



BNP Paribas

CASE STUDY



BNP PARIBAS

Gary Burdett - Senior Health and Safety Manager,
BNP Paribas Real Estate

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How William Martin Simplified Compliance for BNP Paribas

BNP Paribas Real Estate are one of the leading international real estate providers with a network across the UK, offering their clients a comprehensive range of services that span the entire real estate lifecycle: Property Development, Transaction, Consulting, Valuation, Property Management and Investment Management.

With over 150 years in the UK property industry and the combined strength and depth of BNP Paribas Real Estate, they offer unparalleled expertise across all sectors of the real estate market.

As a valued client of our Health and Safety Consultancy services and our risk management software, Meridian, BNP Paribas share their experience with William Martin as a whole.

In this case study, we outline how Meridian and our Health and Safety Consultancy has helped BNP Paribas simplify compliance and drive efficiencies across their business.



What is Meridian?

Meridian is our compliance management platform which is the perfect risk mitigation solution for retail businesses. With clear dashboards and grids that give you complete visibility of your health and safety performance, Meridian simplifies compliance management.

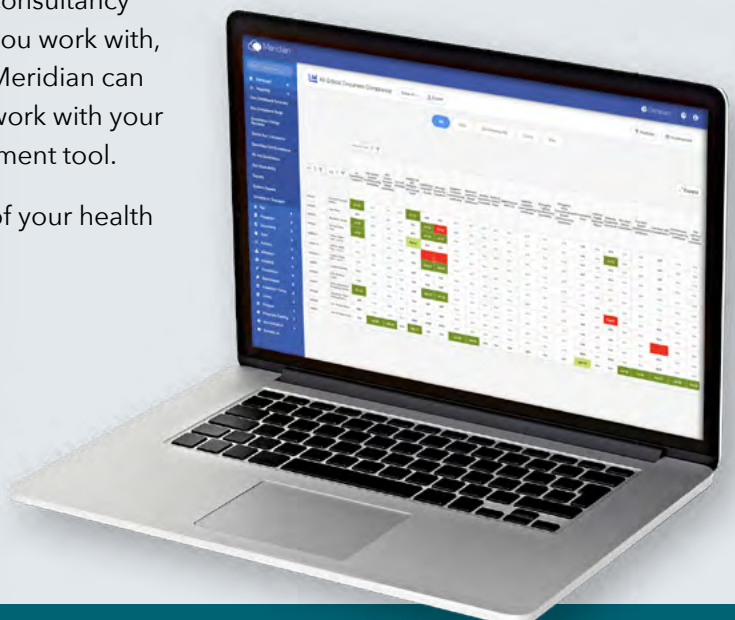
With Meridian, you can store all your health and safety documentation in one secure location, giving you a single source of truth. Whichever health and safety consultancy you work with, Meridian can work with your

current processes, acting as your go-to risk management tool.

This platform is designed to give you total visibility of your health and safety performance, allowing you to:

- Save time.
- Cut costs.
- Reduce the burden of managing compliance.

With a range of configurable modules available, you can tailor the Meridian platform to your specific business needs.





Spotlight on Gary Burdett

“ I use Meridian extensively—the main part of my role is compliance, so I need to make sure we’re compliant as a business and liaise with the site teams to make sure they’ve got the necessary information and that they’re keeping Meridian up-to-date. ”

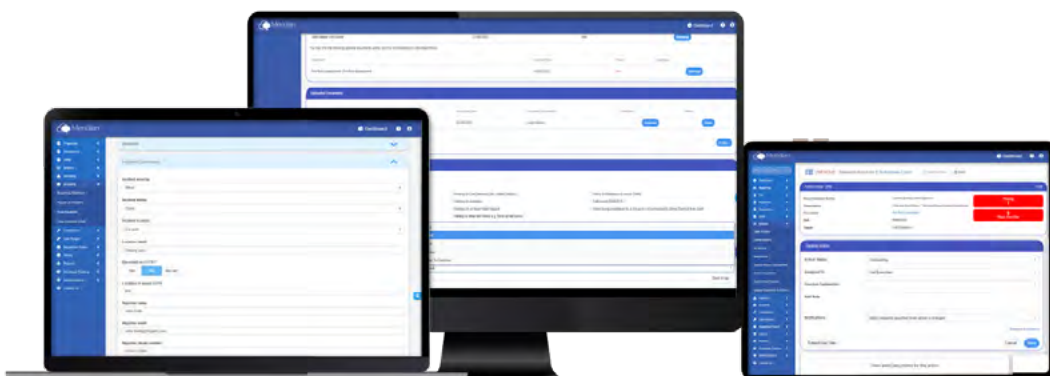
Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate

