



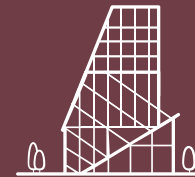
RESIDENTIAL



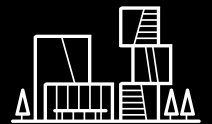
PRIVATE



CORPORATE



HOTEL




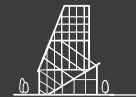
STUDENT

COMPLETE  
GYM & SPA  
SPECIALISTS





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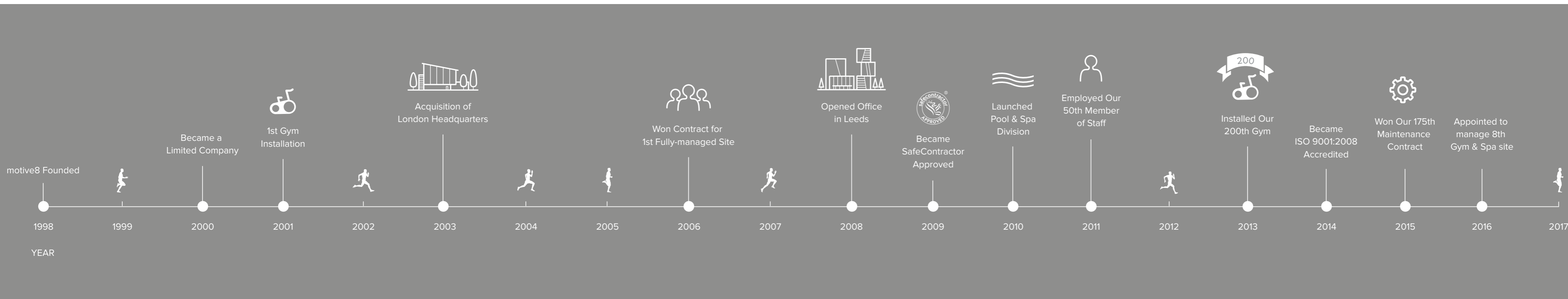
## MOTIVE8 GYM & SPA

motive8 is an established market leader in the design and installation of health and fitness facilities, providing everything from bespoke home gyms and fitness studios to spas, pools and large scale fully-managed sites. Since 2000, we have fitted hundreds of facilities globally, delivering high quality solutions to our customers. We also provide project consultancy, equipment supply, facility management and maintenance and personal training services. In 2014 we achieved ISO 9001:2008 accreditation, a platform for us to deliver high performance and customer satisfaction.

“motive8 is committed to delivering the highest quality bespoke health & fitness solutions to our customers. We work with individuals, corporations, property developers and designers to create inspirational and functional facilities. We aim to provide facilities and services that create a comfortable environment within which people can achieve their goals and improve their quality of life.”

**NICK SADLER, MANAGING DIRECTOR, MOTIVE8 LTD**

# OUR HISTORY



# SERVICES OVERVIEW

## WHY WE ARE DIFFERENT

A key benefit of the motive8 service is our ability to produce both 2D and 3D gym layout renders in-house. This enables us to turn projects around at a much faster rate as well as providing clients with a realistic impression of their finished facility prior to project commencement.

### CONSULTANCY

Regardless of project size or budget, motive8 can offer professional, expert guidance and advice on all manner of gym facility issues, including layout, health & safety, flooring, lighting, membership and maintenance.

### DESIGN

motive8 liaises with architects, sub-contractors and master planners to maximise the design impact of every project. We place a large emphasis on the complete gym and spa journey for the end-user.

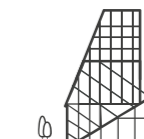


### GYM EQUIPMENT SUPPLY

A natural follow-on from our gym design service is the supply of various types of gym equipment. Through our connections with some of the world's leading manufacturers, clients are assured of the best choice and value whatever their requirements.

### POOL & SPA SUPPLY

We work in close partnership with a carefully chosen selection of partner companies, enabling us to extend our offering to the design and installation of beautiful saunas, pools and spas. Alongside our first-class gym facilities, this creates a complete health and wellbeing solution.



### SAUNA & STEAM SUPPLY

We also design, supply and install custom-made spa facilities for both residential and commercial use. Sauna, infra-red and steam rooms complete any relaxation experience, allowing users to take time out from day-to-day stresses and rejuvenate their bodies and minds.

### MANAGEMENT

Our operations team can staff your facility on either a full or part-time basis to ensure the smooth and effective running of your facility. Our dedicated Gym & Spa Managers will oversee your on-site team, organise facility budgets, liaise with contractors as well as perform regular service review meetings and reports to ensure we meet your service requirements and proactively improve our services.

### GYM INDUCTIONS

Once a new facility has been launched, a motive8 trainer will demonstrate to all new users/residents how to get the most out of the equipment. In addition to educating all gym users, the induction service also helps to fulfil a management company's health and safety obligations.

### FITNESS SERVICES

A wide range of fitness services are available including personal training, injury rehabilitation, swimming lessons and fitness classes. All provision is bespoke to each facility depending on the demand of its members.

