

saneux



From impending disaster to great success with Nimlok

Saneux, 100% Design 2015



The Challenge

Saneux, a leading provider of contemporary bathroom suites, were let down at the last minute by their contractor who went into administration 14 days before 100% design in 2015. They were up against it having lost all their plans and their money; they had paid in advance and were not protected by the ESSA industry bond because the contractor was not a member. To help Saneux, the organiser recommended Nimlok because they knew of our other work at the show.

Our Response

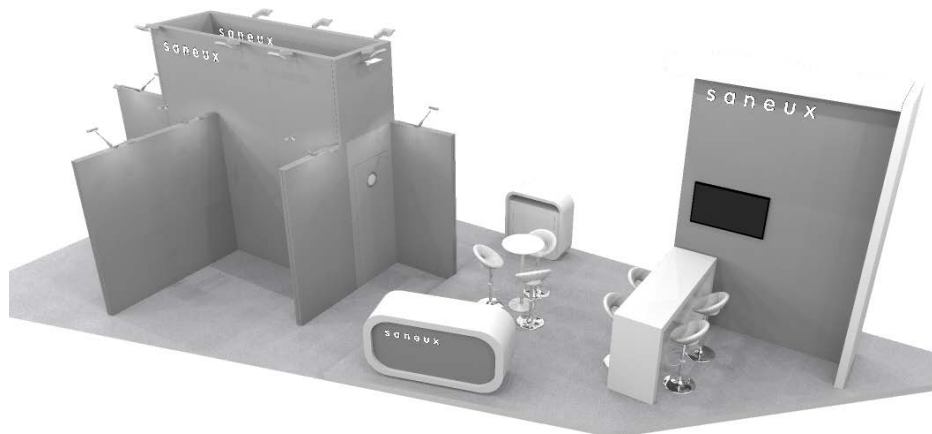
We responded in under three hours to their enquiry with an indicative budget range, comparable examples of our work and a timeline for rapidly realising a new design for them. Based on this, we hosted Saneux the following day. By this time we had a draft 3D design rendered, ready to refine as our designers and project managers ran through the plans.

Our in-house resources and extensive hire inventory really came into their own, both in terms of how quickly we could deliver a solution and the value we could offer. With so much of the stand hired, we could offer it at a fraction of the investment that traditional custom build would require.

To further aid our client, struggling to find 50% of the budget they'd lost with their first contractor, we went the extra mile to achieve best value. This included designing out the rigging and reducing the platform floor area, while still preserving underfloor power delivery. We even negotiated an exclusion from late booking fees, on their behalf, with the official electrics contractor, explaining Saneux's difficult journey before they turned to us.

The Result

Saneux stands as testament to our ability to work under incredibly tight timescales and a limited budget, utilising our full in-house capability and unique bespoke hire approach to best effect.



Size: 88m2 Bespoke Hire Stand

Lead-time: 14 days turnaround

Value: £13,500 including: Design, Project Management, Stand Hire, Bespoke Elements & Graphics, Flooring, Furniture, AV, Product integration, Logistics, Installation & Dismantle.

nimlok ENGAGING
EXHIBITION
STANDS