Gary Burdett has worked at BNP Paribas for five years and has a varied background in health and safety. Coming from a mechanical engineering background, Gary has worked in many different industries from manufacturing to construction.

Currently, Gary is working as the Senior Health and Safety Manager at BNP Paribas; this role involves looking after the regional facilities management team. Gary is heavily involved in supporting the property management team to ensure buildings are performing at their peak and remaining compliant.

“ I often work with our clients to present the way their properties are performing to make sure their buildings are compliant, both legally, and with their own policies. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate





What challenges has our Health & Safety Consultancy helped BNP Paribas overcome?

“ On the consultancy side of things, the William Martin consultants are going out, conducting independent visits, site inspections, and assessments of our properties. So, it’s a fresh pair of eyes looking at the properties and making sure everything is in order. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate



Not only are the site teams doing their bit, but if there is anything new that’s coming over the horizon, such as new legislation, then the William Martin team make BNP Paribas aware of that.

The consultants then produce their property reports and BNP Paribas can upload it to Meridian which they can review with the site teams and make sure they are keeping the buildings in the best possible condition.

What solutions does our Health & Safety Consultancy offer BNP?

“ We engage with William Martin to carry out our health and safety consultancy services, as well as using Meridian. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate



For BNP Paribas, having our health and safety consultancy services offers them an “independent fresh pair of eyes”. Our health and safety experts look at the compliance for the sites on the ground to show how are BNP Paribas are managing it and highlighting any areas for improvement.

“ I think we have a very good relationship and get good level of support and service. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate



What challenges has Meridian helped BNP Paribas overcome?

“ We use Meridian to store all of our documents, both policy and also the compliance documentation for the properties. So, it’s a useful tool for accessing that. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate



Meridian allows BNP Paribas to see if there are any compliance issues, but it also helps them share access with the clients so they can see where everything is at with their properties.

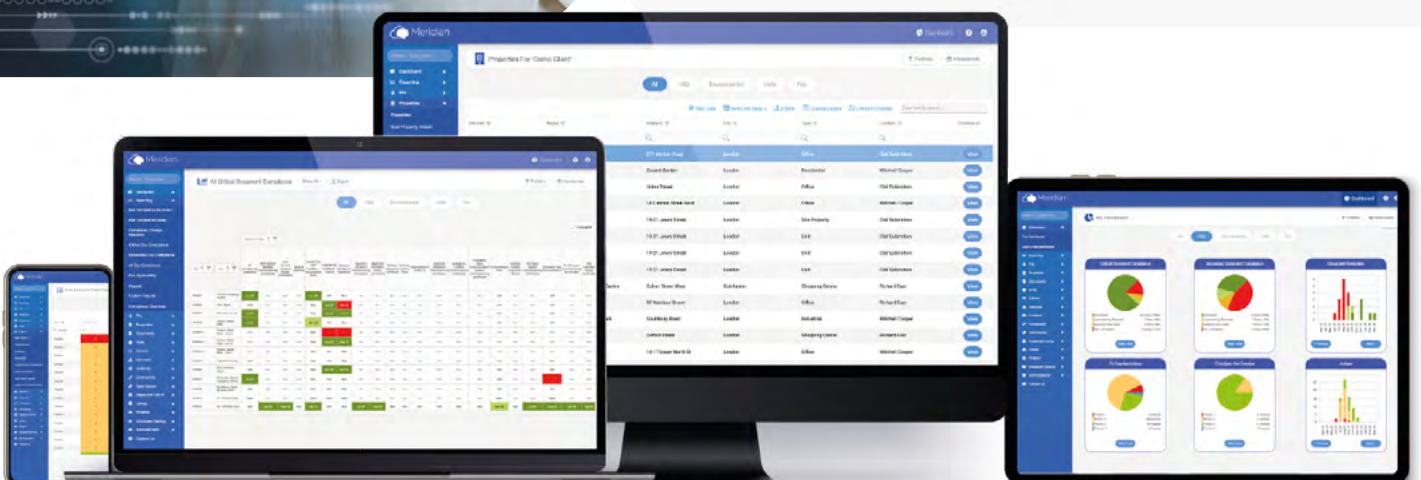
With Meridian, BNP Paribas’ clients have been able to access not only the document, the compliance windows, but also any actions or incidents as well. Meridian gives the client the *“feel-good-factor”* so that, not only what BNP Paribas are telling them in their reports, but they can verify the information in Meridian itself.