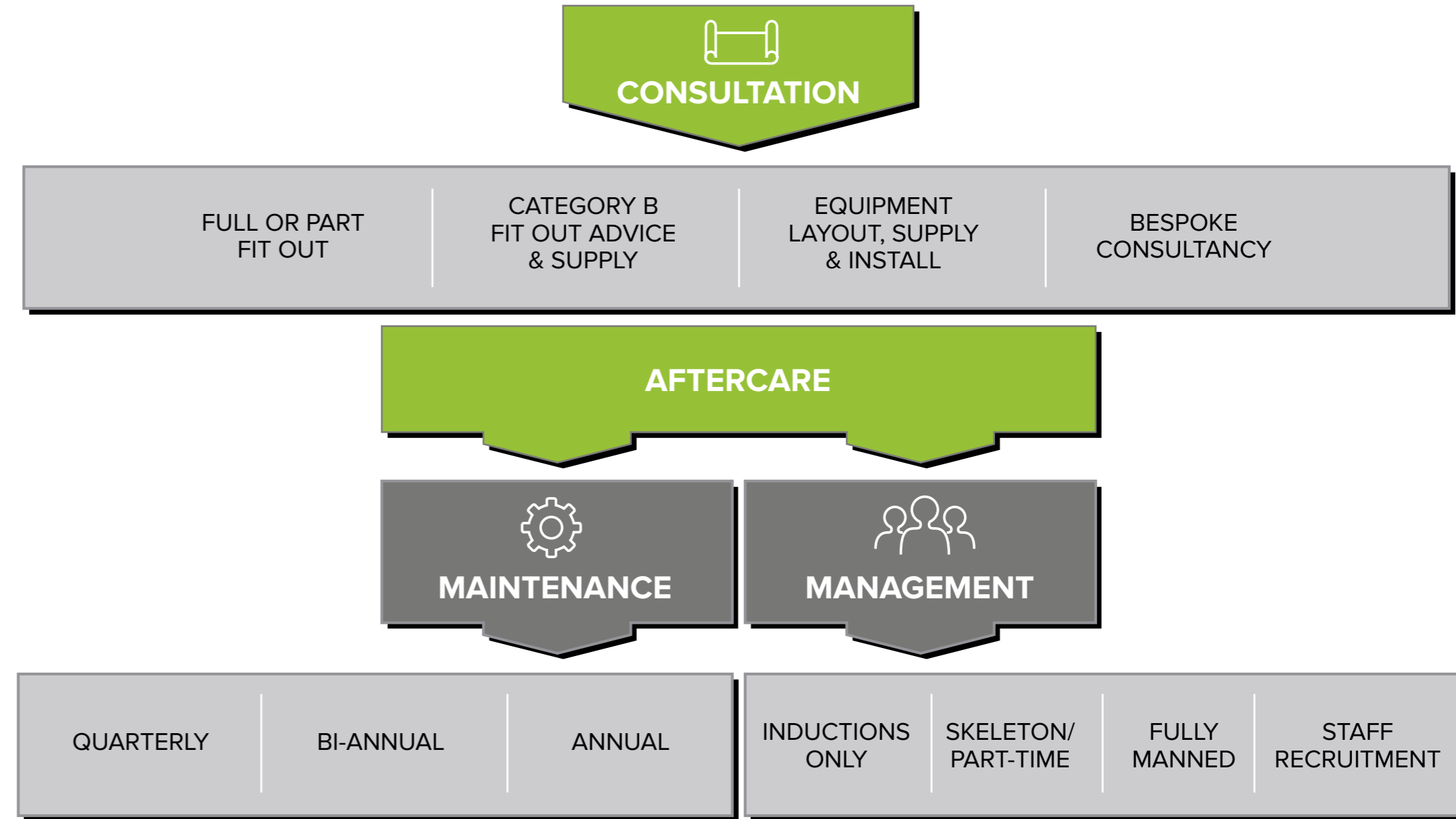
### BEAUTY & SPA

We work with spa brand partners to provide exceptional beauty and spa therapy experiences. We can also provide additional items such as spa products in changing rooms to continue the spa experience.

### MAINTENANCE

Our maintenance contracts are designed to ensure that every client continues to experience hassle-free enjoyment from their facility post-installation by keeping your gym equipment in good working order and highly reducing the likelihood of expensive unforeseen callouts.







BRINGING  
FITNESS  
TO YOU



RESIDENTIAL



With over ten years' experience in the industry, motive8 is the market leader in residential gym and spa design, with unrivalled experience and expertise in this sector. Clients include St James' Homes, St George Plc, Berkeley Homes, Bellway and Barratt Homes, for whom we have installed more residential gym facilities than any other provider. Through our relationships with some of the world's best equipment suppliers, each client is guaranteed to receive the best solution for their particular development.

A key benefit of the motive8 service is our ability to produce both 2D and 3D renders in-house. This enables us to turn projects around at a much faster rate as well as providing clients with a realistic impression of their finished gym prior to project commencement. The inclusion of a bespoke-designed, residents' onsite gym typically adds just £7 per apartment per month to the service charge, a fraction of the average UK commercial gym membership costing approximately £50 per person per month.

