



LONDON | DUBAI | RIYADH

FF&E Procurement

Project Proposal



Furniture solutions
by design.

Who we are

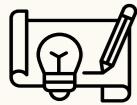
TEN is a Leading Design House and Consultancy specializing in the Hospitality and Residential Sector.



Trusted by UK's Leading Developers and Operators.

30

30 years of Real Estate and Interior Design Experience.



Design and solutions led approach to residential and hospitality sector.

Our Founders



Anya Sokolskaya

Founder & Creative Director

- + Interior Architect & Designer, WELL Certified
- + Residential, Hospitality, Commercial Expertise
- + UK Leading BTR Interior Designer
- + Completed Design projects globally

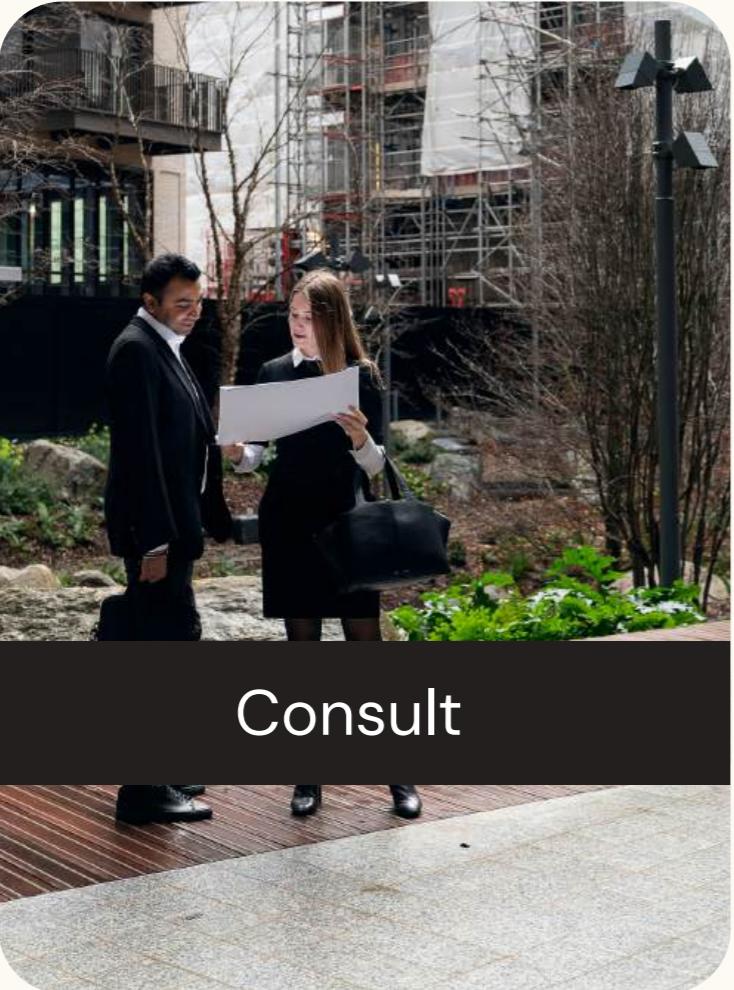
Sameer Mahomed

Founder & Managing Director

- + ACA & Real Estate Investment Specialist
- + Residential & Hospitality advisor
- + Private Equity & Funds Experience
- + EMEA Experience

What we do

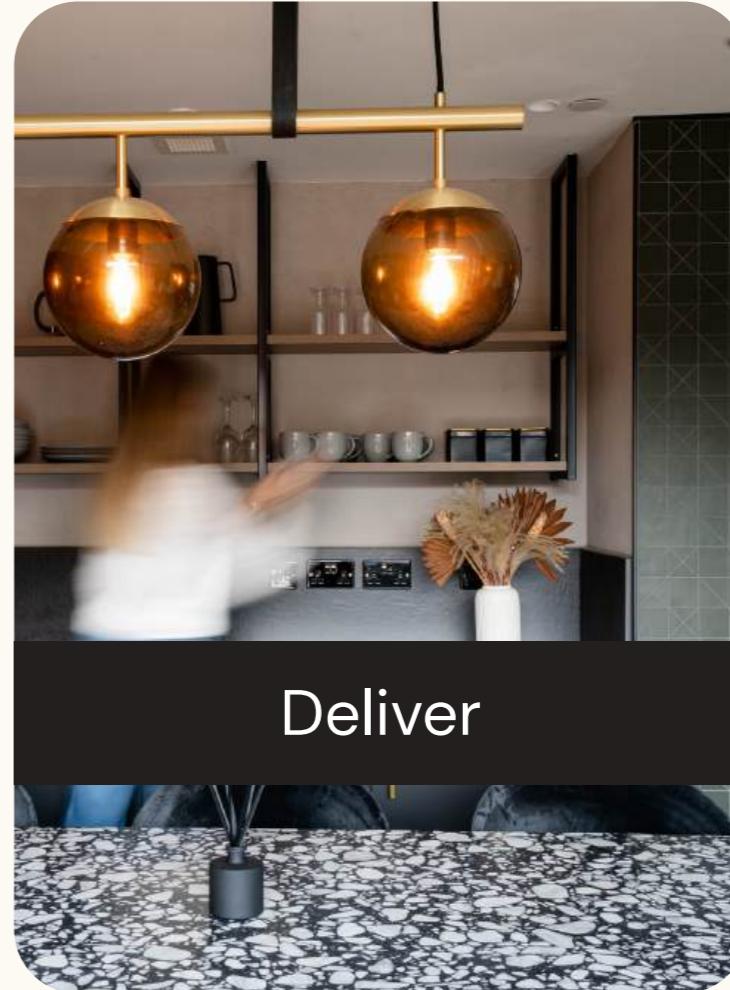
We approach each project & client individually focusing on creating a bespoke menu of services and product solutions to suit budget, location and aspiration.



Consult



Design



Deliver

Selected Projects



Tilt Works, Grainger

Nestled beside the coveted Kellam Island, it offers young professionals a premier living experience, 284 PRS units, 3,095 sqft of amenity space, and 1,783 sqft of commercial space.

The project's name pays homage to Sheffield's legendary legacy in iron, steel, and silver industries, a nod to the city's iconic "steel city" moniker and its heritage of craftsmanship. "The Tilt Works, Well Meadow" is where Sheffield's past meets its future, crafting a unique, vibrant, and inviting urban haven.

