



FIBRE FORCE

— FOR COMMERCIAL OFFICE LANDLORDS & ASSET MANAGERS

# THE LANDLORD'S GUIDE TO PRE-INSTALLED FIBRE

How gigabit fibre pre-installed at our cost reduces your void periods, increases your rental yield, and makes your building the one tenants commit to on the second viewing.

**33+**

BUILDINGS MADE  
INTERNET-READY

**1.4m**

SQ FT CONNECTED  
ACROSS THE UK

**42%**

AVERAGE REDUCTION  
IN DAYS TO LET

**£0**

COST TO LANDLORD  
FOR INSTALLATION

# YOUR BUILDING IS READY. TENANTS NEED ONE MORE THING.

If you manage multi-let commercial office space, you'll recognise this situation: a viewing goes well, the space ticks all the boxes, and then someone asks, "What internet options are available here?" And the momentum stalls.

It's 2026. Tenants expect gigabit fibre connectivity the same way they expect electricity and running water. The difference is, they expect it to already be there, not something they have to arrange, wait months for, and project-manage during the most disruptive period of their business calendar.

This guide explains exactly what pre-installed fibre is, why it's become a non-negotiable for modern office tenants, and how Fibre Force makes it happen at zero cost to you, and in an average of six weeks.

*"Connectivity is the new fit-out standard. The buildings that pre-install win the deal before the second viewing."*

**Austin Awadzi**

Co-founder, Fibre Force

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## WHO THIS GUIDE IS FOR

Commercial landlords, asset managers, and property managers responsible for occupancy rates and rental performance of multi-let office buildings.

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## WHAT IT COVERS

The problem with the current connectivity status quo; how Fibre Force works; what's included; buildings we've connected; and common questions answered.

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## WHAT YOU'LL TAKE AWAY

A clear understanding of the connectivity problem, how pre-installed fibre solves it, what the process looks like, and what it means for your void periods and yield.

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## THE BOTTOM LINE UPFRONT

Fibre Force pre-installs gigabit fibre into your building at our cost. You market an internet-ready building. Tenants commit faster. Voids shorten.

# THE CONNECTIVITY PROBLEM THAT'S COSTING YOU TENANTS

Most landlords focus their energy on what happens during and after a viewing - the presentation, the terms, the follow-up. What they don't see is what's happening before a viewing is ever booked.

Today's tenants are self-directed researchers. Before they contact an agent, they've already filtered buildings against a checklist of requirements. Connectivity - specifically whether fast, pre-installed internet is already in the building - is now one of the top items on that list.

If your building can't answer that question clearly, a significant proportion of prospective tenants will move on. Silently. Without feedback. Without your agent ever knowing they were interested.

*"Empty space = lost rent. And the connectivity question is one of the most common reasons good deals stall or disappear entirely."*

## Voids that stretch into months



Every week a unit sits vacant is lost rent, ongoing service charge liability, and compounding opportunity cost. The commercial office market has become a tenant's market. The buildings that remove friction get occupied first.



## The connectivity question, every viewing

An increasing number of viewings end with the same question: "What internet options are available?" When landlords can't give a confident, immediate answer, deals lose momentum. ISP lead times of 12–24 weeks mean even interested tenants often move on.







## The modern building expectation

Tenants in 2026 expect a building that works from day one. Connectivity is now as fundamental as electricity and water - and they expect it to be pre-installed, not something they arrange themselves. Buildings that don't meet this expectation are quietly falling behind those that do.

# TWO LEASING CONVERSATIONS. ONLY ONE RESULTS IN A SIGNED LEASE.






## WITHOUT PRE-INSTALLED FIBRE

**"We'll look into the internet situation and come back to you"**

-  Tenant asks about connectivity at the viewing
-  You promise to come back with options
-  ISP estimates 12–24 week installation lead time
-  Tenant looks at three other buildings in the meantime
-  Deal closes months late...or doesn't close at all

## WITH FIBRE FORCE PRE-INSTALLED

**"You'll have the speed you need on day one of occupation"**

-  Brochure leads on "internet-ready from day one".
-  No connectivity questions. The conversation stays on the lease.
-  Tenant liaises with Fibre Force to confirm its internet speed needs.
-  Heads of terms signed at the end of the second viewing.
-  Building fully let. No voids, no ISP emails, no lost deals.