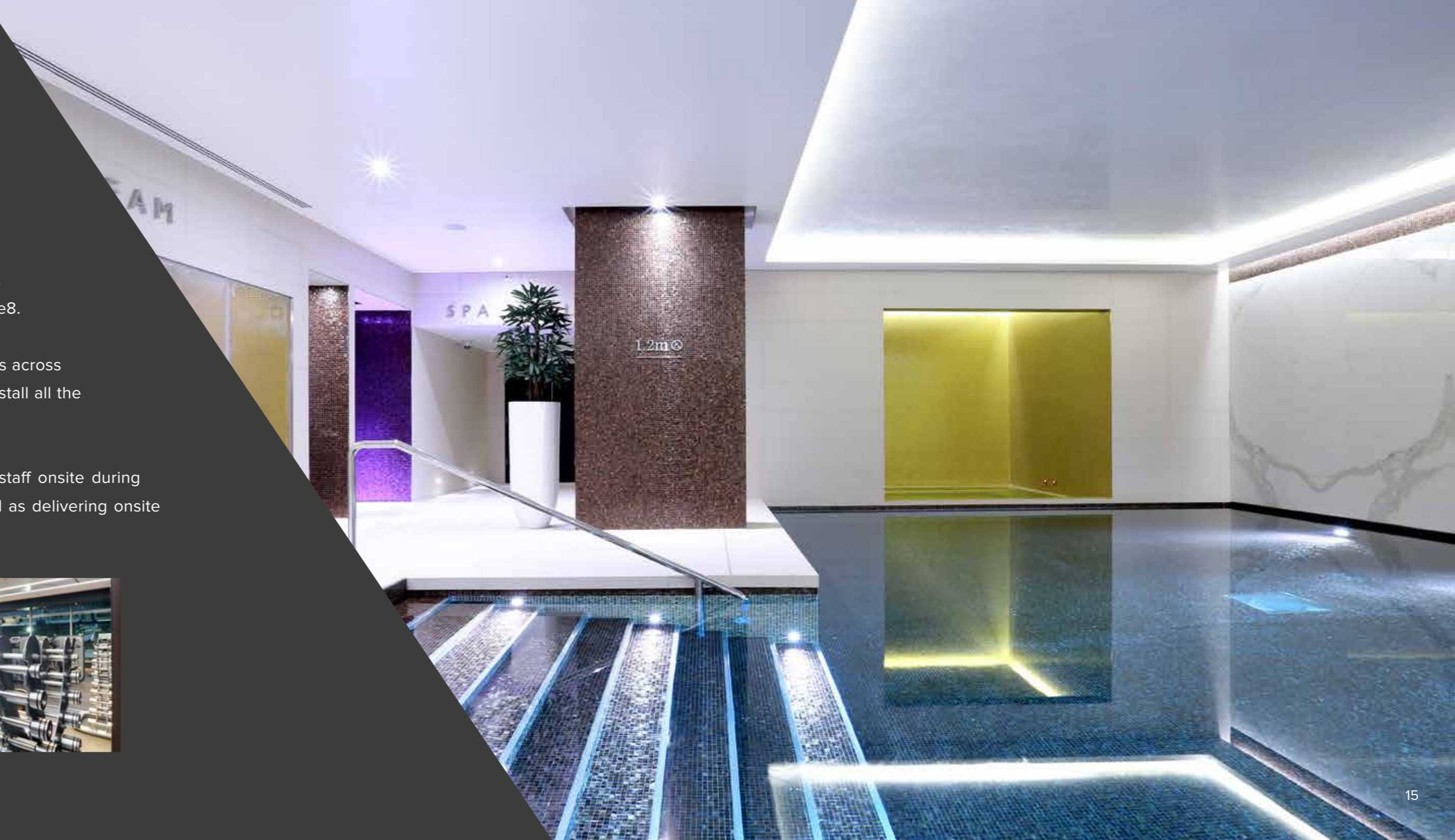
## GOODMAN'S FIELDS

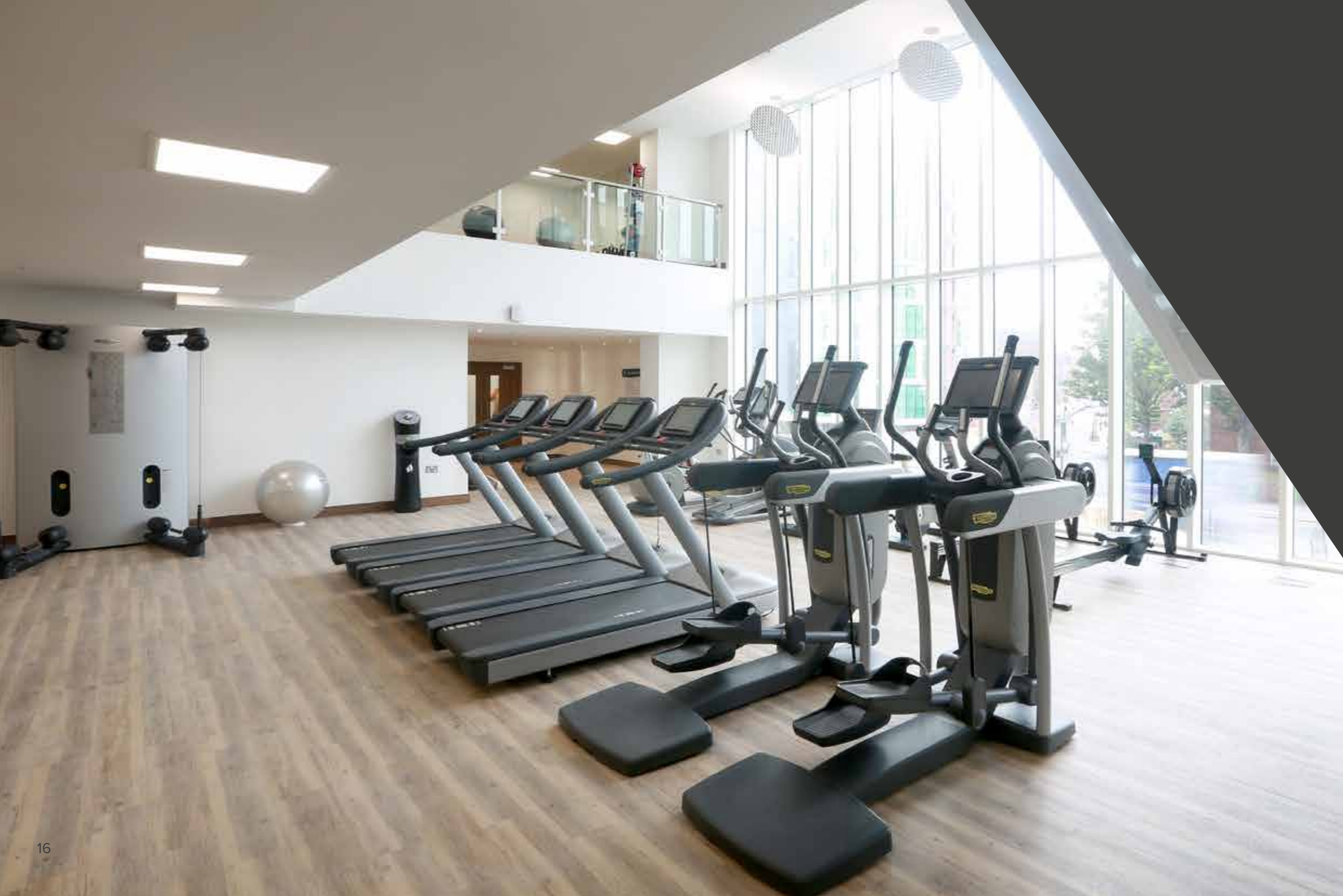
### GYM & SPA IS ICING ON THE CAKE FOR RESIDENTS

Goodman's Fields is a truly unique mixed-use 7 acre development in the heart of the City. With luxurious specification throughout, residents can enjoy a 24-hour concierge, two acres of landscaped gardens and a residents-only gym and spa, which is fully-managed by motive8.

