



“  
Quality is never an accident  
it is always the result of high intention, sincere effort,  
intelligent direction and skillful execution;  
it represents the wise choice of many alternatives.  
“

William A. Foster

## WE ARE HOSPITALITY PROJECT SPECIALISTS.

We offer flexible, dedicated and highly efficient services for new build and renovation projects, organized around 3 core activities supporting and complementing each other: business services, creative services and execution services.

CPM’s unique structure combines multi-disciplinary expertise and solid experience in hospitality. Our team counts professionals in the fields of architecture, interior design, lighting design, hotel operations, project management, supply chain and procurement. This gives us the full skill set required to deliver excellent project services.

Our consultants are strategically located in Europe, the Middle East and Asia to ensure close proximity to all our projects and resources, guaranteeing excellent market knowledge and very short response time.

We provide the most unbiased and reliable expertise to help our clients maximise their resources and investment while ensuring all operational requirements and brand standards are upheld. We bring solutions to achieve cost, time and quality objectives and pride ourselves on handling only a limited number of projects at one given time and delivering very attentive services.

## A GLOBAL EXPERIENCE A BOUTIQUE APPROACH



2012  
CPM founded in  
Paris



2013  
Hong Kong office  
opened



2015  
CPM Ltd.  
incorporated in Hong Kong



2016  
CPM EAME  
Consultancy  
incorporated in Dubai



2018  
Belgrade office  
opened

## BUSINESS SERVICES

### OPERATIONAL PLANNING BUSINESS STRATEGY

Our Hospitality Experts offer knowledge built over 20 years of hospitality management experience internationally. They ensure a solid support to our creative and project management team in particular with operational planning.

In addition, they bring great value to investors interested in entering the hospitality industry, or seeking to expand, develop and improve their operations. They offer concrete solutions to boost service quality results, image and reputation of the hotel and increase profitability in the short, medium and long terms. This is done by identifying the strengths of the property, seizing opportunities when they arise, making more effective decisions at the right time and using resources optimally.

- Market analysis and competitive set definition
- Business strategy, market segments and USPs identification
- Business case and business plans
- Operational planning and operating concepts
- Hiring strategy and staffing guides
- Pricing strategy
- Marketing & sales programs
- Revenue management
- Training

## CREATIVE SERVICES

### INTERIOR DESIGN STYLING & BRANDING ART CONSULTING

Our Creative Professionals design beautiful, comfortable, efficient and inspiring interior spaces with a strong identity for each property.

From client's brief and operating concepts, we plan the space, develop design schemes, visual presentations and material boards, and develop all construction drawings and specifications.

When commissioned with an art program, we curate works with meticulous care, in a true collection spirit. We work closely with artists and craftspeople through concept, selection, production, framing and installation. We also publish high-quality Art Books designed as reference guides and marketing tools for the properties.

- Design brief elaboration with client
- Property analysis, surroundings and environment survey
- Budget alignment
- Space planning
- Theme and concept development
- Concept visual presentation
- Construction drawings and specifications
- Materials, shop drawings, prototype reviews
- Branding and visual identity
- Art collection, styling

## EXECUTION SERVICES

### DESIGN MANAGEMENT PROJECT MANAGEMENT SUPPLY CHAIN MANAGEMENT - PROCUREMENT

CPM facilitates the execution of interior and fit-out projects through design management, project management and procurement.

From kick-off to handover, we lead all activities to deliver design intent and initial vision while wisely balancing cost, time and quality objectives. We apply our expertise and project management skills to ensure smooth work progress, control performance, maintain excellent communication and stakeholders' satisfaction.

- Project analysis, budgeting and scheduling
- Scope and requirements definition, strategy and procedures
- Pre-qualifications, tendering and contract management
- Value engineering
- Approvals and changes implementation coordination
- Execution and performance monitoring
- Shop drawings, prototypes and manufacturing facilities reviews
- Logistics
- Site inspections and snagging
- Receiving, quality control, claims management
- Inventory and handover



SERVICES



## KNOWLEDGE INTERNATIONAL EXPERIENCE

Your project is managed by true specialists in their field.

