

William Martin ✓

MARLOWE SRC - William Martin

BRAND BASICS

marlowe-src.com

MARLOWE | Software, Risk
& Compliance

William Martin ✓

elogs

barbour

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MARLOWE P L C

DIVISION

MARLOWE | Software, Risk & Compliance

BRANDS

William Martin ✓

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PRODUCTS



Consultancy



CAFM* Service Desk



Consolidated



Meridian



Facilities Services



Comprehensive



Prosure360



Occupier Portal



Consultancy

Marlowe SRC does not seek to become a brand in its own right. However, it's the vehicle for our suite of integrated platforms. Therefore it does need to be described consistently like any other brand, as detailed on this page.

One-line Description of the Brand

Integrated platforms to enhance visibility, increase productivity, and reduce risk.

The brand in 100 words:

Three brands. Nine products. One compliance ecosystem.

Introducing a revolutionary compliance ecosystem that brings together three of the most trusted brands in the industry. Our integrated products and services cover every aspect of compliance, from risk assessments to supply chain management.

When everything works together seamlessly, you can spend more time on the things that matter to your business. That's why our products have been designed to integrate with each other, helping you save time and cost, ensure compliance, and keep your people and property running at peak performance. Better together. Only at Marlowe SRC.



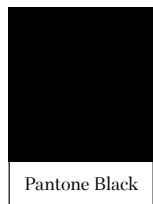
Logo variations and logo colours

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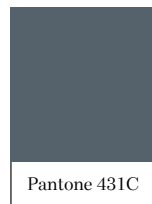
William Martin **barbour**

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William Martin **barbour**



CMYK: 0, 0, 0, 100
RGB: 0, 0, 0
Hex Colour: #000000



CMYK: 64, 47, 40, 28
RGB: 91, 103, 112
Hex Colour: #5b6770



Gradient

The gradient incorporates some of the corporate colours from each of the Marlowe SRC companies



Logo space and positioning



The minimum space surrounding the logo (white space) should be equal to the depth of the uppercase 'o' in the word Marlowe (marked with cyan square above), regardless of logo size.

No other graphic elements or text should infringe on this space.

The Marlowe SRC logo should always maintain a consistent area of space above, below, and on each side, to ensure the impact of the logo is preserved.

- The logo must not be altered in any way. For print items use EPS or TIFF (300 dpi) files. For web, use either a .gif, .jpeg, .svg or .png format.
- The Marlowe SRC logo should always appear in the correct form, never outlined, condensed or expanded. Care should be taken when placing the logo files into documents so as not to distort the original.
- The logo can be reduced and enlarged. When changing its size, treat the logo as a whole.
- The logo should never be used within the context of copy or as wording in a statement or phrase.



Writing about William Martin

When writing William Martin, the full name of the brand should be used rather than abbreviating to WM. We understand that internal shortcuts are used, but using WM externally will make it harder for us to build brand recognition around our name: William Martin.

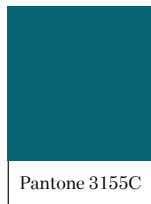
The legal name of the company is still William Martin Compliance Limited, so it's fine to use that where you are referencing the legal name.



Logo variations, logo colours and icon

William Martin 

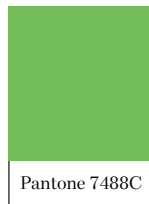
William Martin 



CMYK: 92, 51, 43, 18

RGB: 0, 96, 114

Hex Colour: #006072



CMYK: 56, 0, 93, 0

RGB: 112, 212, 75

Hex Colour: #70d44b





Logo space and positioning



The minimum space surrounding the logo (white space) should be equal to the depth of the uppercase 'M' in the word Martin (marked with light cyan square above), regardless of logo size.

No other graphic elements or text should infringe on this space.

The William Martin logo should always maintain a consistent area of space above, below, and on each side, to ensure the impact of the logo is preserved.