Also, BNP Paribas get audited by several of their clients and Meridian makes it easy for these auditors to access and analyse the relevant data.



“ It’s a clear window—you know, it’s open and honest. We’ve got nothing to hide, so if they want to go into the Meridian and platform and check, they can do so easily. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate





What solutions has Meridian provided for BNP Paribas?

Data sharing and access

For BNP Paribas, using Meridian has helped to improve data sharing across the board. The platform allows them to share key pieces of information with clients to allow them to get a good view of their compliance activities.

“ Not only is it a good monitoring tool for ourselves, we can also give access to the client. So again, it’s a window for them to look in on and see what is going on. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate



Reporting and analytics

Reporting and analytics is also an important part of what BNP Paribas do, so Meridian is a great tool for this. It can be a great way to communicate compliance activities and data to key stakeholders across the organisation, particularly for senior leaders.

“ We also use Meridian extensively for our management reporting, so we draw down a lot of reports from Meridian to format our board reports for our senior directors so they can review compliance standards or status across the portfolios. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate

“ If I’ve got team meetings or calls, I can pull up the dashboard and I can talk to the team live to tell them their performance is showing at the moment and if there’s anything that’s there’s not quite right, then we can discuss it then and there. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate

Benchmarking teams' performance

BNP Paribas also use Meridian for benchmarking each of the teams against each other so they can see who is performing well and who needs the additional support.



Tracking compliance activities & identifying issues

Meridian is a great tool for tracking compliance activities and identifying issues. BNP Paribas can use the platform to look at their different buildings and see the compliance issues that they may have.

When conducting their own audits, they use the data that's in Meridian to do the pre-audit preparation.

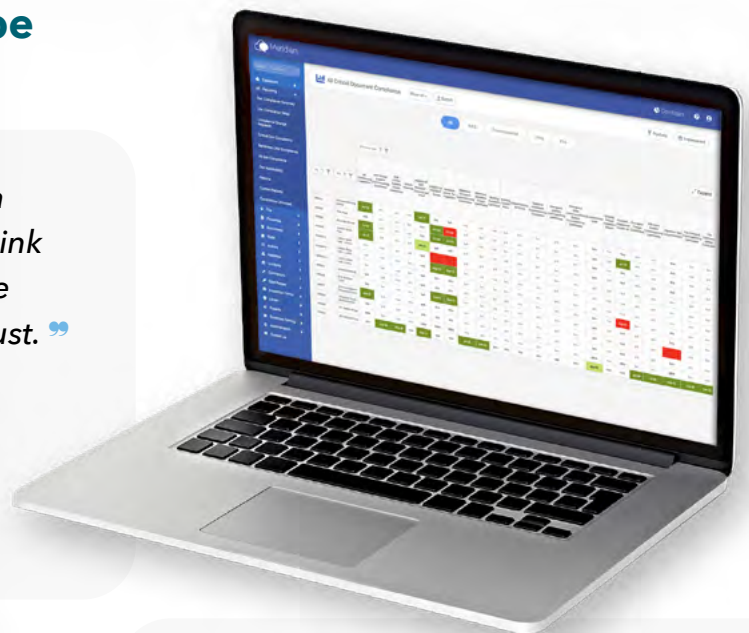
“ I go in through the dashboard and I can click into the pie chart and look at what's non-compliant or if there's overdue actions. So then, when I go to the property or site, I can have a walk around and I've got a number of questions already formed in my mind because I've looked at what is on Meridian. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate

How do BNP Paribas describe the Meridian platform?