Our hospitality experts carry knowledge built over 20 years of hospitality and project experience internationally, as well as educational backgrounds in all disciplines required to successfully cover all aspects of any project from planning to delivery.

Our consultants have lived, studied and worked in many parts of the globe, gaining great knowledge of many regions and a capacity to adapt and thrive in any environment.

## BOUTIQUE APPROACH

We stand for flexible and highly personalised services.

Project Management is all about people, and this is why our boutique structure is a great benefit. We handle only a small number of projects at one given time allowing us to remain client centric. Your dedicated project leader stays by your side from kick-off to handover.

## MULTI-DISCIPLINARY OPTIMIZED RESOURCES

Each scope is handled by a specialist in the appropriate field with the support of other disciplines.

Our clients benefit from the perfect expertise at all times without carrying the headcount of a large structure.

## TRANSPARENCY UNBIASED EXPERTISE

Our fees are calculated based on scope of work and resources mobilised. All project files and communications are available 24/7 to the client and their chosen representative without restrictions. We work for you and protect your interests every step of the way.

## EFFICIENCY PERFORMANCE

Project data is managed entirely online with a system built on a robust infrastructure, following recognised project management processes. It is customisable and includes dashboards for quick overview, real time progress reports 24/7 available and various automated tracking tools.

This ensures minimal data processing time and error rates and allows us to focus on activities with highest value addition to the Project.

Our operations are 100% paper free.



**WITH A TRACK RECORD OF INTERNATIONAL HOTEL PROJECTS SUCCESSFULLY MANAGED, CPM HAS GAINED RECOGNITION AS A LEADING SPECIALIST OFFERING HIGHLY PERSONALISED SERVICES.**

Our expertise in hospitality, design and project management combined with efficient financial planning, analytical skills and comprehensive market knowledge allow us to achieve significant budget optimisations without ever compromising on quality and quantities required for the hotel operation.

We apply recognized project management methodology and processes to all our activities and work in a systematic, diligent manner to ensure all requirements are well taken care of. This includes control mechanisms at various checkpoints throughout the project cycle, and procedures that are constantly updated and improved with lessons learned.

Simultaneously, we give special importance to flexibility and tailored solutions. This approach has made our success.

**IT IS THE KNOWLEDGE AND EXPERIENCE BUT PERHAPS EVEN MORE IMPORTANTLY, THE ATTITUDE OF THE PEOPLE WHO RUN THE PROJECT THAT MAKES THE DIFFERENCE.**

Team members' qualifications include:

- Project Management Certifications - PMI
- Scrum Master and Scrum Product Owner
- Master of Science in Engineering and Technology
- Bachelor and Master of Architecture
- Masters of Global BIM Management
- Bachelor of Tourism and Hotel Management
- Bachelor of Business Administration
- Master of Business Administration and Hospitality Management
- Master of Arts in Theatre Lighting Design
- Master of Economics
- Diploma in Interior Design
- Ecole des Beaux-Arts for Fine Arts & Art History
- over 10 spoken languages

**OUR STRENGTH FOR A SUCCESSFUL PROJECT DELIVERY IS OUR ABILITY TO COMBINE A STRONG BACKBONE OF KNOWLEDGE, METHODOLOGY AND SYSTEMS FOR HIGH EFFICIENCY, WITH A TAILORED, BOUTIQUE APPROACH OFFERING A FLEXIBLE, ADAPTABLE AND HIGHLY PERSONALIZED SERVICE.**