- The logo must not be altered in any way. For print items use EPS or TIFF (300 dpi) files. For web, use either a .gif, .jpeg, .svg or .png format.
- The logo should always appear in the correct form, never outlined, condensed or expanded. Care should be taken when placing the logo files into documents so as not to distort the original.
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KEY MESSAGES

Strapline

Compliance without compromise.

One-line Description of the Brand

We create next-generation property compliance by fusing clever consultancy with smart technology, so our clients can grow.

The Brand in 100 Words

At William Martin, we bring unparalleled expertise and powerful technology to the table. Whatever your sector and wherever you are, we give you the support you need to keep your property estate compliant, strong, and successful.

We go beyond the usual and add value at every step. Our technology fits around you, and we get you up and running in no time. With easy configuration and insightful reports, you can track your risks in real time and gain total visibility of your supply chain. It's compliance like you've never seen it before. Only at William Martin.



Our three words

Enable.

Execute.

Elevate.

Key Messages for the Brand

1. We go beyond the usual. Unlike our competitors, we take a 360 degree approach, from our on-site consultancy to our unique technological solutions.
2. We don't compromise. With unrivalled expertise, our consultants add value at every step. By giving honest, pragmatic advice, we safeguard your people and your property.
3. We reimagine property compliance. We challenge the status quo with cutting-edge technology that fits around you. Regardless of your needs, we make sure you're ready for the future.

Each of our nine products has:

- One line descriptor
- 3 key features and benefits

These are always up to date at www.marlowe-src.com

Every product also has Circular Product Iconography which are detailed in the following pages.

The following product pages also detail:

- Product logos, where they exist;
- In-app product logos, where they exist.
- How to use the product name when writing it.



Writing about William Martin Consultancy

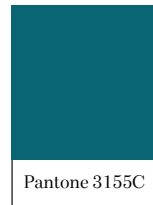
In written form, Consultancy is correct.

Because Consultancy is not a software product requiring its own logo, it does not have a product logo. The product icon below should be used in reports and other materials.

Consultancy icon



Consultancy



Pantone 3155C

CMYK: 92, 51, 43, 18

RGB: 0, 96, 114

Hex Colour: #006072



Pantone 7488C

CMYK: 56, 0, 93, 0

RGB: 112, 212, 75

Hex Colour: #70d44b





Writing about Meridian

In written form, Meridian is correct.

If you're referring to William Martin in the same sentence, "Meridian, from William Martin" is good, as is "William Martin's risk management platform, Meridian".

Meridian product logo



Meridian icon



Meridian



CMYK: 78, 73, 0, 0
RGB: 78, 67, 240
Hex Colour: #4E43F0



CMYK: 52, 13, 0, 0
RGB: 101, 186, 247
Hex Colour: #65BAF7



Writing about Prosure360

In written form, Prosure360 is correct.

If you're referring to William Martin in the same sentence, "Prosure360, from William Martin" is good, as is "William Martin's supply chain management solution, Prosure360".

Prosure360 product logo



Prosure360 icon



Prosure360



CMYK: 92, 49, 43, 17
RGB: 0, 99, 116
Hex Colour: #006374



CMYK: 56, 4, 93, 0
RGB: 124, 187, 77
Hex Colour: #7CBB4D



Tone of Voice

The key to sounding like Marlowe SRC is to use words that are carefully selected, purposeful, and that have an impact. It's about being bold and confident in what we say and what we do. We don't compromise on compliance, so why would we compromise on the way we communicate?

We speak to people in a conversational, human tone by cutting out the formalities and getting on their level. We are friendly and helpful - and we always look to add value in everything we do. Adding value is not only done through our services, but also in the way we communicate.

Copy should always be straight to the point, honest, and resonate with the people we work with - regardless of whether this is internally or externally. This means that we don't faff around, use fluffy fillers, or buzzwords. We communicate in plain English.

To the point

We say what we mean, and we say it with confidence. We want what we say to have an impact, and to do this we need to be sharp, honest, and deliberate.