Our involvement in the scheme began at an early stage, with motive8 providing consultancy services across all areas of the leisure facility, including the gym design. We were then asked to both supply and install all the equipment throughout.

Since the gym and pool completed, motive8 has been retained to fully-manage the facility, with staff onsite during opening hours to ensure both the smooth running of the pool, spa, gym and fitness studio as well as delivering onsite fitness services such as inductions for all new residents and personal training too.





## NINE ELMS POINT

### SPLIT LEVEL FACILITY TAKES RESIDENTIAL DEVELOPMENT TO NEW HEIGHTS

motive8 has been working alongside the developer, Barratt Homes, since late 2013 to help deliver the onsite residents' fitness facilities. Split over two levels, the gym is a bright, double height space offering everything its users could want from a workout space right on their doorstep. On the lower level of the gym sits a full range of interactive cardio equipment, two Concept2 rowing machines and a Star Trac eSpinner. Technogym resistance stations are complemented by a Kinesis One cable machine, a full set of free weights and a stretching area. Upstairs on the mezzanine, four more cardio machines sit alongside a space-saving free weight rack, two adjustable benches and a dual adjustable pulley. Another stretching area provides ample space for users to execute core and floor work.

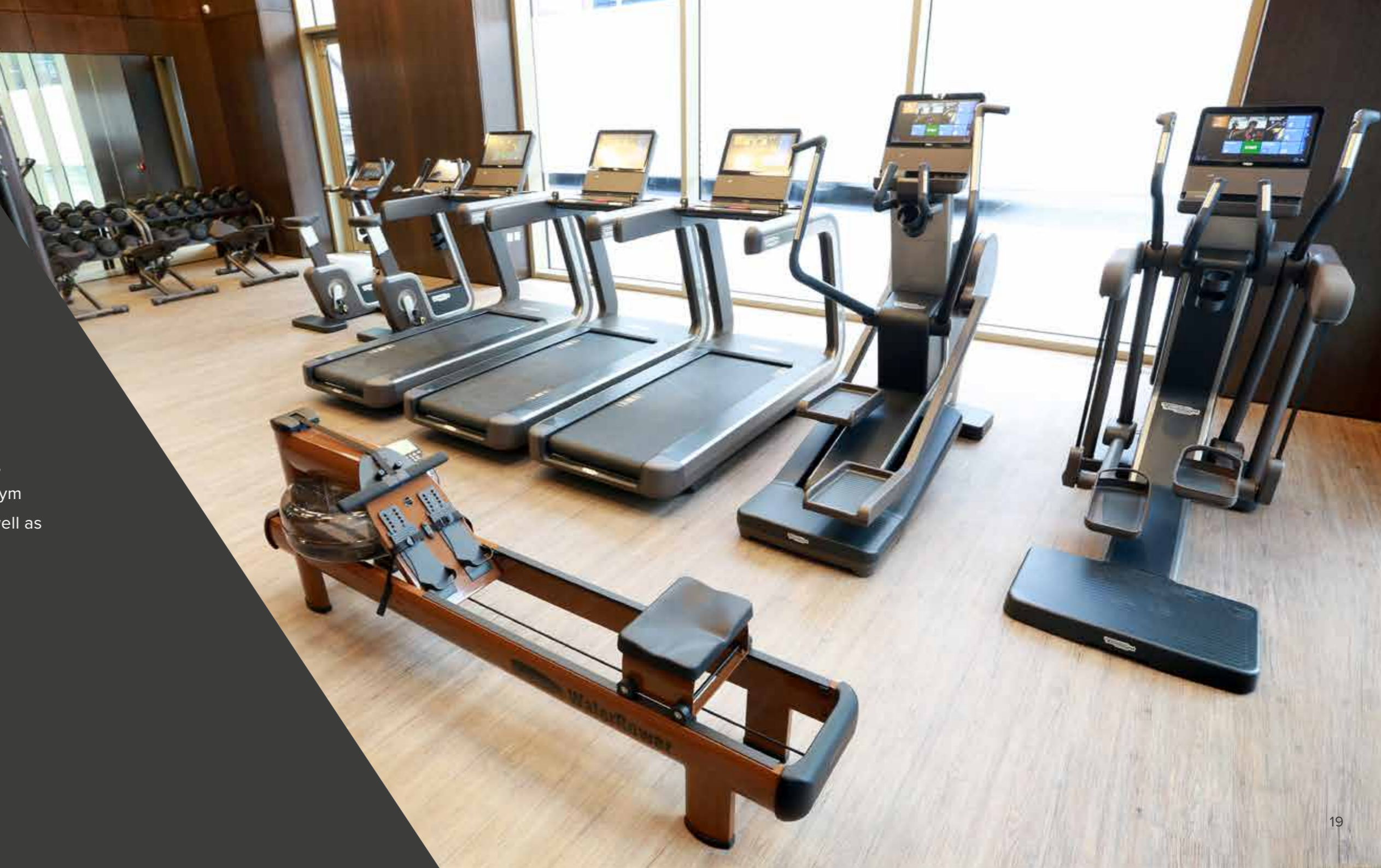
An adjoining training studio provides space for private or group personal training sessions, fitness classes and room for residents to perform more functional-based exercises. motive8 also designed a running track for the mezzanine level and supplied and installed the mirrors throughout.