**EXPERTISE AND BOUTIQUE APPROACH**



PROJECTS COMPLETED

Park Hyatt Hyderabad & Residences  
Regent Hill Exclusive Event Space Kiev  
Hilton Kiev  
Private residences Hong Kong  
Private residences Paris  
GHHL Executive Offices Hyderabad  
Hyatt Place Shenzhen Airport  
Hyatt House Shenzhen Airport  
Hyatt Place Luoyang  
Six Senses Kaplankaya (formerly Canyon Ranch Wellness Resort)  
Anhinga Beach Club, Restaurant and Bar Kaplankaya  
Emerald Club Mumbai Chembur  
Hyatt Regency Mainz  
Soibermann Hotel Frankfurt Airport  
Private residences Dubai  
Radisson Tsinandali  
Address Hotels + Resorts custom chinaware line  
Loyalty Events Space Riyadh  
Private residences Hyderabad  
Le Meridien Batumi  
Dari Q Luxury Residences Jeddah, Kingdom Of Saudi Arabia  
Soibermann Hotels, Wittenberg, Alexandersbad and Hof  
Batumi Hills Luxury Residential Complex  
River Park, Residential Complex  
One & Only Cape Town

PROJECTS ON-GOING

One & Only Le Saint Geran Private Homes  
Hyatt Regency Kyiv  
Boutique Hotel Bad Bertrich  
Address Skyview Dubai  
Bvlgari Moscow  
Mantis Hawar Resort Bahrain

AREAS WITH SELECTED  
RESOURCES AND SUPPORT  
OTHER KEY SOURCING AREAS

COLLABORATIONS &  
CONSULTANTS PAST KEY PROJECTS

Bermuda Villas RAK (157 residential villas)  
Hyatt Regency Yekaterinburg  
Rixos Bab Al Bahr RAK  
Private residences Dubai and Abu Dhabi  
Lion Roars Hotels & Lodges South Africa (15 locations)  
ITC Mughal Agra (2009 Lumen West Award)  
Liquid Ista Bangalore  
Shanti Ananda Maurice Mauritius  
Hilton Saint Petersburg Expo Forum  
Hyatt Regency Kiev  
Park Hyatt Baku  
Hyatt Regency Belgrade  
Park Hyatt Milano  
Four Seasons Dubai Jumeirah Beach  
Four Seasons DIFC  
The Spa at the Rulers Private Palaces of KSA  
Rosewood Abu Dhabi  
Tide Wellness & Fitness at Dukes the Palm  
Armani Hotel at the Burj Khalifa Dubai  
The Palace Downtown Dubai  
Kempinski Emerald Palace Dubai  
Hilton Batumi  
Marriott Tbilisi



PORTFOLIO & REGIONAL COVERAGE



We successfully handled projects in many different countries, thanks to our globally experienced team, as well as our flexible and adaptable approach.

While we capitalise extensively on lessons learnt on our past projects to anticipate challenges, we always conduct in-depth surveys of the location, market and project specifics before undertaking any new mandate, whether we had previous experience in the region or not.

Every country and every project has its specificities. Conjuncture evolves rapidly, especially in emerging markets, neighbouring countries may have very different systems, and regulation may change from one year to the next. Hence, principles that were applicable to a project may not be valid to another, regardless of how similar they may appear.

Once again the boutique approach comes into play as we take the time to study each case and precisely define the resources needed to execute the project successfully.