Scope	Public space design Custom joinery design FF&E Specification & Procurement Stages 1-5 Styling & Visualisation
Sector	Residential
Project team	Grainger PLC, Lodestone Projects



X

SELECTED PROJECTS TILT WORKS

3 D



X

SELECTED PROJECTS TILT WORKS

EXECUTION ON SITE



X

SELECTED PROJECTS TILT WORKS

3 D



EXECUTION ON SITE

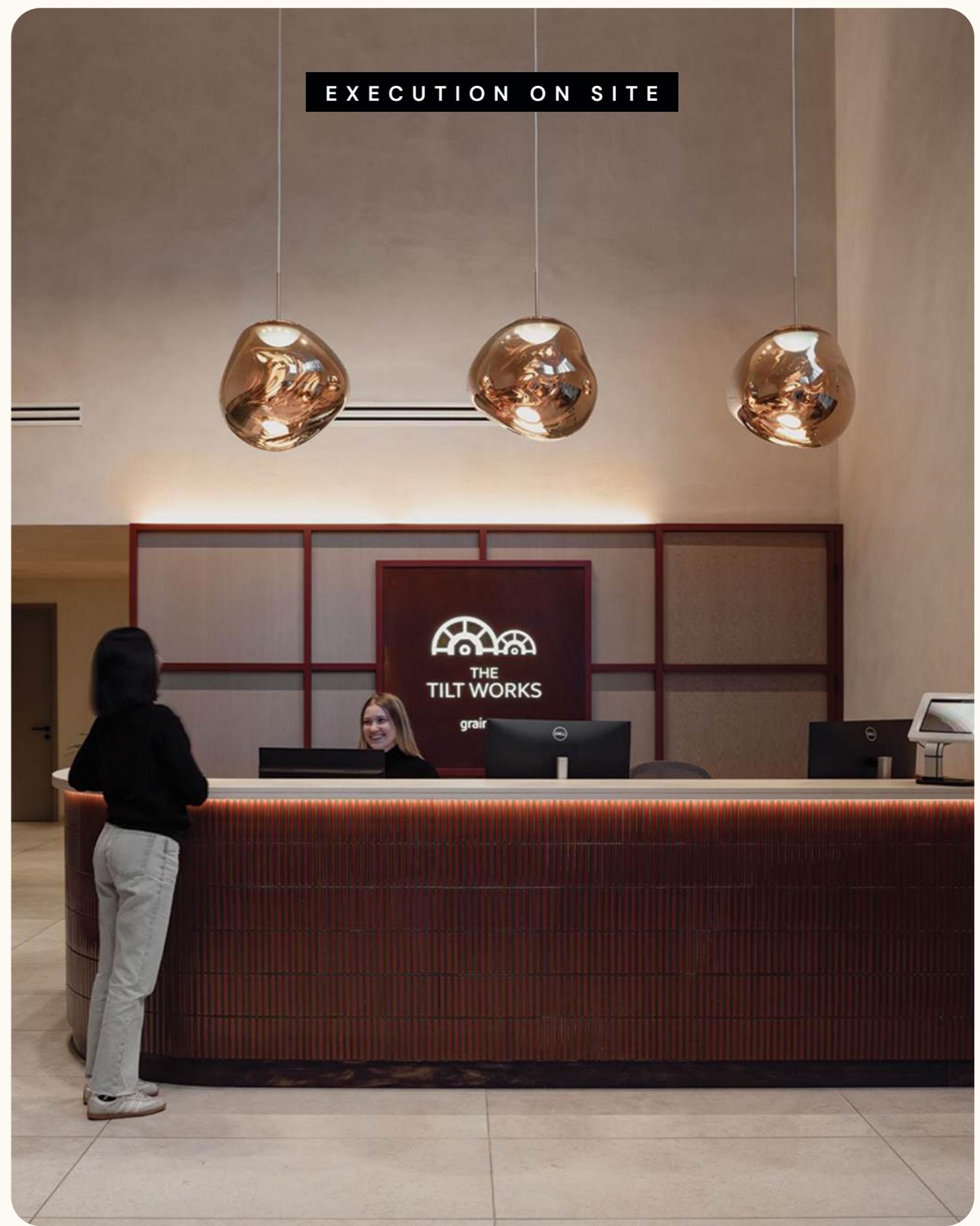


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SELECTED PROJECTS TILT WORKS



3 D



EXECUTION ON SITE

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SELECTED PROJECTS TILT WORKS

3 D

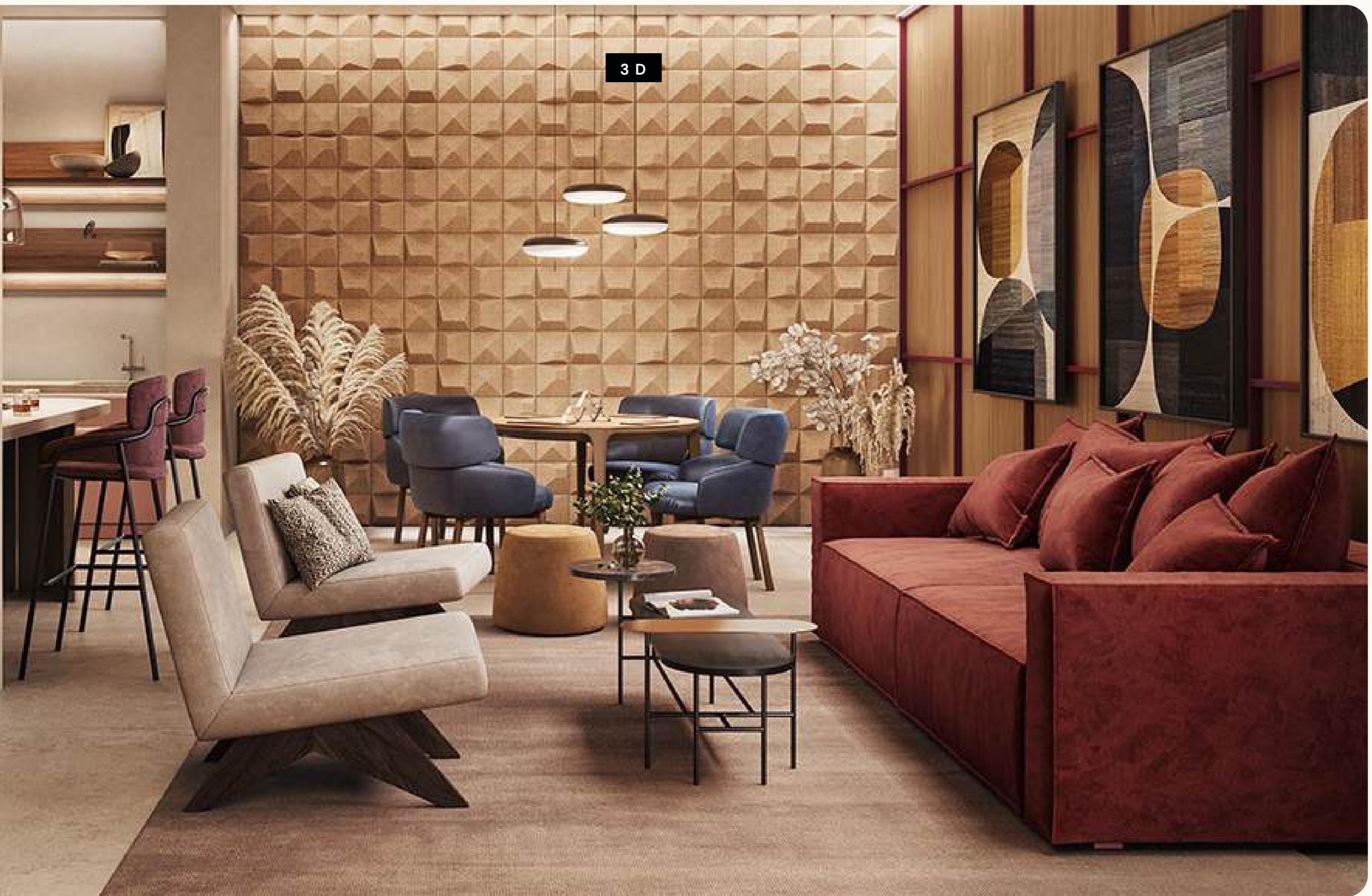


EXECUTION ON SITE



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SELECTED PROJECTS TILT WORKS



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SELECTED PROJECTS TILT WORKS

EXECUTION ON SITE



The Barnum, Grainger

The Barnum is an award-winning BTR scheme located in the pulse of Nottingham's city centre. Designed with comfort in mind, TEN brings a sophisticated, mid-century aesthetic to The Barnum's on-site amenities including a gym, residents lounge, co-working spaces, private dining room and a games room.

