

NHS Estate Optimisation Guide Summary

How to get the most out of
your healthcare spaces





Aside from funding, one of the biggest challenges that NHS leaders face is providing the right mix of places and spaces. Especially against a backdrop of change with the three shifts and 10 Year Plan.

Recent findings from our Space Optimisation survey* reveal that **nearly 90%** of NHS leaders have low-medium awareness of current space utilisation across their estate, hindering their ability to make changes.

So, what are the biggest blockers?

Over half stated they lack complete data to make informed decisions, while **a third** lack expertise to make the right changes to their estate.

With sweeping reforms ahead, these issues are at risk of getting worse. It's vital that more leaders take this opportunity **to understand the steps necessary to make the most of their buildings.**

About the guide

In our NHS Estate Optimisation Guide, we provide a simple framework to help you best approach the process of assessing and adapting your spaces.

You'll get advice about what to look out for, including data, stakeholders and timings. And crucially, our practical insights will show you how to make the best, most informed decisions.

The guide covers:

1. Setting yourself up for success
2. Assessing space demand and property supply factors
3. Understanding your estate through utilisation monitoring
4. Assessing the data and reviewing your options

And our handy chapter summaries bring together all of our **top tips.**



Download the full guide for more in-depth information and insight.

[Learn more >>](#)



*Space Optimisation Survey Feb-Mar 2025 – 21 leaders from across the NHS

Chapter 1

Setting yourself up for success

Over one-third (36%*) of estate leaders told us they don't have the expertise within their own organisations to assess how space is being used and to make further changes. This chapter will guide you in how to get started and the ingredients you need for success.



You'll get:

- Advice on topics including goal setting, estate categorisation and data requirements.
- Guidance on the governance structure you should set up, from an overarching Strategic Infrastructure Group to a smaller Acute Property Management Group.
- Details on timings to be aware of and stakeholders to include.

Chapter 2

Assessing space demand and property supply factors

Over one-third (36%*) of estate leaders said they don't have the capacity to assess how space is being used. But it's necessary to make the best long-term decisions, so this chapter will show you how.



You'll get:

- Guidance on the process you should follow to get a clear understanding of the community and property landscape.
- Insight on the many different space demand and property supply factors you need to assess.
- Where/who you can source the necessary information from.

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Chapter 3

Understanding your estate through utilisation monitoring

Over half (55%*) of estate leaders stated a lack of complete data was hindering their ability to optimise space. This chapter will show you how to undertake utilisation monitoring, to give you the data and analytics you need to make informed decisions and realise opportunities.



You'll get:

- Advice on how to deliver successful utilisation monitoring, covering data and stakeholders.
- Insight on the pros and cons of different types of data collection methods.
- Guidance on how to analyse results to drive the best insight.

Chapter 4

Assessing the data and reviewing your options

Over half (55%*) of estate leaders said that the existing condition/configuration of their estate and/or lease flexibility was the biggest challenge in optimising their spaces. In this chapter, you'll get guidance on how to review and select the best option, taking such issues into account.



You'll get:

- Advice on how to conduct a diagnostic assessment to uncover the issues behind poor utilisation.
- Clarity on the different criteria like costs and legal issues that could impact the option you choose.
- Direction on the best use case for different optimisation options, from refurbishment to lease negotiation to disposal.

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Read the full guide for more information on data needed, key timings and stakeholders to involve, along with detailed advice.

[Learn more >>](#)



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