## OUR STRONGEST ASSETS

## THE VARIETY OF EXPERIENCES AND COMBINED SKILLS OF OUR TEAM MEMBERS

## OUR DETERMINATION TO DELIVER EXCELLENT SERVICES

## THE FLEXIBILITY OF OUR STRUCTURE





ONE TEAM FOR THE COMPLETE PROJECT CYCLE



DIRECTION	PLANNING & DESIGN	OPERATIONAL PLANNING & BUSINESS STRATEGY	PROJECT MANAGEMENT & PROCUREMENT	
<div></div> <div><b>Virginie Soualhat</b> Managing Director</div>	<div></div> <div><b>Inna Sparrow</b> Director - Design</div> <div></div> <div><b>Nardin Abu Shamleh</b> Design Manager</div> <div></div> <div><b>Andrijana Batalo</b> Design Manager</div> <div></div> <div><b>Astha Saini</b> Lighting Consultant</div>	<div></div> <div><b>Javier Martin Luis</b> Business Development &amp; Strategy Advisor</div> <div></div> <div><b>Frederic Chabbert</b> Senior Culinary Advisor</div> <div></div> <div><b>Jocelyn Hasdenteufel</b> Senior Front of House Operations Advisor</div> <div></div> <div><b>Hayley Feiner</b> Senior Spa Advisor</div> <div></div> <div><b>Kapil Kumar</b> Spa Operations Consultant</div>	<div></div> <div><b>Violeta Jekic</b> Director - Commercial</div> <div></div> <div><b>Nicole O'Reilly</b> Project Manager</div> <div></div> <div><b>Mahendra Goel</b> Site Manager</div>	<div></div> <div><b>Galina Simic</b> Director - Procurement</div> <div></div> <div><b>Carmen Maria Naseem</b> Project Coordinator</div> <div></div> <div><b>Mohammed Modh</b> Project Coordinator</div> <div></div> <div><b>Sugar Ho</b> Project Coordinator</div>





Virginie boasts 20 years of international luxury hospitality experience.

Throughout her career, she has lived and worked in France, Switzerland, Ukraine, Russia, India, South Korea, Hong Kong and the UAE.

Prior to founding CPM, Virginie held leadership roles in hotel operations and managed several opening and renovation projects on behalf of Hyatt Hotels & Resorts.

Since 2012, Virginie runs CPM | hospitality project services, and has led the team of the boutique agency in managing new build and renovation hotel projects worldwide including business services, creative services and execution services.

Virginie is passionate about hotel operations and design, she is involved in key activities for all projects managed by CPM and remains in communication with clients, Designers and Suppliers throughout each project phase. She is in constant search for new ideas, techniques and products, travelling the world to identify possible sources and bring the uniqueness that characterises CPM's sourcing.

She is a certified Project Management Professional, and holds degrees in Interior Design and Business Administration. She also has a first education in Fine Arts & Art History from l'Ecole des Beaux Arts in Paris. This education and background is a perfect mix of technical knowledge, structure and processes, with creativity and acute design sense.

**VIRGINIE SOUALHAT** PMP, B.BA,  
**MANAGING DIRECTOR**





**Inna Sparrow** M.ARCH  
Director - Design

In her early career, Inna worked with leading furniture manufacturers, in particular hi-end Italian and German custom kitchens. This provided her with a great understanding of materials, joinery and all technical aspects of furniture making. A knowledge extremely valuable when specifying furniture but also evaluating shop drawings and prototypes. Inna is passionate about technology and innovation. She is an expert at virtual and augmented reality.

Inna follows projects from design to execution and focuses on residential projects, interacting directly with clients, managing the always many special requests and closely supervising each detail of the execution with contractors.

Base city Prague  
Languages English, Ukrainian, Russian  
Qualifications Master of Architecture  
Interior designer  
VR and AR artist

Key Projects  
One & Only Le Saint Geran Villas Mauritius  
One & Only Le Saint Geran Le Badamier  
Dari Q Luxury Residences Jeddah, Kingdom Of Saudi Arabia



**Andrijana Batalo** M.ARCH  
Design Manager

Andrijana started her career as an assistant professor at the faculty of Architecture in Belgrade while collaborating with architecture studios in Germany and Serbia. She has particular interest in production methods such as laser cutting, casting and moulding and is also an Art lover and connoisseur.

Andrijana manages all design activities from space planning and concept to construction documentation and execution monitoring. She also supports the Project Management and Procurement teams with FF&E specification and floor plan reviews, shop drawings, material samples and prototype assessments.

Base city Belgrade  
Languages English, Serbian  
Qualifications Master of Architecture  
Project Management in Civil Architecture  
Building Architect License

Key Projects  
Marriott Tbilisi  
Soibermann Hotels portfolio conversion, multiple locations, Germany  
German Embassy of Belgrade reconstruction



**Nardin Abu Shamleh** M.ARCH  
Design Manager

Nardin enjoys the unique challenges of balancing form and function and believes in transforming needs into a functional living art.

In Dubai for the last 8 years, Nardin designed and managed over 40 compelling interior and architectural projects in urban, residential, commercial, healthcare, hospitality and religious facilities.