Scope	Public space design Custom joinery design FF&E Specification & Procurement Stages 1–5 Styling & Visualisation
Sector	Residential
Project team	Grainger PLC







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SELECTED PROJECTS TILT WORKS

3 D



EXECUTION ON SITE



3 D



EXECUTION ON SITE







The Castings, CDL

Located in Manchester, within the vibrant heart of Piccadilly East, stands The Castings. Boasting a contemporary-chic aesthetic, this exclusive BTR scheme appeals to sophisticated young professionals with a variety of on-site amenities beautifully designed and curated by TEN.

Scope	Public space design Custom joinery design FF&E Specification & Procurement Stages 1-5 Styling & Visualisation
Sector	Residential
Project team	CDL, Midgard, Arcadis & Packaged Living



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SELECTED PROJECTS THE CASTINGS - 3D



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SELECTED PROJECTS THE CASTINGS - EXECUTION ON SITE









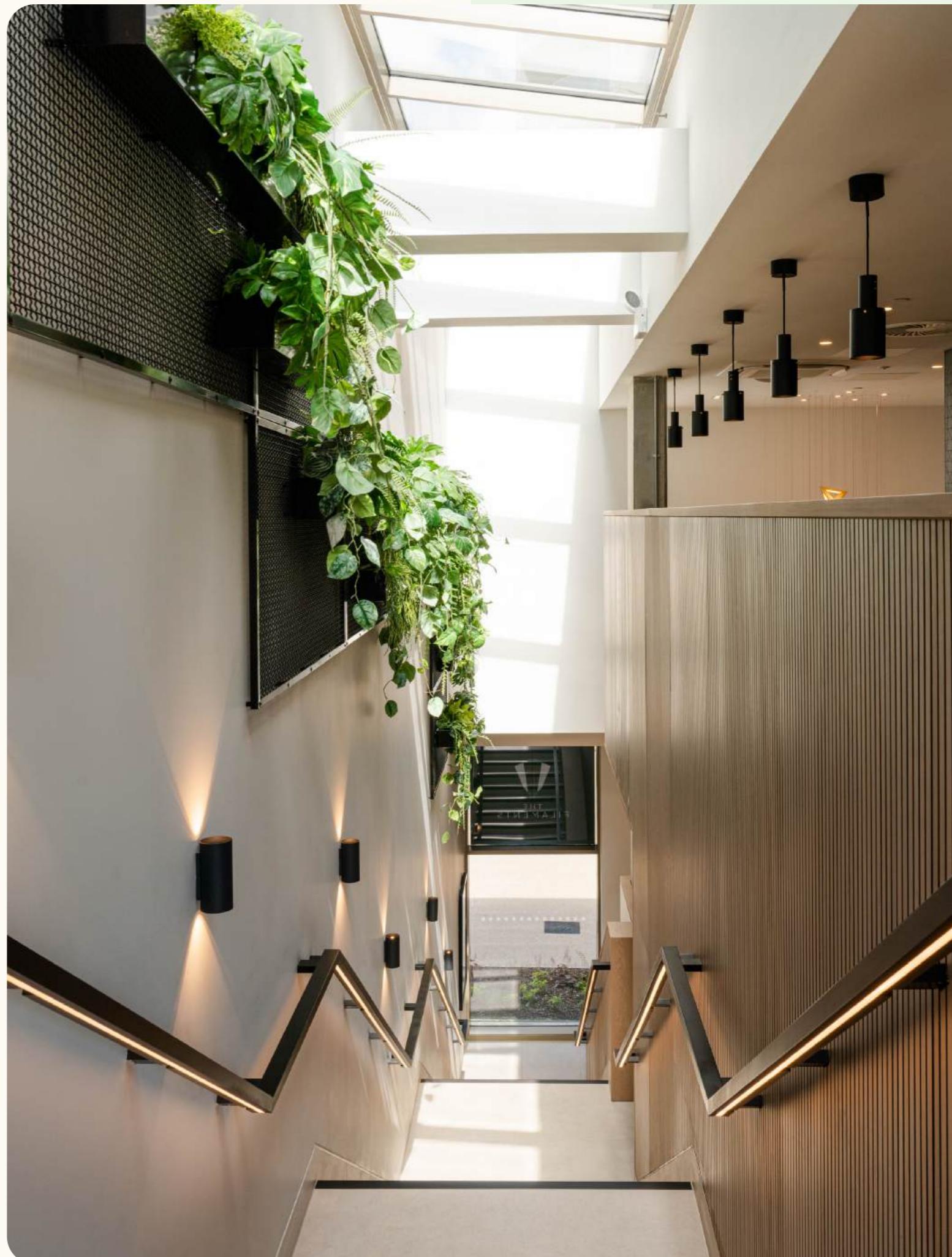


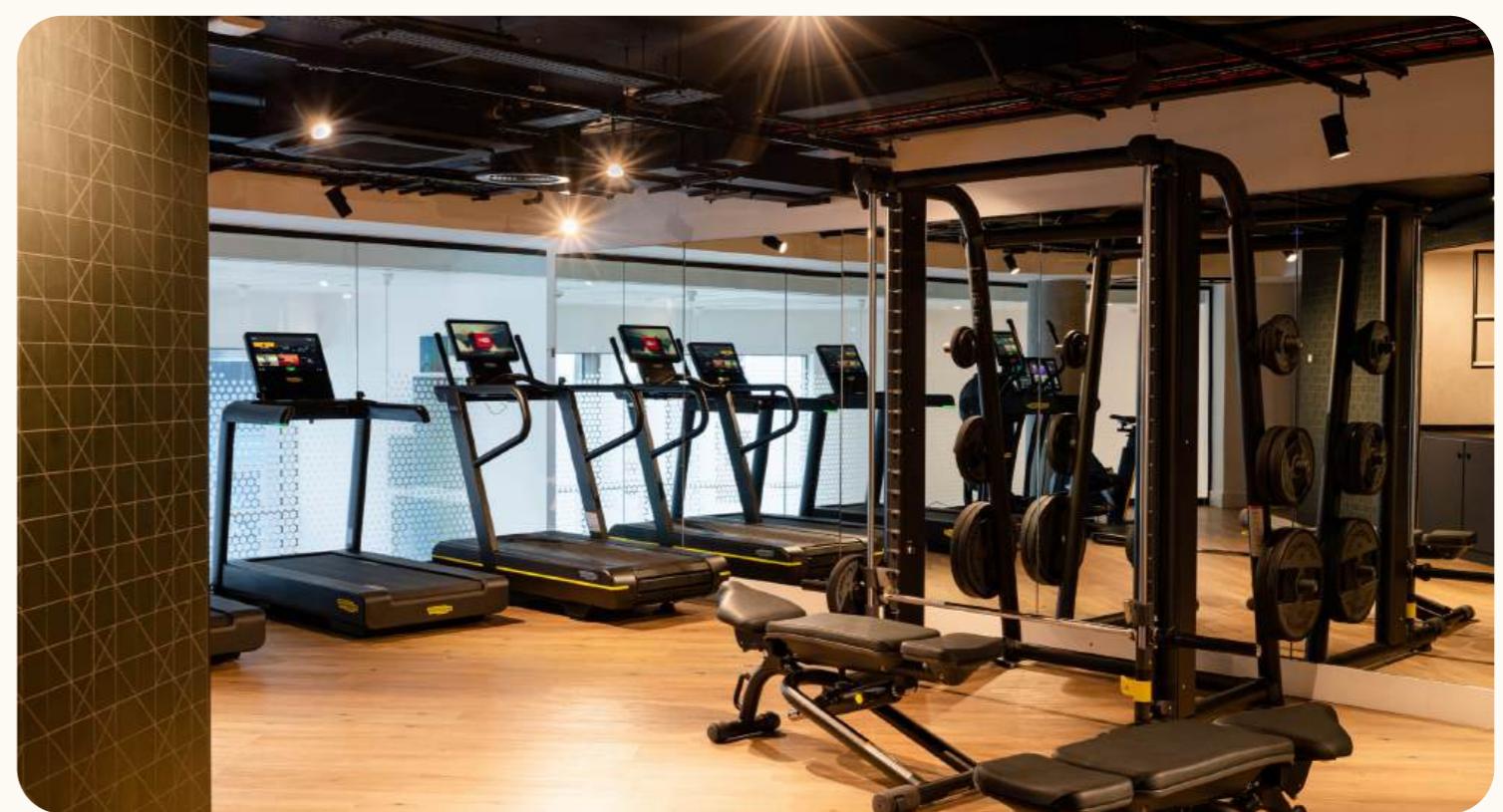
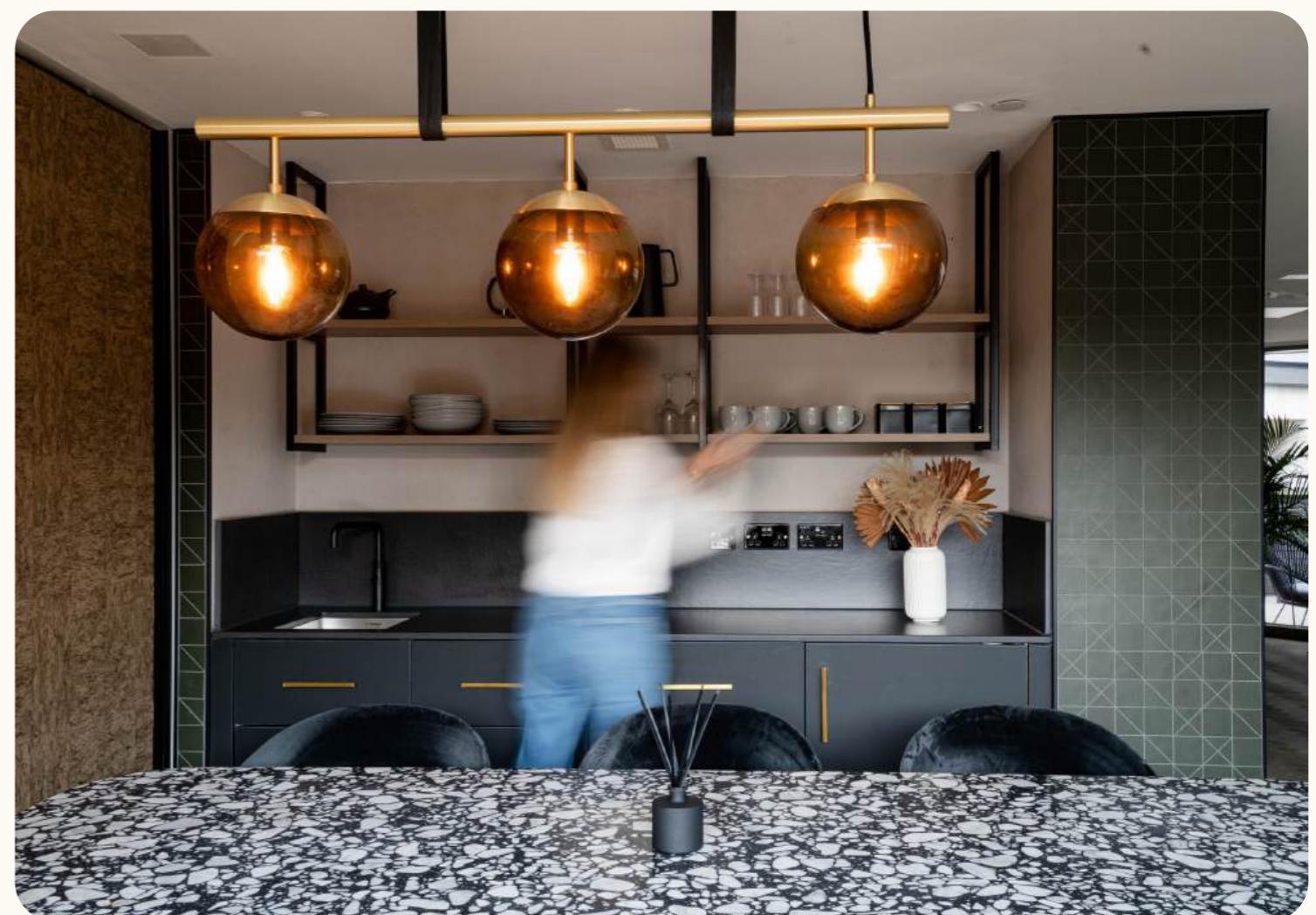


The Filaments, Grainger

The Filaments is a Build to Rent development on Gore Street in Greater Manchester. Located a stone's throw from Salford station & the thriving new quarter of New Bailey. TEN worked with Grainger Plc to deliver the interior design for the development, consisting of 375 apartments with over 6500 square ft of amenity space.

Scope	Public space design Custom joinery design FF&E Specification & Procurement Stages 1-5 Styling & Visualisation
Sector	Residential
Project team	Grainger PLC







We have collaborated with the UK's leading developers and operators in the Residential sector.
Our repeat clients are our biggest compliment and a testament to our dedication and passion for the sector.