Powerful

We are not afraid to use big words to get our message across. We are proud of what we do, and it requires extraordinary ways to describe our products, level of service, and expertise.

Genuine

Our clients have many frustrations, and we can relate to these challenges. When we speak to our clients, we are familiar, warm, and accessible.

Style tips

Keep your sentences short

Most people prefer reading sentences which are 15-20 words long.

But, it doesn't mean you should make every sentence the same length. Vary it. Make them punchy and fun to read by mixing shorter and longer sentences.

Use active voice

When you use a passive voice, you sound bureaucratic and stuffy. We want to be straight to the point - this starts with the way we write.

A couple of examples:

Active: We've decided to close your account

Passive: A decision was made to close your account



Use 'you' and 'we'

To bring our communication to the level of our clients, talking to them in human terms makes a difference.

By using 'you' and 'we', we talk to people like they sit across the room from us, and they are more likely to respond in a better way.

Use words appropriate for the reader

There is nothing worse than reading something where you don't understand half of what is said. Say things exactly like you mean it with words the reader will understand. Avoid jargon, unless you are communicating directly with a specific group of people who understand it.

Speak everyday English.

Use positive language

We want to reinforce a positive feeling around Marlowe SRC. Some of this comes through the language we use.

Think about how the two different sentences make you feel:

You can't get a doughnut if you don't stand in line.

To get a doughnut, stand in line.

Avoid using can't, don't, won't etc. as they automatically make the reader feel restricted.

Myth-busting

Rules are there to be broken - and the same goes for grammar. It doesn't mean you should break these so-called rules all the time – just when they make a sentence flow better.

- You can start a sentence with and, but, because, so or however
- You can split infinitives. So you can say to boldly go
- You can use the same word twice in a sentence if you can't find a better word



How we talk

We say this...	... not that
Help	Assistance
Start	Commence
Make sure	Ensure
To	In order to
So	Therefore
Use	Utilise
But	However
Ask	Request
Need	Require
Question	Query
Client	Customer
Collaboration	Partnership
Cutting-edge	Innovative
Team	Staff
Technology/Platform	Software

Marlowe SRC typeface

Avenir & Arial

Avenir is the font adopted for Marketing purposes.

Arial is an alternative font if Avenir is unavailable or unable to be embedded. Arial font for operational documents across the business.

~ Avenir Next (12)	Marlowe SRC typeface	TT
Ultra Light	Marlowe SRC typeface	TT
Ultra Light Italic	Marlowe SRC typeface	TT
Regular	Marlowe SRC typeface	TT
Italic	Marlowe SRC typeface	TT
Medium	Marlowe SRC typeface	TT
Medium Italic	Marlowe SRC typeface	TT
Demi Bold	Marlowe SRC typeface	TT
Demi Bold Italic	Marlowe SRC typeface	TT
Bold	Marlowe SRC typeface	TT
Bold Italic	Marlowe SRC typeface	TT
Heavy	Marlowe SRC typeface	TT
Heavy Italic	Marlowe SRC typeface	TT

Aa

Four most commonly used Avenir fonts.

Avenir Heavy

abcdefghijklmnopqrstvwxyz
1234567890?!*+(.,)

Avenir Bold

abcdefghijklmnopqrstvwxyz
1234567890?!*+(.,)

Avenir Medium

abcdefghijklmnopqrstvwxyz
1234567890?!*+(.,)

Avenir Regular

abcdefghijklmnopqrstvwxyz
1234567890?!*+(.,)

Two most commonly used Arial fonts.

Arial Bold

abcdefghijklmnopqrstvwxyz
1234567890?!*+(.,)

Arial Regular

abcdefghijklmnopqrstvwxyz
1234567890?!*+(.,)

MARLOWE | Software, Risk & Compliance

Integrated platforms to enhance visibility,
increase productivity, and reduce risk.



hello@marlowe-src.com
marlowe-src.com

Not to be shared without consent of Marlowe Software, Risk and Compliance.

William Martin 