# 02 HOW FIBRE FORCE WORKS: FOUR STEPS, ZERO COST

Pre-installing fibre across a multi-let building used to be complex, take many months, require significant landlord involvement, and cost £40,000–£80,000 per building. Fibre Force has changed that model entirely.

We've turned it into an average **six-week frictionless implementation**, managed by our team, at **zero cost to the landlord**. Here's how it works.

**01**

## FREE BUILDING SURVEY

We survey your building and design a connectivity infrastructure plan that covers every unit, tailored to the layout and the tenant mix you're targeting.

**NO COST | NO OBLIGATION**

**02**

## MANAGED INSTALLATION

Our team handles the full installation. No disruption to existing tenants, no lengthy downtime, no coordination burden for you.

**AVG. 6 WEEKS | ZERO LANDLORD COORDINATION**

**03**

## INTERNET-READY FROM DAY ONE

Once complete, every unit has access to high-speed, business-grade fibre. New tenants place their order for their desired speed with us. Your agents have a compelling story to tell.

**EVERY UNIT CONNECTED | TENANTS OPERATIONAL ON DAY ONE**

**04**

## ONGOING MANAGEMENT

We manage the infrastructure, so you don't have to. If anything needs attention, we handle it.

**99.95% UPTIME SLA | 24/7 MONITORING**

# 03 WHAT FIBRE FORCE SUPPLIES. AND WHAT WE NEED FROM YOU

We bring the connectivity. You bring the building. Here's the full breakdown of responsibilities which, as you'll see, deliberately has very little required from you.

## FIBRE FORCE SUPPLIES

- All design and survey work
- Wayleave coordination
- Internet Service Provider connectivity into the building
- All in-building fibre and backbone cabling
- Managed cabinet, switching and Wi-Fi
- 24/7 monitoring and SLA
- Marketing toolkit for your leasing agents

## YOU SUPPLY

- Floor plans, general arrangements, etc.
- Access to the roof, risers, common parts and tenant demises
- A nominated contact for access (e.g. Building or Facilities Manager)
- An intro to you asset management team, and leasing agents

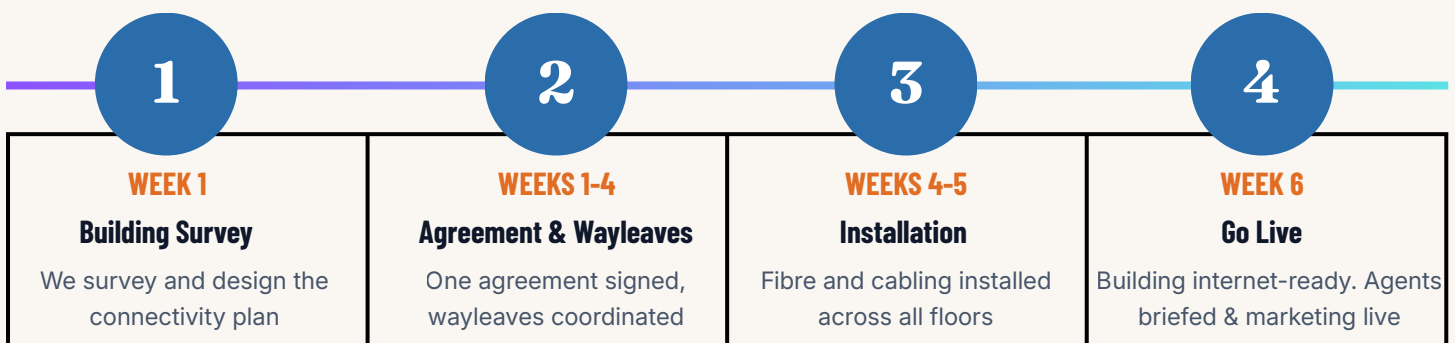


## Zero Cost to Landlords...That's Not a Typo

Fibre Force funds and installs the entire connectivity infrastructure at our cost. There is no capital outlay, no installation cost, and no ongoing infrastructure management fee for the core infrastructure. Our commercial model is funded through the connectivity service agreements tenants take with us directly.