getliving

grainger plc

Berkeley
Group

PARK HYATT®

D&D
LONDON

JL
JOHN LEWIS
PARTNERSHIP

PURIO
HOTELS

W·S·F
G R E U P

lendlease



KNIGHT DRAGON

EMAAR

GREYSTAR™

**CUSHMAN &
WAKEFIELD**

D
Dukelease
Prime Central London

ADIA
جهاز أبوظبي للاستثمار
Abu Dhabi Investment Authority

DANESCROFT

**British
Land**

apo_

**CITY
DEVELOPMENTS
LIMITED**

**PACKAGED
LIVING**

abrdn

muse

Marriott
INTERNATIONAL

Invesco

OMNIUM

savills

AECOM

ARCADIS

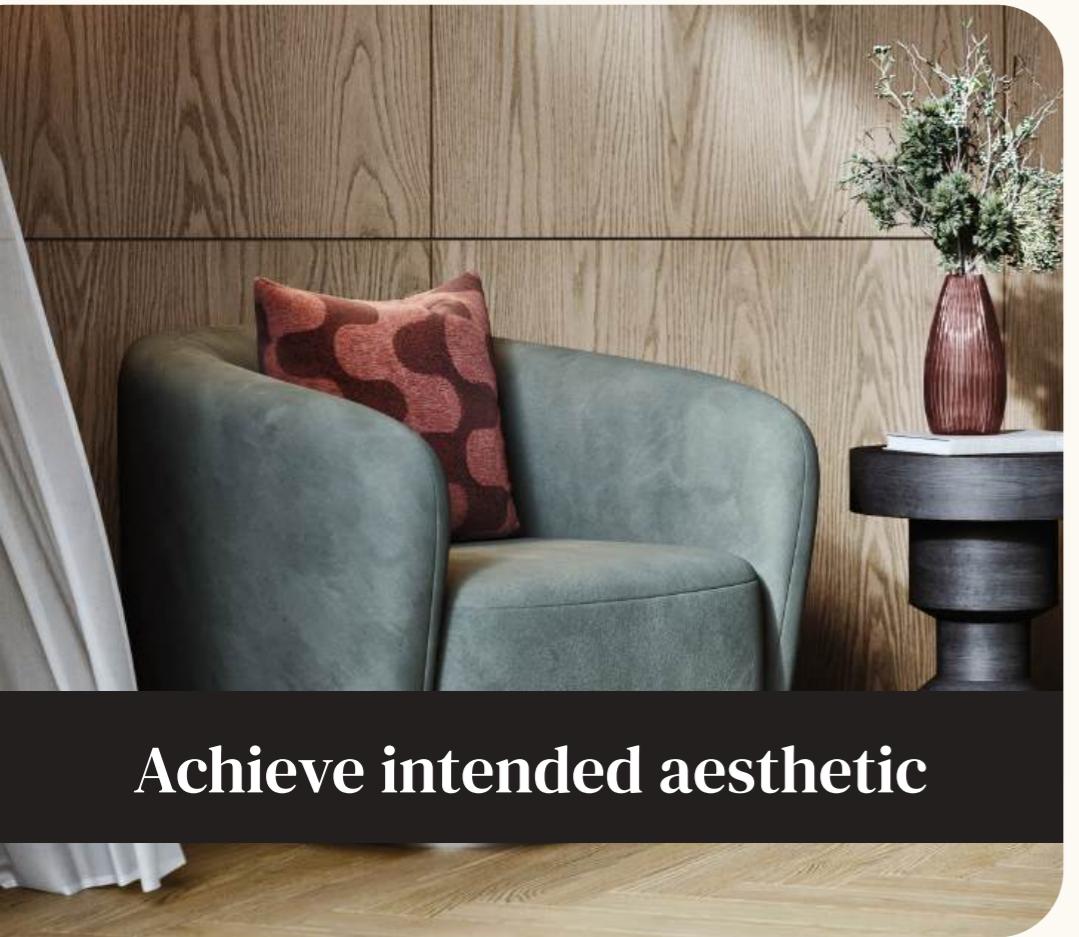
CBRE

**QATAR
DIARY
JOURNAL**

In-house FF&E Procurement Service



What we do



Achieve intended aesthetic



Function Meets Form



Curated Furniture

How we buy vs.

- + Partnership-based & design-led furniture procurement
- + Carefully **curated** design-led furniture selection
- + **Unique** furniture selections for every project
- + **Direct lines** to source of production
- + Opportunity to develop **brand-led furniture** products
- + **TEN Second Life:** End of Life Solution for used products
- + Intelligent solutions to improve **ESG credentials**



The industry

- + Repetitive, catalogue based product selections
- + Industry is over-reliant on Furniture Pack Suppliers
- + Little differentiation between competitors
- + Lack of origin transparency
- + Low quality, unsophisticated designs
- + No End of Life consideration
- + Low ESG credentials



Our Partners

We work directly with factories and leading brands all over the world.

- + Ireland
- + UK
- + France
- + Italy
- + Germany
- + Croatia
- + Turkey
- + Portugal
- + Spain
- + South Africa
- + Greece
- + India
- + China
- + New Zealand



How we procure

FF&E Procurement for apartments, amenity & hospitality requires a different approach and strategy.



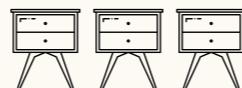
Amenity Furniture



HIGHER
BUDGET
PER PIECE



ENDLESS
FINISHING
OPTIONS



SMALLER
ORDER
BATCHES



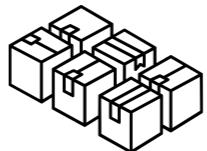
CONTRACT
QUALITY



MORE VARIETY



INTERIOR
CONCEPT DRIVEN
SOURCING



VOLUME ORDERS



MORE
REPETITION



SOURCING
NEUTRAL TIMELESS
PIECES



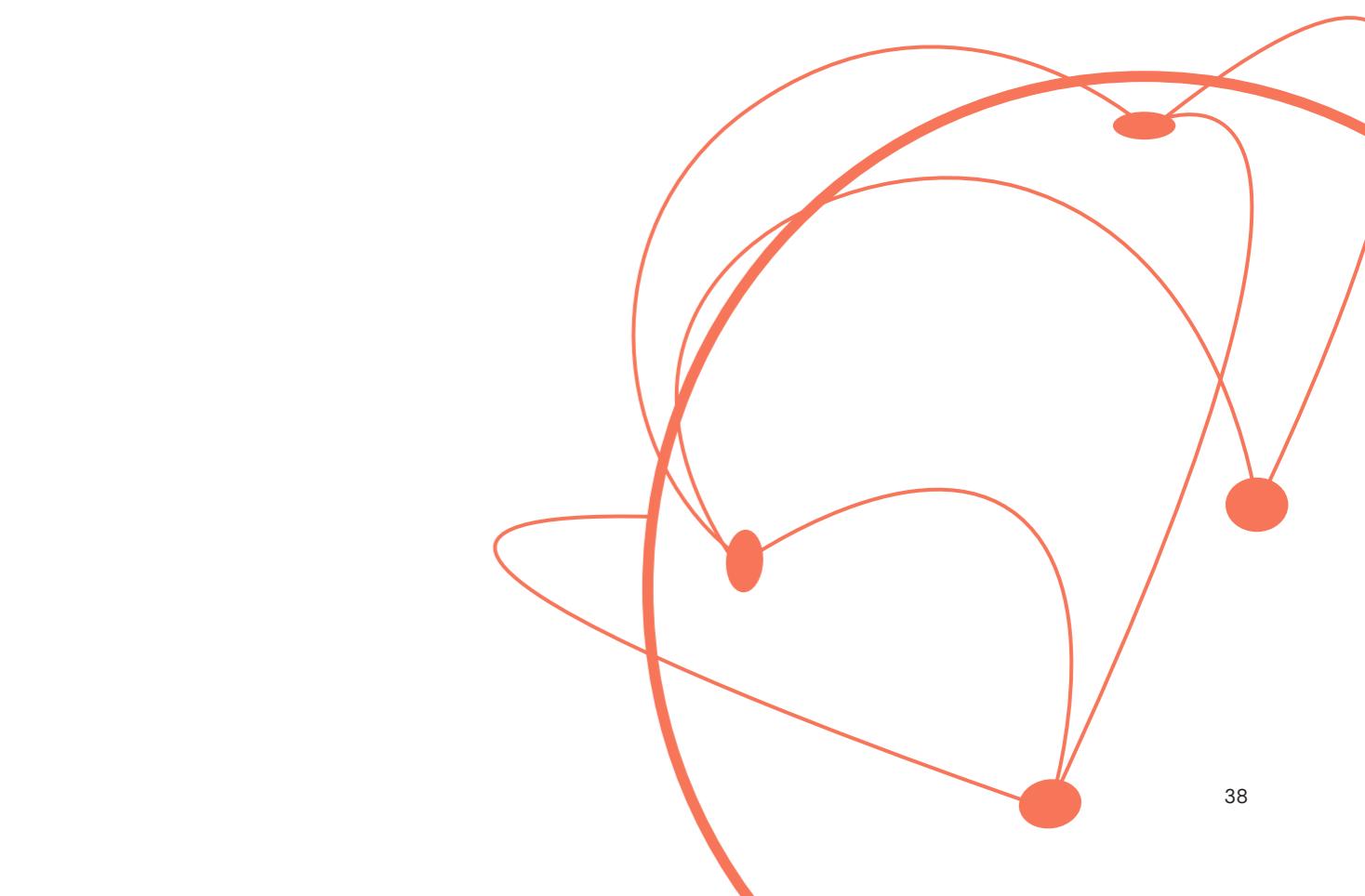
LOWER BUDGET
PER PIECE

Smart Procurement

Advantages of manufacturing in different parts of the world:

- + Reduces risk
- + Improves quality of product
- + Offers product diversity
- + Improves ESG credentials

We can offer a mix to achieve maximum value. Our smart procurement strategy and process involves understanding your budget and project aspirations. We specifically rationalise the mix of product by selecting products from diverse manufacturers and brands. We make this possible by managing the entire process from start to finish.





United Kingdom

- + High quality craftsmanship
- + Local businesses
- + Highly tailored products
- + Small-to -medium scale manufacturing
- + Suitable for higher budget products
- + Enhanced sustainability initiatives
- + Fast delivery
- + Work with leading brands accross the UK that offers us favourable pricing.



Europe

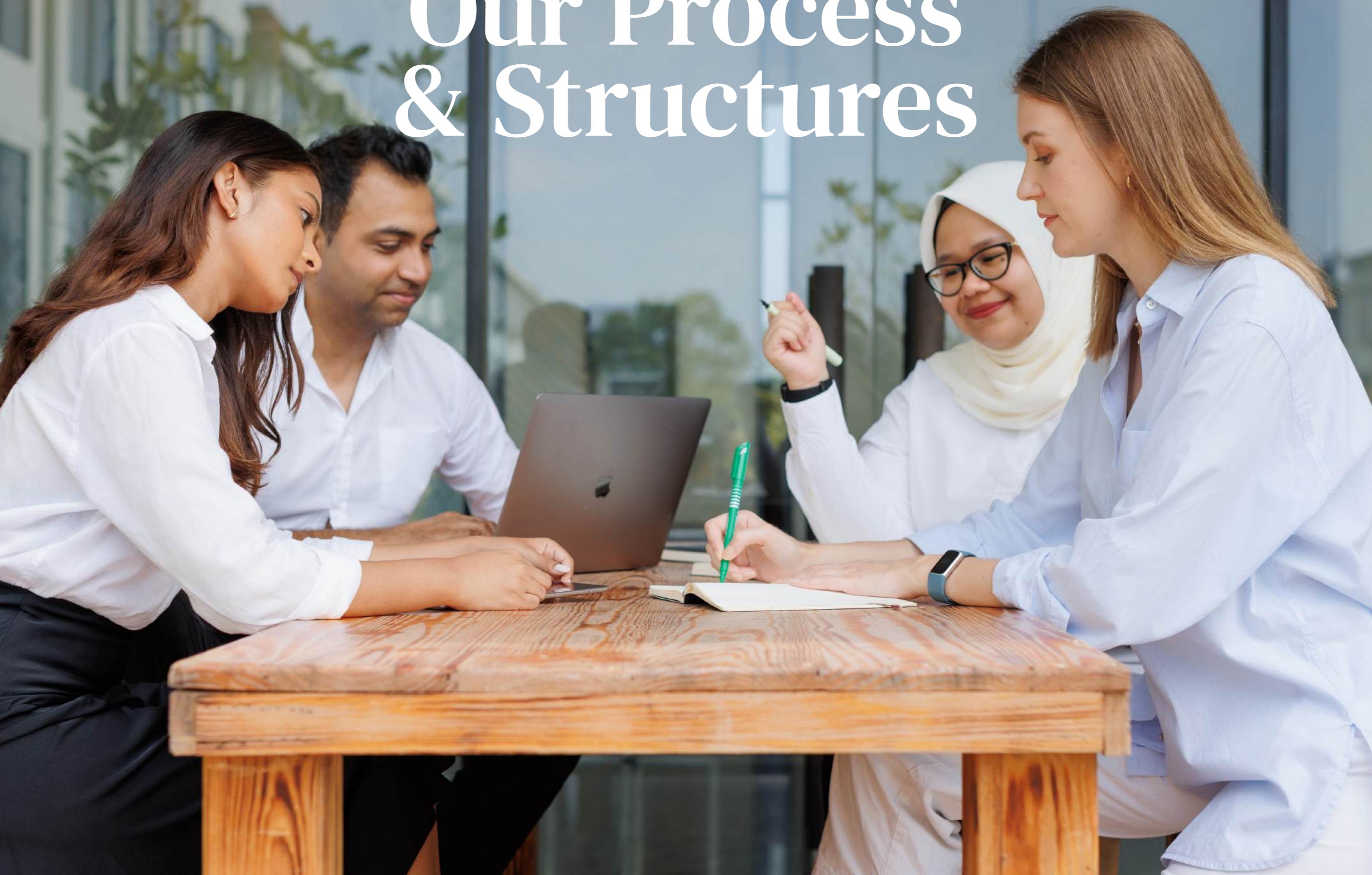
- + High quality volume-based manufacturing
- + Adherance to EU-sustainability intiatives
- + Tailored production
- + Medium-to-large scale manufacturing
- + Quick-ship available
- + Variety of budgets available
- + Work with leading brands accross Europe that offers us favourable pricing.

