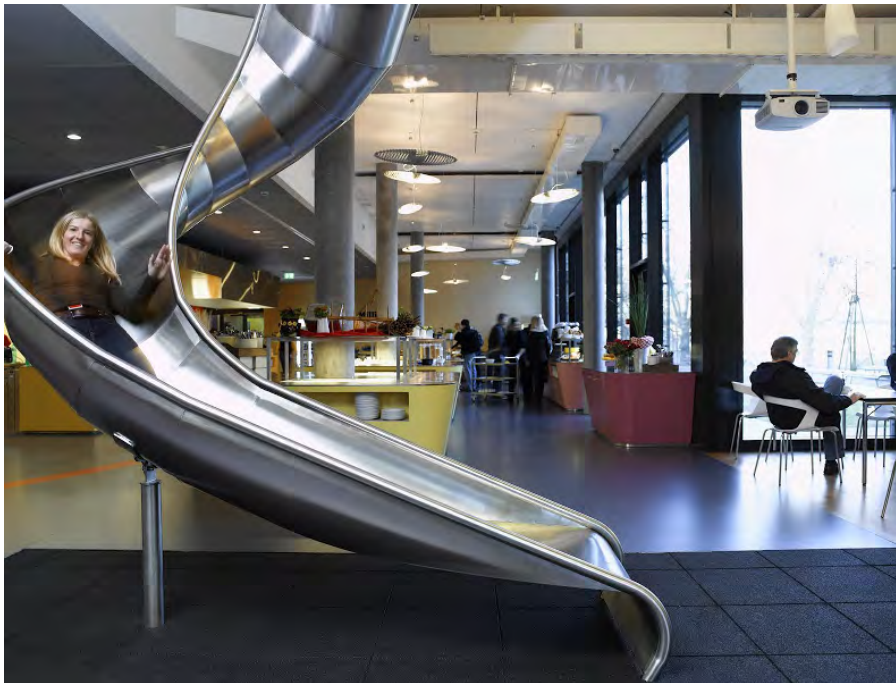
Google

Barrow Street



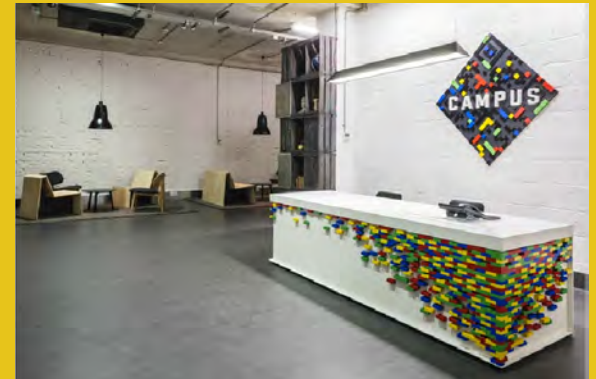
- 5 Buildings
- 3000 staff
- 4 restaurants
- Gym
- 25m Pool
- CHP

Google Docks - LEED
Platinum
Owner Occupiers



Google Campus

London



Conclusions

What do different users want?

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