## ONE TOWER BRIDGE

### RIVERSIDE RESIDENTS ENJOY LUXURIOUS PRIVATE HEALTH CLUB

One Tower Bridge is situated on one of the last great riverside sites in London. motive8's involvement in this scheme began with a consultancy role throughout the build programme and we were then employed to follow the project through to completion, supplying the equipment and project managing all other elements. We opted for Technogym's latest Artis range, with all cardio machines benefitting from integrated touch screen TVs, internet capability and iPod connectivity. This was complemented by two water rowers, which were bespoke made in order to match the interior colour scheme of the gym. Three Artis Kinesis Stations, a dual adjustable pulley and two sets of Technogym dumbbells were also installed. Residents now enjoy access to a full suite of health and fitness facilities including a spinning/training studio, swimming pool, sauna, steam room, experience showers, spa pool, beauty treatment room and golf/shooting simulator. Since the gym was commissioned ready for use, motive8 has been retained to maintain the gym and pool on an ongoing basis as well as provide full-time staffing of the entire spa facility.





## LONDON DOCK

### ST GEORGE DEVELOPMENT MATCHES FUNCTION WITH FINESSE

Developer client St George Plc approached motive8 to consult, design, supply and install the new gym, pool and spa at their latest high end scheme, London Dock. In sync with other St George developments, London Dock is centred on luxury and elegance, with the gym and pool mirroring this ethos. Technogym treadmills, cross trainers and bikes with in-built TVs and internet, two group cycles and a Concept2 rowing machine constitute the cardio lineup, whilst kinesis stations, selection line resistance machines, a multipower, dual adjustable pulley, free weights, benches and Omnia functional frame provide an array of options for residents wanting to tone and build strength. An ARKE studio set with floor storage allows for a multitude of functional exercises as do the huge selection of studio items including yoga mats and blocks, skipping ropes, kettlebells, Reebok decks, boxing accessories and more. The gym has been designed to allow for further expansion to cater for additional residents that will move into the development later on through future phases. Since launching, motive8 has also been retained to fully manage the gym and spa on a daily basis, which includes delivering inductions and fitness classes and maintaining the facility.

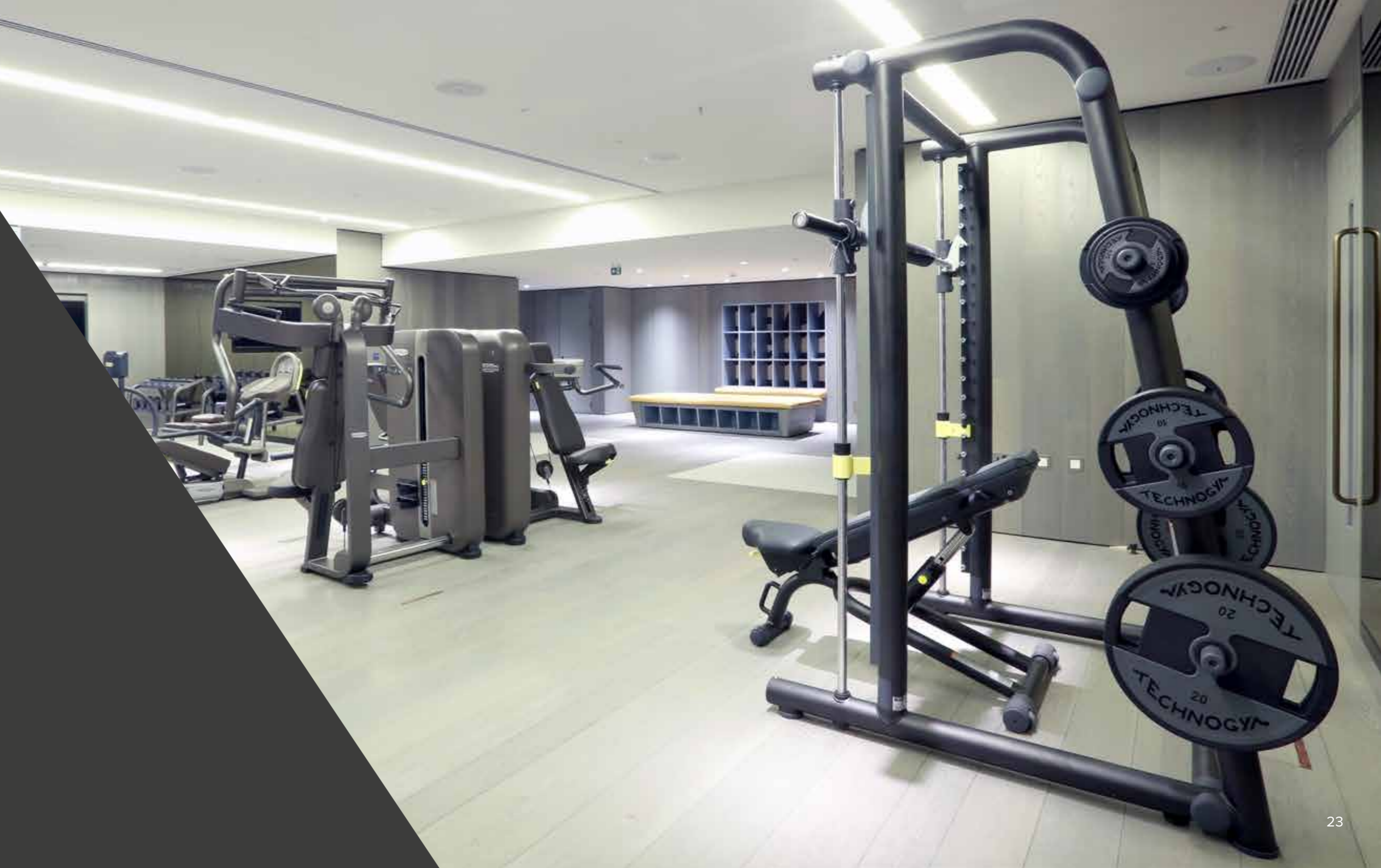


## FITZROY PLACE

### LUXURY DEVELOPMENT GETS RESIDENTIAL GYM TO MATCH

Located in the heart of Fitzrovia, Fitzroy Place is a beautifully designed luxury development offering residents the best that money can buy. motive8 was approached to design, supply and install the onsite residents gym, following a previous installation we had completed for the management company.