A strong leader with great attention to detail and excellent problem solving skills, Nardin ensures every project is executed accurately and to the highest standards.

Base city Dubai  
Languages English, Arabic, German  
Qualifications Bachelor of Architecture  
Space planning studies Bauhaus University of Weimar, Germany  
Masters of Global BIM Management

Key Projects  
Rixos Bab Al Bahr  
28 Residential, Villas Complex Dubai  
Bermuda Villas at Mina Al Arab, RAK



**Astha Saini** M.A.LD  
Lighting Consultant

Astha directs all lighting activities on CPM projects, both for architectural and decorative lighting, creating illumination schemes and developing all specifications. Astha is also a trained tea sommelier, which gives her great insight into F&B operations and lighting requirements in operational areas.

She ensures electrical compliances and leads technical and material reviews. During execution, she assists with specifications, shop drawings and prototype reviews. Astha also contributes greatly to all our Art Collection scopes.

Base city San Diego  
Languages English, Hindi  
Qualifications Master of Arts in Theatre Lighting Design  
Multiple lighting awards including 2009 Lumen West Award of Excellence for Lighting Design

Key Projects  
Park Hyatt Hyderabad  
ITC Mughal, Agra  
Soibermann Hotels portfolio conversion, multiple locations, Germany  
Shanti Ananda Maurice, Mauritius



**Violeta Jekic M.SC.EC**  
Director - Commercial



**Galina Simic M.SC.E.**  
Director - Procurement

Along with her myriad of skills, Violeta is a trained Electrical Engineer as well as a Chef.

She coordinates our overall team efforts from a commercial and financial perspective. Violeta oversees resources allocation pre and post sale, leads initiatives on automation and system efficiency. She also directly manages logistics, ensuring the best schemes are implemented for each project depending on specifics of the location and import rules.

Base city      Belgrade  
Languages    English, Serbian, German  
Qualifications Masters of Science in Business and Economics with speciality in Hotel Management

Key Projects  
Marriott Tbilisi  
Soibermann Hotels portfolio conversion, multiple locations, Germany  
Radisson Collection Tsinandali  
Le Meridien Batumi  
One&Only Le Saint Geran Villas, Mauritius  
One & Only Le Saint Geran Le Badamier  
Hyatt Regency Kyiv

Procurement associate with 10+ years in the hospitality industry. Galina is proficient in how global trends are shaping goals, standards, and deliverables.

She undertook pre-opening procurement for luxury properties across the Middle East and Africa and developed OS&E standards for new luxury hotel brands. She also created and managed a marketing strategy for a group of companies.

Before that, Galina worked in a hotel cluster procurement. Her beginnings in hotel operations made her an advocate for hospitality industry values.

Base city      Dubai  
Languages    English, Russian  
Qualifications Agile Project Management Certifications, Scrum Master and Scrum Product Owner  
Master of Science in Engineering and Technology

Key Projects  
Mandarin Oriental Jumeira, Dubai  
Andaz Dubai The Palm, Dubai  
The House Hotel, Kuwait  
Staybridge Suites, Abu Dhabi







**Javier Martin Luis B.BA**  
Business Development & Strategy Advisor

Javier is a Spanish - German hotel specialist focused on rooms' operation and property management. He started his career at the Hyatt Regency Mainz where he evolved from Night Manager to Director of Rooms, before transferring to the Park Hyatt Hamburg.

During his tenure as General Manager, he completely re-branded and renovated the property and significantly increased profitability. He remains in charge of new acquisitions and development and already doubled the group inventory, while he acquired his own property.

**Base city** Frankfurt  
**Languages** Spanish, German, English  
**Qualifications** Certificate of Business Excellence, CA Management Akademie Hotel Management, IST Study Institute

**Key Projects**  
Hyatt Regency Mainz  
Soibermann Hotels portfolio conversion, multiple locations, Germany



**Frederic Chabbert**  
Senior Culinary Advisor

Frederic is a trained French classic chef committed to sustainable gastronomy. Frederic also traveled the world to widen his culinary skills, working in numerous Michelin star restaurants such as Le Louis XIV of Alain Ducasse in Monaco, The Dining Room at the Ritz-Carlton San Francisco, and Petrus, at the Island Shangri-La Hong Kong, where he received his first two Michelin stars.