“ It's very intuitive. I've used quite a few systems over the years, and I think Meridian is one of the most intuitive systems that I've used- It's very robust. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate



One Meridian feature that BNP Paribas particularly like is the audit function because they can see if someone changes something important and they can find out why. In most cases, there are also notes that can be applied to any changes so they can see there is an audit trail which is “very good” and “very useful”.

Once the BNP Paribas teams are shown how to navigate around Meridian, they often don't need to go back over things several times because it is so intuitive.

“ Most people, you give them a quick hour 2-hour session to go through what you do in Meridian, and they're often okay getting on with it themselves. So, yeah, it's a very useful and very intuitive tool. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate

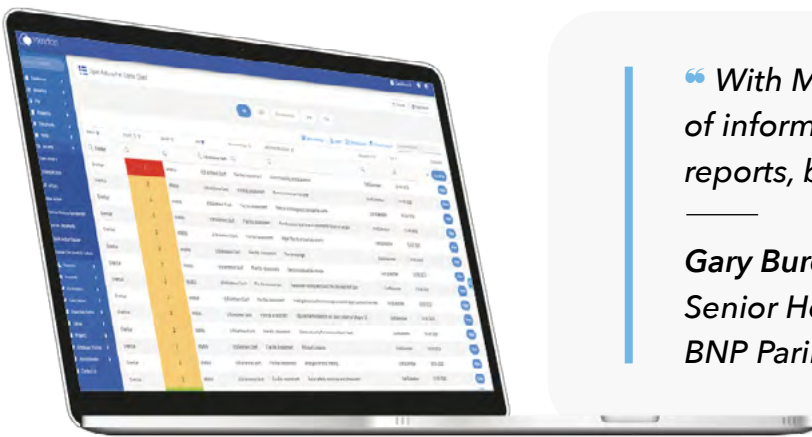


What would BNP Paribas do without Meridian?

“ If we didn't have Meridian, we would have to store files in computer folders and pull out the information. So, it would be a very manual, time-consuming, labour-intensive exercise to produce the reports that we do. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate

At William Martin, we are firm believers that Meridian reduces the burden of managing compliance—and BNP Paribas is the perfect example of that hypothesis put into action.



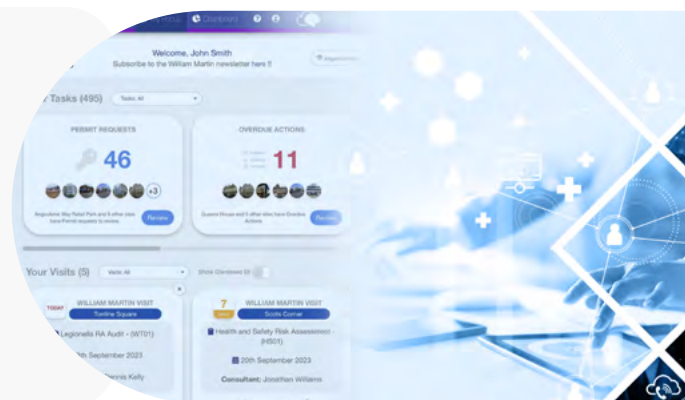
“ With Meridian, we can draw down a lot of information, not just for the monthly reports, but on a day-to-day basis too. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate

BNP Paribas also appreciate how Meridian can be tailored to their exact needs and specifications.

“ It's been good the fact that we can get things made and customised to the way we want it to be- you know, it is bespoke to us. ”

Gary Burdett,
Senior Health and Safety Manager,
BNP Paribas Real Estate



Have you experienced similar challenges to BNP Paribas?
Are you looking for an effective compliance management solution?

Get in touch with us today to start your journey...



Compliance without compromise

We create next-generation property compliance by fusing clever consultancy with cutting-edge technology, so our clients can grow. Our products include:




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