In keeping with the high end feel of the rest of the development, we worked closely with Technogym to deliver a suite of fitness equipment that was not only functional but looked beautiful too. We also assisted in the delivery of the treatment room, where residents can enjoy a range of beauty and relaxation treatments all within a few feet of their apartments.





## BOOST EMPLOYEE WELLBEING AND PRODUCTIVITY



It is widely accepted that people who take regular exercise and maintain a healthy lifestyle are usually more motivated and energised. Subsequently, the provision of health and fitness facilities in the workplace, be it an office, school, university or college, brings benefits for both employer and employee.

A quality corporate environment can also help to attract high calibre staff, with exercise in the workplace perceived to be a definitive motivational tool. By enabling employees to easily fit exercise time into their daily routine, not only do they gain immediate health benefits but it can also provide an outlet for stress relief.

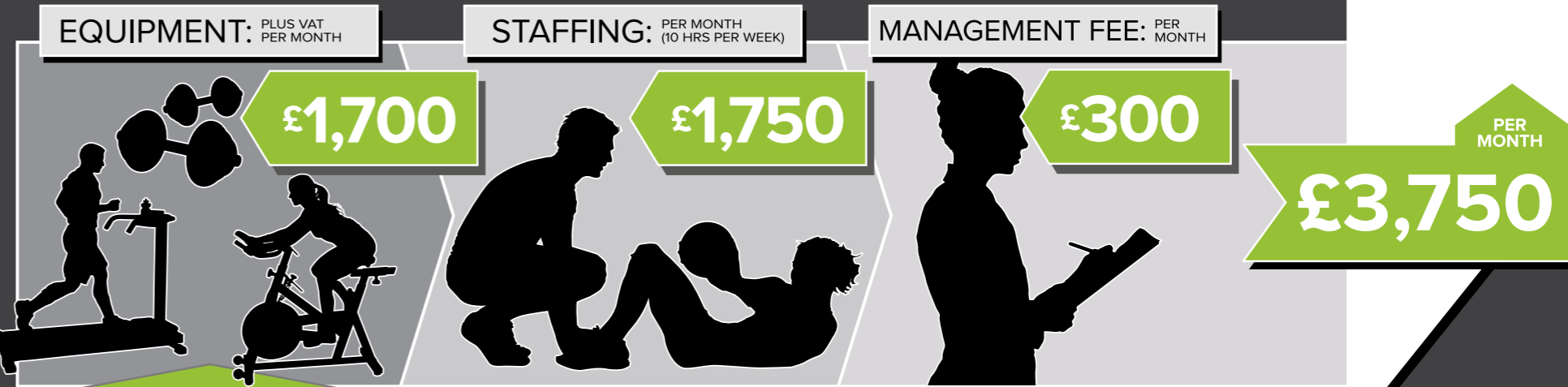
Office gyms can be self-funding if the commercial model is well planned from the outset of the project. With just a small contribution from employees, a company can pay back any upfront investment over a relatively short period of time and make a profit, enabling more investment to go into extended employee wellbeing initiatives.

Alongside project consultancy, installation and maintenance, we can also draw on our personal training expertise to offer inductions, personalised fitness programmes and/or train members of staff at the facility.



## HOW A CORPORATE GYM CAN PAY FOR ITSELF

### REVENUE



### COSTS

**COST NEUTRAL**

## DELIVEROO

### DELIVERING FITNESS TO THE HOTTEST FOOD BRAND IN TOWN

We were originally contacted by office fitout specialist, Unispace, who were putting together plans for a new corporate gym on behalf of their client Deliveroo. Whilst the client had a fairly good idea of what they wanted in the gym, following research with their staff, we were able to offer a really bespoke twist on the equipment we supplied. The space allocated was a somewhat unique shape, making it an interesting design process from our side to ensure all the equipment they wanted would fit in.

From initial contact to completed gym took just over four months. We started with the floor, installing some heavy duty rubber tiles in the free weights area to ensure reduced noise transfer and protection of the floor. A bespoke rig, horizontal bench and half rack were all designed from scratch and branded in their chosen colours of black and yellow. These were complemented by free weights, medicine balls and a punch bag. A treadmill and rowing machine were the only items of cardio in this highly functional space.





## MEDICAL PROTECTION SOCIETY

### COMPANY DIRECTORS RESPOND TO STAFF NEEDS AT NEW OFFICE

The Medical Protection Society is the world's leading protection organisation for doctors, dentists and healthcare professionals. As part of a move to new offices, MPS was keen to discover what facilities its staff members would like most from their new location. The majority of staff said that an on-site gym would be their preference.

With quite an unusual space to work with, including a curved, glazed wall, the equipment layout was very important so as to make best use of the space available. With potentially high user numbers predicted, we opted for best of breed equipment – this included Concept2 rowers, Technogym treadmills, two Star Trac eSpinners and two Octane Fitness ellipticals. These were complemented by a Technogym Dual Adjustable Pulley, Plurima 3 module resistance unit and a stretching area.

In addition to the equipment, motive8 was also contracted to supply and install all the AV including sound system, flooring, signage, water machine and lockers. Post-installation, we have been retained to deliver classes, personal training, fitness programmes and inductions.





## STUDENT GYMS BUILT TO LAST



STUDENT



The student accommodation sector has been transformed over the past ten years. From tired university-owned student halls and dingy private rented houses, students are now treated to first class apartment-style living complete with all the frills akin to a luxury residential development.

Concierge, bars, supermarkets, cinema rooms and, more frequently, onsite gyms, are just some of the perks 21st century students have doorstep access to. motive8 has worked alongside a number of student accommodation providers to deliver onsite fitness facilities working to a wide range of budgets and requirements.