Frederic went on to work as a Group Executive Chef for Hugo Desnoyer in Paris and Tokyo, before finally establishing his own restaurants: Dôme, Antwerp and Dôme Sur Mer. Frederic won another Michelin star for Dôme.

Frederic assists with operational planning, F&B concepts, market surveys, and equipment selections.

**Base city** Antwerp  
**Languages** French, English  
**Qualifications** Hospitality school, France CAP, BEP, BAC Pro culinary arts.

**Key Projects**  
Petrus, Shangri-la Hong-Kong  
multiple outlets Hugo Desnoyer  
Dôme and Dôme sur Mer



**Jocelyn Hasdenteufel**  
Senior Front of House Operations Advisor

Jocelyn made his first steps in hospitality from the perspective of real estate development in Paris. He then moved to South of France and acquired shares in a hotel business in Nice, before venturing on his own. Jocelyn went through all phases of developing the business from market study, acquisition and transformation of a building, setting up and marketing the property and eventually, running it on his own before the first income would allow to increase staffing.

As a hands on owner and self taught hotelier, Jocelyn brings a different outlook and perspective on projects and has proven an extremely valuable advisor.

**Base city** Nice  
**Languages** French, English  
**Qualifications** Masters of Science in Business and Economics



**Hayley Feiner**  
Senior Spa Advisor - FHC Global

Born and raised in South Africa to a family of hoteliers, Hayley is a spa expert with 15 years of international experience.

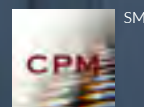
She worked with High Luxury operators like Rosewood and Four Seasons and specializes in preopenings and set up, large spa operations, concept design and brand development.

She is our Senior Spa advisor and supports CPM projects with her spa expertise from operating concept reviews to equipment listing and quantifying as well as product selections.

**Base city** Dubai  
**Languages** English, Afrikaans  
**Qualifications** Masters in Tourism and Hotel Management

**Key Projects**  
Four Seasons DIFC Dubai  
Four Seasons Dubai Jumeirah Beach  
Rosewood Abu Dhabi  
The Address Downtown EMAAR Dubai  
The Spa at the Rulers Private Palaces of KSA  
Rosewood Abu Dhabi  
Tide Wellness & Fitness at Dukes the Palm

WE BRING THE MOST  
EXCLUSIVE PROPERTIES  
TO LIFE



HYATT REGENCY KYIV, UKRAINE













Private Homes at One&Only Le Saint Geran, are crafted for a very demanding clientele and require an extremely detailed design coordination.

Each and every piece of equipment was meticulously customized.

A Show Villa was delivered in only 3 months; a serious challenge considering the level of accuracy in production needed, transportation times and complex importing regulations in Mauritius, while controlling the budget.

We had to balance the requirements of a large scale tender in anticipation of the 52 villas to be further built, while at the time, buying only 1 piece of each item and without the possibility to confirm timing and further quantities to suppliers.

To deliver this project to the complete client satisfaction, we had to allocate more resources than normally needed for such a project scale.

Our Project Manager and Managing Director ensured a very close coordination internally as well as with the client.

One of our highly qualified designers was assigned to supervise all items requiring custom production, while a specialist was focusing on logistics arrangements to keep a high processing pace.

**Close vendors' management** was required to ensure timely and impeccable execution of all orders, while keeping vendors motivated in absence of confirmed large orders.

Very quick execution, ability to change plan and reorganize in a very agile manner were key to this project success.























## SPECIAL SOLUTIONS FOR SPECIAL PROJECTS HISTORICAL BUILDINGS & PROTECTED MONUMENTS

Tsinandali Estate is the cradle of classical wine making of Georgia, the place where Georgian wine was first bottled. Located in the heartland of wine producing region of Kakheti it was among domains of Chavchavadze princely family for centuries, and most notably of Prince Alexander Chavchavadze (1786-1846) poet, public benefactor and military figure.