## THE IMPLEMENTATION TIMELINE

From your first conversation with our team to a fully internet-ready building, the average Fibre Force implementation takes six weeks.



# 04 CHAPTER FOUR BUILDINGS WE'VE MADE INTERNET-READY

Fibre Force has pre-installed gigabit connectivity across more than 33 buildings and 1.4 million sq ft of commercial office space across the UK. Here is a selection of the buildings we've worked with.

<h2>22 Upper Ground</h2> <p>London SE1 - Sea Containers development</p>	<b>40,000</b> SQ FT
<h3>THE BUILDING</h3> <p>A 40,000 sq ft office building forming part of the iconic Sea Containers development on the South Bank, with unrivalled views towards the River Thames and Waterloo. A prestige address requiring a connectivity solution that matched its positioning.</p>	<h3>THE OUTCOME</h3> <p>Gigabit fibre pre-installed across all floors, marketed as a key building feature. Availability of connectivity promoted as standard within leasing materials, removing it as a tenant question entirely and accelerating the leasing timeline.</p>
<h2>60 Sloane Avenue</h2> <p>London SW3 - Chelsea</p>	<b>60,000</b> SQ FT
<h3>THE BUILDING</h3> <p>A 110,000 sq ft mixed-use building offering modern office and retail accommodation in the heart of Chelsea. Scale and quality of tenants demanded carrier-grade connectivity across every demise.</p>	<h3>THE OUTCOME</h3> <p>Full fibre backbone installed across one of the largest single-building deployments in our portfolio. Multi-ISP choice available to tenants from day one, supporting the premium positioning of the asset.</p>
<h2>155 Commercial Street</h2> <p>London E1 - Shoreditch / City Fringe</p>	<b>Multi-let</b> <b>3-BUILDING COURTYARD</b>
<h3>THE BUILDING</h3> <p>An collection of three office buildings surrounding a private courtyard in the heart of the City Fringe, near Shoreditch High Street and Liverpool Street. A complex multi-building deployment requiring a single unified connectivity infrastructure.</p>	<h3>THE OUTCOME</h3> <p>Fibre installed across all three buildings with a single managed network serving the entire development. Tenants across all buildings benefit from the same connectivity story.</p>

Other examples of our connected buildings can be found at [fibreforce.co.uk/recent-work](https://fibreforce.co.uk/recent-work)

We're trusted by landlords and property managers across the UK, including Metrus, Cluttons, St Anselm, Global Holdings, CIT Group, Northwood Investors, and UOL Group. Here's what some of them have said.



*We have had an excellent experience working with Fibre Force across two of our properties. Austin and the team are highly professional, incredibly responsive, proactive, and a pleasure to work with. They interact very well with both our team and our tenants, including tenant IT teams whenever support is needed. The installation of backbone fibre has been a key advantage for our buildings. Having high-quality internet infrastructure pre-installed has significantly improved the attractiveness and lettability of the units and has been an important factor for both existing and prospective tenants.*

MARCO O. | DIRECTOR | PRIVATE CLIENT



*Dealing with wayleaves is draining, but Austin made it simple and efficient, making me wish all processes were this smooth. Without him, progressing internet matters would be so time consuming.*

RICHARD MILES | DIRECTOR | METRUS



*We've been incredibly impressed. Not only is the fibre extremely reliable, but the installation process was quick and hassle free. But what really sets them apart is their personal approach to customer service. They genuinely go above and beyond to ensure everything operates smoothly.*

HUGH FAITH | PROPERTY DIRECTOR | ST. ANSELM

### **How disruptive is the installation for tenants already in the building**

Minimal. We sequence noisy work for evenings and weekends, run cabling through risers and ceiling voids, and coordinate with your facilities team in advance. Most tenants don't realise we're there.