## CHAPTER SPITALFIELDS

### A NEW LOOK FOR HIGH END STUDENT GYM IN TRENDY SPITALFIELDS

Chapter Spitalfields, originally known as Nido Spitalfields, is a 33 storey building situated just minutes from Liverpool Street Station that offers modern student living with breath-taking views of the city's incredible skyline. In 2015, motive8 was instructed to provide consultancy on the refurbishment of the onsite gym. Over a 6 month period, we advised on flooring and layout design and were awarded the equipment supply tender with a view to removing all existing kit and replacing with new. Completed in February 2016, this large workout space has been designed with a very industrial look and feel. Funky lighting and flooring flow throughout the distinctive workout zones – the cardio area offers the latest equipment with in-built TV and internet, the strength area offers a range of options from half racks to free weights whilst the functional training zone offers multi-use wall-mounted frames that can be used for pull ups, suspension training and boxing as well as a Dual Adjustable Pulley. There is also a large stretching area for core work and a separate studio for classes and personal training.





## TUFNELL PARK

STUDENTS ENJOY BRIGHT, MOTIVATING, FULLY FUNCTIONAL ONSITE GYM

Based in North London, Tufnell House is the ultimate student living experience. Having undergone extensive renovation work throughout the summer of 2014, the existing gym space was transformed into a stylish, light and modern workout facility. motive8 was only given a very short timeframe to design and install the facility before students started moving in.

Those who live at Tufnell Park now have access to a great new facility including cardio machines with in-built TV's and iPod capability. Each exercise zone has been clearly defined within the gym space, offering students a comprehensive, full-body workout in a spacious, uncluttered layout.





## FITNESS AT YOUR FINGERTIPS



PRIVATE



Despite the misconceptions that only the rich and famous are privileged enough to own a home gym, motive8 can offer a selection of different home gym packages to suit all budgets and requirements. Based on size and budget available, motive8 will select equipment which offers its users the most comprehensive and effective workout possible. For many families, a return on investment can be seen in as little as three years (based on savings made from an average family gym membership costing approximately £150 per month).

For those on a restricted budget, motive8 has access to a fantastic range of reconditioned, full or semi-commercial gym equipment that's recently come out of state-of-the-art residential fitness facilities. A fully functional home gym can be installed from as little as £1,000, with motive8 providing a 12-month warranty on all second hand equipment. Combine the savings in petrol driving to and from the gym with the time saving convenience of having a gym on your doorstep and it's easy to see why an increasing number of people are pursuing the home gym option.

## PRIVATE CLIENT HARROW

### SPARE ROOM CONVERTED INTO HIGH SPEC HOME GYM

Our client was a very busy business man, who was looking for a high end home gym that could be installed with minimal hassle to and time required by himself. Prior to installation, both 2D and 3D layouts were provided to the client – these were especially helpful in this instance as the room set aside for the gym wasn't entirely finished at time of initial consultation and therefore wasn't available for viewing. Our drawings enabled the client to get a better visualisation of what his finished home gym would look like.

With all cardio kit featuring in-built TV's and iPod connectivity, motive8 was on hand throughout the build process to liaise with the AV tech company to ensure correct configuration and layout of all AV required. A full induction was delivered to the client upon completion to ensure he was fully aware of all health and safety considerations and could also gain the maximum benefit from the functionality of all his new equipment.





## PRIVATE CLIENT KINGSTON

### BASEMENT BECOMES A BRIGHT HOME GYM

As part of the construction of their new build home in Kingston, a basement level room was allocated for a home gym and the client contacted motive8 through our website to help plan and design their workout space. Throughout the process motive8 was on hand to liaise with the onsite building team re floor socket power locations and the best place for the client's AV choices. Once the shell of the room was in place, motive8 was employed to supply and fit the flooring followed by the equipment itself a couple of months later.

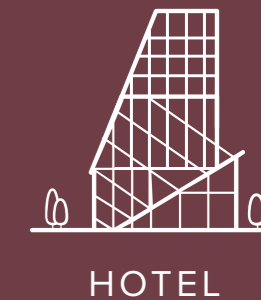
The client is now enjoying a fully-functional home gym, including a Watt Bike, Concept2 rower, adjustable bench, free weights, dual adjustable pulley and an Olympic half rack with weight plate storage.

The client also commissioned some large wall art to add a motivational edge to the workout space – a great idea we think!





**YOUR HOTEL  
GUESTS ONLY  
GET THE BEST**



Whether it's business or leisure, travellers are increasingly keen to maintain their fitness regimes when they are away from home. Typically it was only larger spa hotels that offered fitness facilities but, these days, all brands of hotel are opting to invest money into upscale leisure provision for their guests. Our turnkey services means we can consult, design, supply, install, maintain and manage your hotel gym for you, bringing years of industry expertise to ensure your guests have access to a great workout environment during their stay.

Depending on the size of the facility, some clients opt to offer an external membership to cover the initial outlay required to set up the facility. motive8 can advise on the best cost model for your hotel, helping you to decide on the monthly membership fees and even help recruit staff to run the facility, offer personal training and other fitness services. For those clients who choose to keep the gym exclusively for paying guests, the allocation of a proportion of the room rate income can continue to contribute to the day-to-day running and maintenance of the hotel leisure offering.

# DORMY HOUSE

## AN AWARD-WINNING GYM & SPA PROJECT

In the heart of the Cotswolds lies Dormy House, a privately-owned 17th century farmhouse hotel which has recently emerged from a complete transformation. The final stage of the works was the opening of House Spa in February 2014.

motive8 introduced the concept of 2 gyms to the hotel and was tasked with designing and supplying both gyms as well as specifying all other elements, such as flooring, mirrors etc. Alongside the gyms is a dedicated Personal Training Studio - complete with state-of-the-art equipment and a team of trainers, the studio offers bookable one-to-one training sessions and small classes in a dedicated space. We recruited all staff for the fitness element of the facility.