The Radisson Collection Tsinandali is was unique project with a very challenging set of requirements, to **meet all operational standards and international luxury hospitality requirements, while preserving the integrity of the historical estate.**

The heritage building demanded **special attention to materials used to, all monitored by government officials and restoration experts.** Besides, Public Areas fit out had to be managed solely from art direction from famous lighting designer Ingo Maurer and Georgian artist Tamara Kzesitadze.

The project required a special team to manage the intricate design. We mobilized **our Design and FF&E specialists to develop a complete specification book based the two Art Directors' visions.**

To meet the requirement for authenticity while keeping with the budget, **we sourced most of the Public Areas furniture and various lighting fixtures on antique markets and in auction houses.** CPM identified the most suitable markets and organized trips with designers and client during which unique pieces were hand picked. Once an item was chosen by the designers, we would reserve it and come back to negotiate the best prices with antiquaries and private owners piece by piece.

Orders management, financial tracking and export was particularly complex as most vendors would accept only cash payments without receipts and would not provide the required documents for international transport, let alone suitable packing for export. An extensive logistic and administrative effort was deployed to successfully **gather over a 130 unique pieces from France, Belgium, Sweden, Turkey, Iran and India, and deliver them in a consolidated fashion to Georgia.**

The hotel successfully opened in 2018 and has since received many awards including "Best Hotel & Tourism Resort Award" finalist MIPIM2020 for its unique handcrafted interiors, outstanding premium lifestyle facilities, its character and authenticity.



### RADISSON COLLECTION TSINANDALI, GEORGIA

Design Management, Styling - Procurement, Supply Chain Management









**PROCUREMENT,  
BUDGET CONTROL  
AND NEGOTIATION SKILLS**

**SAFEGUARDED QUALITY, QUANTITY  
AND DESIGN INTENT**

**WE PROVIDE UNBIASED AND RELIABLE HOSPITALITY PROJECT EXPERTISE TO HELP OUR CLIENTS MAXIMIZE THEIR RESOURCES AND INVESTMENT WHILE ENSURING ALL OPERATIONAL REQUIREMENTS AND BRAND STANDARDS ARE UPHELD.**

Our expertise in hospitality, design and project management combined with efficient financial planning, analytical skills and comprehensive market knowledge allow us to achieve significant budget optimizations without ever compromising on quality and quantities required for the hotel operation.

Every piece of furniture and equipment, every supplier and contractor, undergoes a strict selection process to ensure that the hotel is functional, self-sufficient and stands the test of time. Design, technical specifications, cost, quality, durability, ease of purchase, delivery and replacement, warranty period, price stability are all equally important selection criteria.

Our database is rich with pre-qualified suppliers that have been selected based on the suitability of their production to meet minimum industry standards, but also their stability, reliability, and ability to comply with all expected Purchase Terms & Conditions for the specific project at hand.

**TENDERS ARE CONDUCTED TO PROVIDE OPEN AND FREE COMPETITION BETWEEN BIDDERS.**

Tenders are prepared in a standardized format and contain all bid requirements to ensure no ambiguity is left for the bidders' interpretation and facilitate a fair and objective comparison. Responses are compiled and analyzed considering all qualification criteria. Each comparison provides the evaluation of key elements of the quotations affecting the project success including cost, quality, durability, design, technical specifications, lead-time, payment and delivery terms, ease of purchase, delivery and replacement, warranty period, price stability.

Comparisons are made between the different offers as well as in relation to budget and history of pricing for similar products. Prices are challenged and negotiated.

Besides, thanks to our in house design resources and in-depth hospitality understanding, we are also able to suggest alternatives to meet budget requirements while preserving the operational needs and design requirements.

**LOCAL SOURCES & EFFICIENT LOGISTICS PLANNING**

We always extensively survey the local market and endeavor to select local sources whenever possible, hence reducing logistics costs and footprint as well as easing the re-ordering process for future operations.