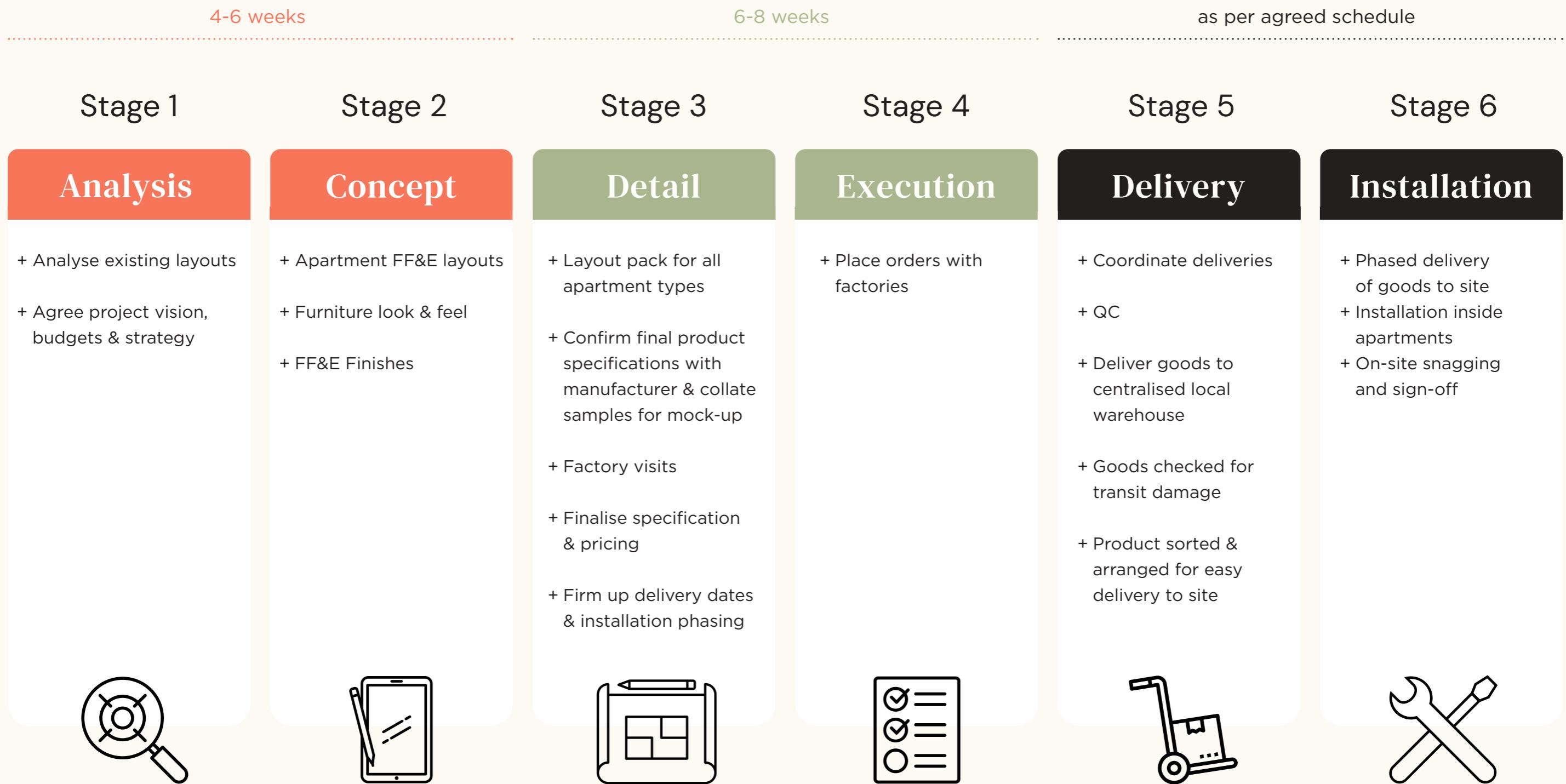


Asia

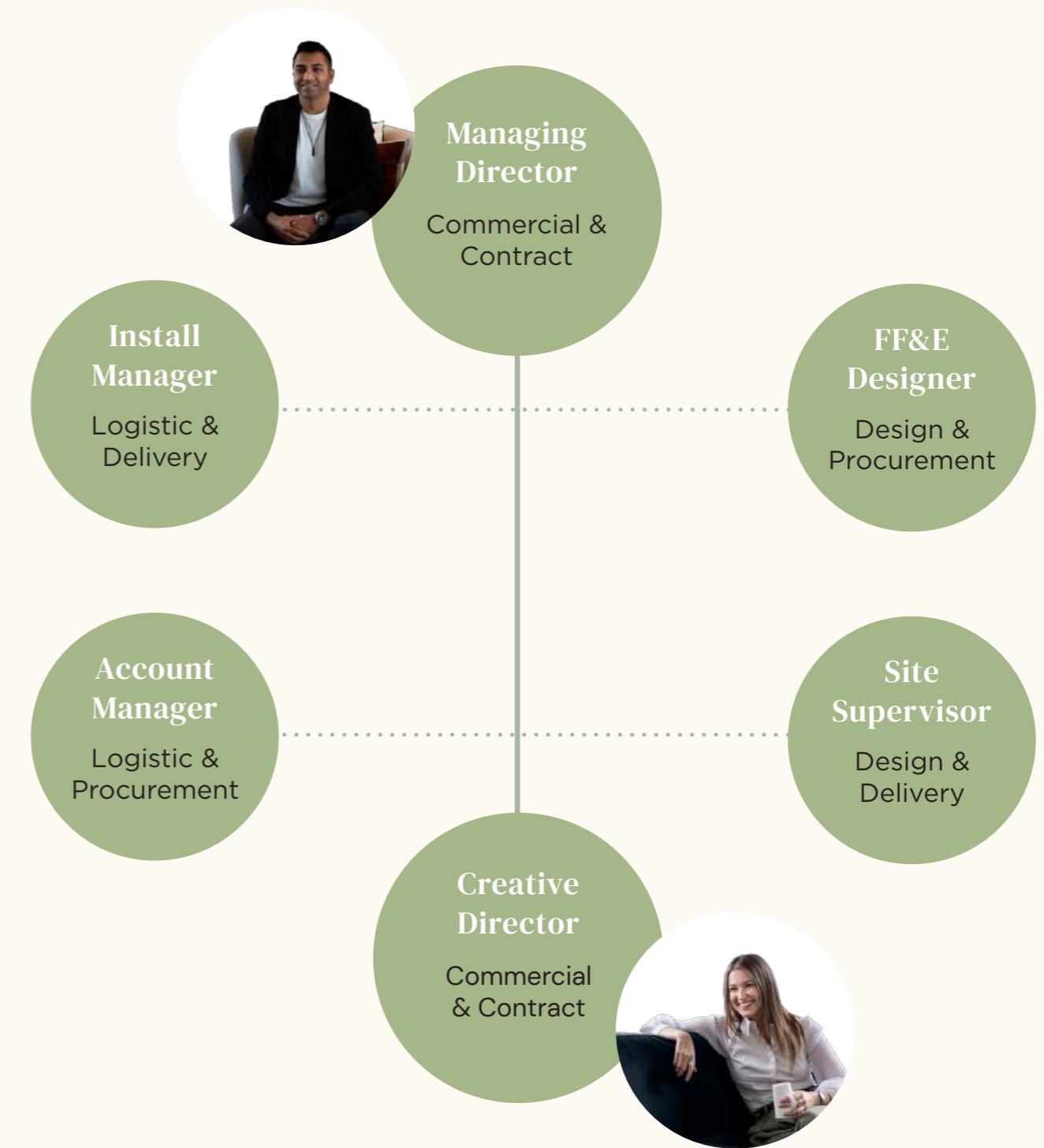
- + Large-scale manufacturing
- + Lower budget products at good quality
- + Limited tailoring capacity
- + Fast production
- + Shipping cost efficient on high volume orders
- + Work with leading brands accross Asia that offers us favourable pricing.