### **What does it actually cost the landlord?**

Nothing. Fibre Force funds the entire installation. All design, survey, cabling, equipment, and labour is at our cost. There is no capital outlay, no installation fee and no ongoing fee for the core connectivity infrastructure. Our commercial model is funded through the connectivity service agreements tenants take directly with us.

### **How long does the installation take?**

The average Fibre Force implementation runs from first survey to a fully internet-ready building in six weeks. Building size and complexity can affect this, but our team will give you a realistic timeline at the survey stage. We plan precisely before we install, which is why our timelines are reliable.

### **What if the building changes hands mid-installation?**

Our agreement transfers with the building. The new owner inherits a fully-installed, fully-managed network infrastructure — and a stronger, more lettable asset. This is frequently a positive factor in asset transactions where connectivity infrastructure has already been deployed.

### **Can we offer Guest Wi-Fi in common parts?**

Yes. For a monthly fee, we can provide Managed Guest Wi-Fi across your common areas — reception, breakout spaces, corridors — giving tenants and their visitors a seamless connectivity experience throughout the entire building, not just within their own demise.

### **What speeds are available to tenants?**

Fibre Force installs gigabit-capable infrastructure (up to 1Gbps) across the building. Tenants choose their required speed tier when they move in, and can upgrade as their needs grow.

## **What is a wayleave and do I need to do anything about it?**

A wayleave is a legal agreement granting a network provider permission to install and maintain infrastructure on your property. Fibre Force handles all wayleave coordination as part of our service. This is one of the most time-consuming aspects of connectivity installation, and it's entirely off your plate. Richard Miles at Metrus described our service specifically as something that "made it simple and efficient."

## **What if my building is outside London?**

Fibre Force operates across the UK. Get in touch and we can confirm availability and discuss your building's specific requirements. Call us on 0203 900 4222 or visit [fibreforce.co.uk/contact-us](https://fibreforce.co.uk/contact-us).

Before booking your building survey, use this checklist to make sure you have everything our team needs to get started quickly and efficiently. The more you can prepare in advance, the faster we move from survey to go-live.

 **Floor plans and general arrangements**

Current as-built plans for each floor, including unit demise boundaries and common part layouts.

 **Riser and roof access confirmed**

Confirmation that our team can access roof plant areas, risers, and common parts during survey and installation.

 **Nominated facilities contact**

A single point of contact for access coordination during installation (typically your building or facilities manager)

 **Asset management introduction**

An introduction to your asset management team for operational contact and agreement execution during the project.

 **Leasing agent introduction**

An introduction to your leasing agents so we can brief them and supply the marketing toolkit as soon as installation is complete.

 **Tenant notification plan**

A plan for notifying existing tenants about the installation schedule. We can draft the communication for you, if helpful.

 **Tenancy schedule**

Confirmation of the current number of voids within the building and also when existing tenants' break clauses may take effect.

 **Current connectivity situation**

Any existing internet infrastructure in the building, including any historic wayleave agreements or ISP relationships we should be aware of.

*You don't need to have everything in order before you call us. The building survey is your free, no-obligation starting point. We can identify everything else we need as we go.*

— READY TO GET STARTED?

# MAKE YOUR BUILDING INTERNET-READY

Book a free building survey and we'll have a plan on the table to discuss with you within days. There's zero cost, and zero obligation - just a straight conversation about the options available for your building.

[BOOK A FREE BUILDING SURVEY](#)

[SEE HOW IT WORKS](#)

or call us on: **0203 900 4222**



**FIBRE FORCE**

Pre-installed gigabit fibre for multi-let commercial buildings. We make your office space internet-ready.

[fibreforce.co.uk](https://fibreforce.co.uk)

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