

TELECOMS - ESTATE MANAGEMENT



Estate Management and New Code Lettings for London Borough of Camden

CLIENT	London Borough of Camden
PROJECT	Telecoms Consultancy Services
SECTOR	Telecoms
ADVICE	Estate Management & New Code Lettings
DATE	12.08.2025

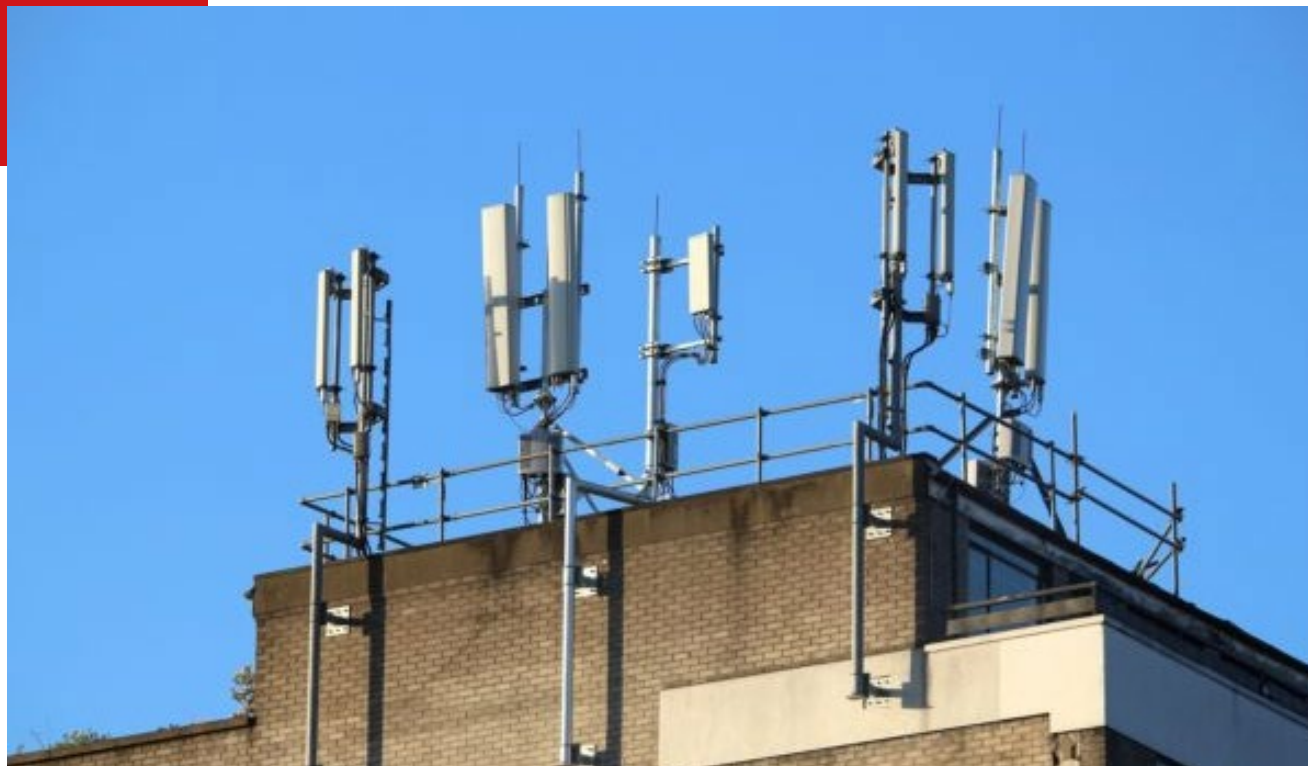
"LSH has delivered outstanding management of the council's telecommunications portfolio. Their strategic insight, and proactive stakeholder engagement, increased revenue and significant costs savings. Professional, responsive and trustworthy — LSH is an excellent partner for any public-sector telecoms programme."

London Borough of Camden



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**Lambert
Smith
Hampton**



OUR ROLE

- Maximise potential within Camden with identification and marketing of new sites and opportunities to Operators.
- Negotiation of agreement with non- Code and new Code operators.
- Management of current telecoms portfolio within Camden, advise relating to any outstanding lease events or in relation to potential breaches and equipment installed on site.

RESULTS

- Significantly improving mobile 4G & 5G connectivity across the Borough of Camden while maximising revenue from non-traditional property assets.
- 60 new telecoms sites identified, and new leases completed over 2018-2025 , delivering £1.2m p.a. in addition revenue.