We are also delivering on-going CPD to the staff team as well as quarterly maintenance support. (Photos Credit: House Spa at Dormy House Hotel, Broadway).





## ABOUT MOTIVE8

Established in 2000, motive8 offers bespoke wellbeing and fitness solutions including gym, spa & pool design, fit out, maintenance and management. Alongside being Gym & Spa specialists, we also have a full-service fitness training consultancy and children's coaching department.

Our fitness training consultancy is tailored to an individual's specific requirements and encompasses all areas of fitness and wellbeing including exercise, nutrition, injury rehabilitation and sports specific training for all ages. As a unique and energising experience, it guarantees effective and efficient use of your exercise time to achieve your goals, keeping you motivated and, more importantly, on target. We have fitness studios in London and Leeds and also take our services to clients' homes and businesses in surrounding areas.

Our coaching team work with many schools, providing a comprehensive portfolio of curricular and extra-curricular sports programmes run by our team of fully-qualified, DBS-checked coaches. Through constant monitoring and assessment of all children and coaches, we ensure that sessions are delivered to the highest of standards at all times. Our coaches also deliver children's activity parties, holiday camps and private coaching.

## OUR ETHOS

- motive8 is privately owned and managed by one of its original founders, Nick Sadler. Sarah Cleland-Smith, one of the first full-time employees, is now Co-owner and Co-director, with Richard Moon and Omar White joining the Board of Directors more recently.
- The company has always maintained a tight recruitment policy, ensuring that all staff who join share a true passion for what they do and are aligned to the company ethos.
- Staff undertake a full induction prior to starting their role and are briefed thoroughly on all policies and procedures. Whilst we have grown significantly over the years, we still retain a friendly working and social environment.
- First-class customer service alongside building and maintaining positive, long-term partnerships are at the forefront of every project we undertake.
- motive8 is ISO 9001 accredited, which helps us demonstrate that we can offer products and services of a consistently good quality. It makes us more efficient and effective at what we do by constantly updating and challenging how we perform our tasks. We clearly define and regularly review what strategies we have in place for further development.
- Our CSR strategy is based upon identifying and implementing programmes that give back to the community, help the under privileged, reduce our environmental impact and to become a London Living Wage certified company. To assist us with these programmes we are a member of Heart of the City, who support businesses to set up responsible business activities and take them to the next level. They have a unique network of corporate social responsibility experts to support, train and mentor companies in this field.
- Each year we create our own initiative to bring all employees and clients together to practice what we preach. These have included multi-stage cycling events, 10k running events and mountain climbing challenges.



## GIVING SOMETHING BACK

There are a number of charitable projects that we support each year, both internally and with customers. Examples include donations to Grenfell, supporting a member of staff to canoe from Devises to Westminster for a local cause and donating to another employee who went to renovate a school in Uganda. It is important that any fundraising or support projects are closely aligned with motive8's desire to help build a fit and healthy community or fight for equality in deprived communities.

Historic projects include work with community organisation Streets of Growth and the National Benevolent Fund for the Aged (NBFA). We've also completed a design and technology project with St. Philomena's Secondary School in London, where the students had to complete a Dragon's Den style project as part of their curricular studies, as well as organising a School Sports Awards for Grey Court Secondary School called 'A Celebration of Sport'.

To encourage equality and maximum participation in each of the motive8 schools, we offer some free curricular provision for targeted groups and free places for those that cannot afford to pay for extra-curricular clubs.

The coaching department run a local community-based project where we deliver sports for a very low cost to allow participation for all.

We donate prizes for school and community events on a regular basis. We also often give vouchers at school fairs and events that can be used against coaching and fitness services and the motive8 dance group is involved in many community and school-based projects throughout the year.

Strong environmental messages are also communicated within the company. There is a strict recycling policy and we aim to travel on foot or by bicycle wherever possible to reduce our carbon footprint. Our accounts function is now paperless.

We have recently implemented a scheme to place staff in voluntary community roles, utilising their skillsets to help and support charities and certain vulnerable demographics in areas close to our spa hubs.



## FAST FACTS

### GYM & SPA

- motive8 has fitted in excess of 320 health and fitness facilities across the UK and Europe.
- Projects include everything from bespoke home gyms and corporate facilities to large scale, fully-staffed and managed residential, student and hotel facilities.
- motive8 works as a consultant to several major architects and developers, offering design and planning advice to clients to ensure the most efficient use of use of space and layout of equipment.
- motive8 holds over 200 maintenance contracts, providing regular servicing of equipment to correct faults and ensure longevity of equipment.

### FITNESS & WELLBEING

- motive8 has personal training hubs in London and Leeds showcasing all the latest equipment and offering a first-class workout environment for clients.
- motive8 delivers over 150 gym induction sessions per month to users, ensuring they are educated on the equipment and can achieve maximum benefit from their facility.
- motive8 conducts over 450 personal training sessions each month, with a large, experienced team of trainers offering a complete lifestyle solution.

- Utilising the expert in-house fitness training team and supported by associate consultants in nutrition, yoga and mindfulness, motive8 offers a comprehensive range of corporate wellbeing services for companies of all sizes.

### KIDS COACHING

- The motive8 coaching team delivers over 50 curricular and extra-curricular primary school sports sessions per week, as well as sports-specific camps throughout the school holidays.
- All Lead Coaches are level 2 qualified and DBS-checked and are encouraged to continue with internal and external CPD throughout their time with the company.
- Coaches not only maximise children's activity during sessions but encourage them to have a positive experience of and lifelong participation in sport.
- motive8 works closely with local colleges and universities in order to support apprenticeships, diplomas, internships and other work-based learning placements.
- The motive8 coaching team has delivered the Sport Leaders UK Young Leaders Award to over 300 primary school children.
- With many parents now working full-time, motive8 provides wrap around care at 2 schools which allows the parents to drop children off early and pick them up later than usual. During their time spent with us, children work on a variety of sports and our coaches keep them engaged and active.





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