Our Process & Structures

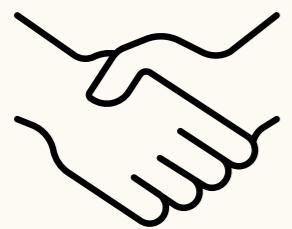




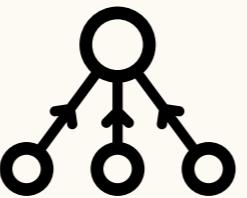
How we work



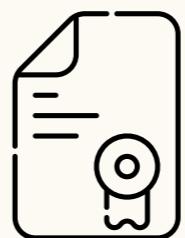
What we offer



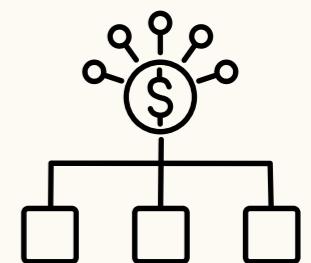
PARTNERSHIP
RELATIONSHIPS



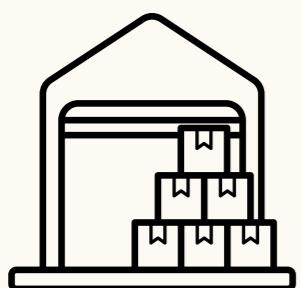
SINGLE POINT OF
CONTACT FOR ALL
FF&E



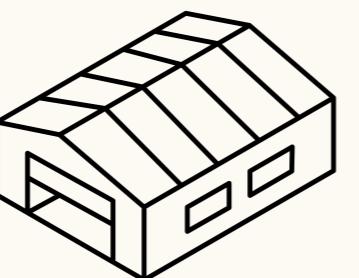
ENHANCED
WARRANTIES



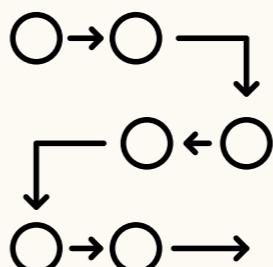
ASSET
MANAGEMENT



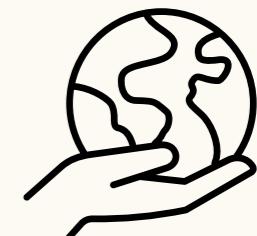
NEGOTIABLE
STORAGE GRACE
PERIODS



SOLUTIONS FOR
STOCK HOLDING



TEN SECOND LIFE

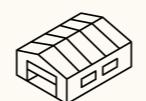


ENVIRONMENT,
SOCIAL &
GOVERNANCE
PROCUREMENT

Delivery & Installation

We do not own warehouses or trucks, or have installation teams on our payroll because we are NOT a logistics company instead we provide smart and intelligent furniture procurement and have trusted relationships with some of the UK's leading logistics and warehousing companies.

This way our service taps in to extensive network of warehouses, delivery fleet and install teams. Using this approach we can ensure best in class service delivery with major players and experts taking care of the areas they are best at with TEN managing and leading the project management. All of our projects have been successfully delivered this way.



Extensive Network of Warehouses in all parts of the UK



Skilled Delivery & Installation Teams



Dedicated fleet of Eco-vehicles for delivery



Environmentally sound waste clearance ISO 14001

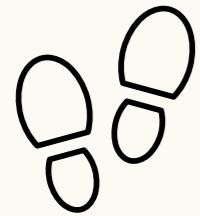


Contract standard professional cleaning after install

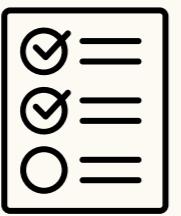


Install Guaranteed – Completion only after sign-off

After care



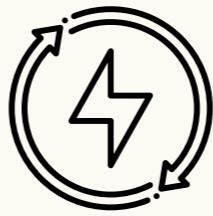
REGULAR
POST-INSTALL
VISITS



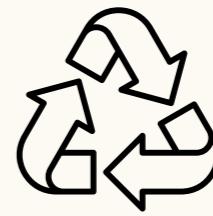
INVENTORY
MANAGEMENT



REPAIRS
AND SPARES
MANAGEMENT

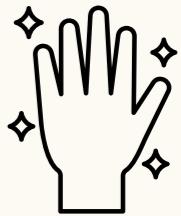


RE-FRESH
PLAN



END OF
LIFE
STRATEGY
PLANNING

Second life
(Ethical Clearance
& Disposal)



DEDICATED
AFTER-CARE
CONTACT

ESG Vision

We look to the future from today and ask how would your brand score when the furniture industry is probed?

TEN is committed to all aspects of ESG with regard to its role in both design and furniture procurement. As an important influencer and advisor to the residential and hospitality industry it is our responsibility to play a leading and active role in responsible and conscious procurement of furniture.

With the vast quantities of furniture and other elements being procured by residential and hospitality operators across their portfolios, the responsibility to ensure this is being done in a way that does not pose a reputational risk, if any one was to scrutinise the procurement of its product is paramount.

As such we are proud to have developed a robust strategy for our clients, which ensures they meet important ESG criteria in the mass procurement of furniture for their projects. This ensures that important ESG criteria are met.



Sustainability

FF&E Procurement for the residential and hospitality sector requires a different approach and strategy.



Environmental

- + Only FSC Certified factories
- + Complete product & component traceability
- + Carbon offset by EU production
- + Green transport
- + Eco-friendly packaging
- + Products using recycled materials
- + Modular furniture: Designed for longevity
- + End-of-Life plan: Recyclable components
- + Plant-a-Tree Programme

Social

- + Conscious and ethical procurement policy
- + Fair labour practices at factories & suppliers
- + Caring for customers health & safety
- + Enhancing & improving community
- + Support charities in local communities
- + BSCI-certified factories

TEN Second Life Programme

The objective of **Second Life** is to eradicate the impact of furniture waste, limit the exposure of our clients in disposing vast quantities of residential furniture, by turning a potential problem into a great opportunity.

Second Life is TEN's proprietary recycling and disposal process with a ready made network of recycling facilities, charities and organisations who contribute to facilitating the continued end of life cycle of each furniture product. An opportunity to provide a next life, and an opportunity for these items in certain communities.

It also puts specific components back into reproduction and back into its second life. We advocate for our clients to plan their end of life cycle, and to budget for it – there is simply no zero cost solution to end of life strategy for furniture.

TEN completed the UK first large E-Fresh project for GET LIVING at East Village and developed Second Life as a result of lessons learnt from that project.



Second hand furniture has little to no value in the UK – the ability to access new furniture at reasonable to low cost does not incentivise local consumers to value second hand furniture whereas there is exponential value placed on this furniture in communities in Africa, and Europe. Our program ensures the full trail to the end consumer to create the significant impact in local communities in these countries. We have seen the impact this can have in these communities.

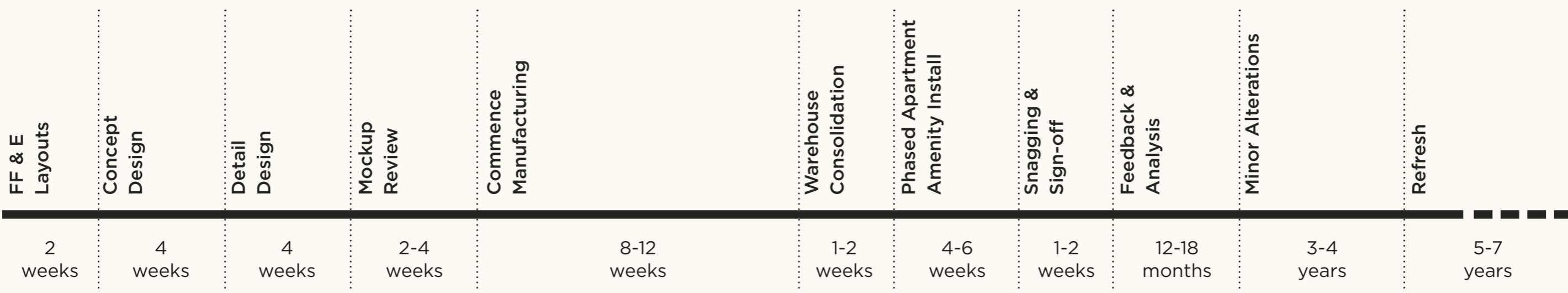
Commercials

JH Production Lead Time – 8 to 12 weeks from sign-off

Warranties on all products – up to 5 years

Buffer Stock of 3% at install

Payment Terms in line with industry



Create with us.

Contact us today:

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