Furthermore, we establish cost-effective logistics solutions for items requiring importation and this alone results in very significant savings without any impact to the goods purchased.

Unless brands have exclusive distribution agreements in place, we only work directly with manufacturers, not resellers. This ensures better quality control, more flexibility and best pricing as the client pays direct factory pricing without any other commission.

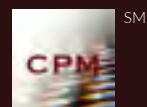
**RELATIONSHIP WITH VENDORS**

Throughout the years, we have established quality relationships with vendors. We often meet face to face, keep track of their developments, and regularly visit production facilities.

Contractors and suppliers are aware of our high expectations and quality standards both for products and service. They know we will work closely with them to ensure they have everything they need to deliver excellent products in time but also that we will closely monitor their performance. We constantly update our database with performance ratings based on previous, and current orders.

Finally, we leverage on our global purchase potential to negotiate the best prices.

# HIGHLY PERSONALIZED SERVICE



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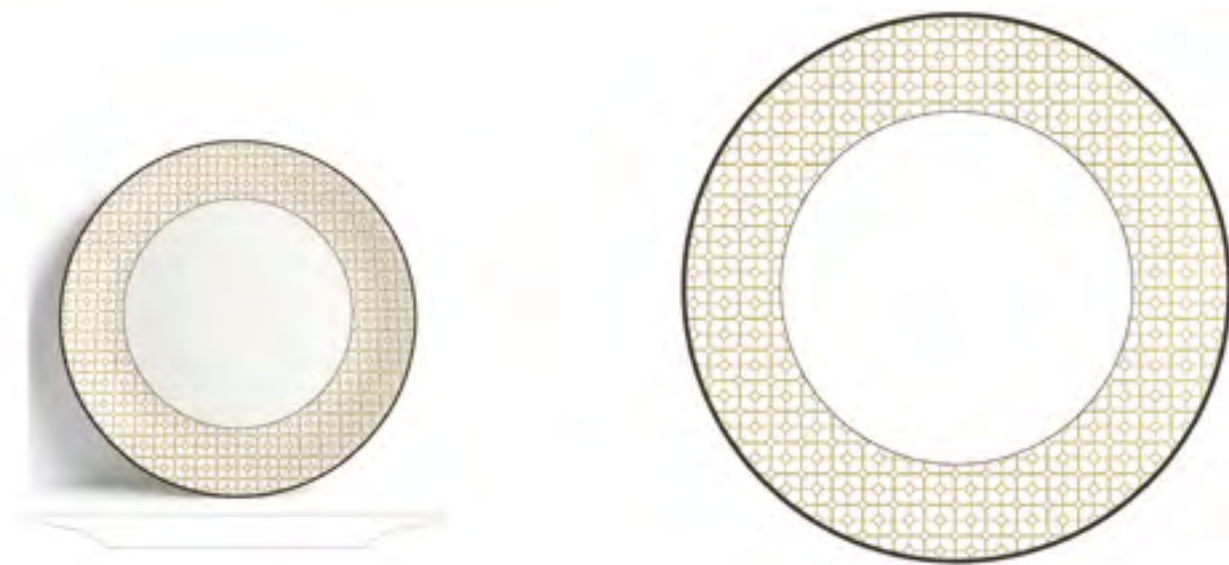






CUSTOMIZATIONS  
EVEN FOR SMALL QUANTITIES





















SOBELMANN WITTENBERG, GERMANY

Renovation and re-branding - Interior Design, Project Management and Supply Chain Management









**HYATT PLACE SHENZHEN AIRPORT, CHINA**  
Site inspections, Quality Control, Snagging

**HYATT PLACE LUOYANG, CHINA**  
Site inspections, Quality Control, Snagging





**REGENT HILL EXCLUSIVE EVENT SPACE KIEV, UKRAINE**  
Project Management, Design Management, Styling and Supply Chain Management

**HILTON KIEV, UKRAINE**  
Art Consulting





Paris  
Belgrade  
Dubai  
Hong Kong

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SM