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## **B38 Group**

### **B38 Group's cleaning services division wins £2m of new contracts in first quarter**



Fast growing facilities management firm B38 Group has announced £2m of new contract wins for its support services division in its first three months of operation following its launch last August as part of the group's strategy of increasing the in-house services it provides to clients.

Headquartered in Wakefield, B38 Group has a diverse property support offering covering both 'hard' technical building services as well as cleaning and 'soft' services for private sector clients and blue-chip organisations nationwide.

Led by Sue Cawley and Steve Trott, the new division is designed to improve service through self-delivery of soft FM and cleaning services with B38 Group having recruited 200 additional staff to run the operation. The move saw the company take direct control of its existing support service contracts including the Whistl account.

"We made the decision to integrate self-delivered cleaning services into our existing facilities management operation in order to further control service delivery for our clients, particularly in terms of improving communication and speed of response," explains Richard Phillips, co-founder of B38 Group. "This approach forms an intrinsic part of our mission to become one of the most highly regarded privately owned hard and soft service maintenance companies in the UK.

"It's fantastic to see the new division achieve such impressive results in its first three months of operation and testament to our ability to work with clients as an extension of their own internal property teams in order to deliver best in class services."

Phillips continues: “In the capable hands of Steve Trott and Sue Cawley, the soft service division has got off to a flying start and we look forward to continued growth as it perfectly complements our already strong hard services offering.”

The group has enjoyed one of its most successful quarters having won a number of hard and soft service tenders including securing several new total facilities management contracts worth in excess of £12m over the contract lifespans.

B38 Group provides a range of hard and soft facilities management services to leading businesses across the retail, manufacturing, logistics, corporate, education and healthcare sectors.

**Picture shows:** Sue Crawley and Steve Trott who lead B38 Group’s cleaning and soft services division