



THE  
PORTMAN  
ESTATE

## Property Week Oliver Fenn-Smith

The Portman Estate has appointed Grosvenor's former London estate director Oliver Fenn-Smith as property director with a remit to modernise its 2m sq ft (185,804 Sq m) London estate.

Fenn-Smith's first task will be to oversee the introduction of the latest mobile internet and broadband telecoms equipment in the company's properties.

The Portman Estate is following Canary Wharf Group, which is installing the same 'wi-fi' technology to allow wireless internet access through out the Docklands estate by the end of the month.

About half of the buildings date from the 1750s and include the private members' club Home House at 19-20 Portman Square. The estate comprises around one- third offices, one- third residential and one- third retail and hotels.

Fenn-Smith will be responsible for running the 20 strong property team and managing the estate.

Until 2003, he was responsible for the management of Grosvenor's London estate. He then left to work as a consultant for broadband services provider Centric Telecom.

Fenn-Smith was the interface between Centric and the property industry, setting up partnerships with landlords to supply telecoms services to occupiers. Fenn-Smith said : "The relationship between the landlord and the tenant has moved on. It is now not only about property accommodation but about what other services we can offer.

"It is especially relevant for small and medium-sized companies, which account for many of The Portman Estate's tenants and do not necessarily have the purchasing power to go to the big service providers themselves".

He will seek to introduce a range of high-tech services for occupiers, such as managed email, virus scanning and data back-up.

Hugh Seaborn, chief executive of The Portman Estate, said : "Oliver understands telecoms and technology and how they can be applied to leverage facilities for occupiers and make property more attractive to occupiers."

The Portman Estate covers 100 acres (44.5 ha) of the West End, encompassing Oxford Street from Marble Arch to Orchard Street, from Edgware Road to Manchester Square and north to Crawford Street and Portman Square.