



Operations, investment  
& development

## Site and service sector real estate park working tools and heritage

- **OWNER OR TENANT:** what real estate setup meets the objectives of the business? Setup a third-party investment in the framework of restructuring the building or a change in site?
- **SEARCH FOR NEW SITE:** in a growth situation, should you remain or change sites? Which type of installation and which environment for which specifications? How can you manage the competition between providers of real estate solutions? Building to restructure or new program?
- **OPERATING PROPERTY LOADS AND COSTS:** what levers are there for optimization with a real return on investment? How can you improve the cost of the installation without a change of site?
- **SPATIAL ORGANIZATION:** does the open-space plan really save space? What alternative organizations of work spaces are there? What are the impacts of nomadism and telecommuting?
- **BUILDING PERFORMANCE:** what is the relation between the rented area and the area actually used? What flexibility is required of the building and what reserve capacities are foreseen?
- **ENERGY PERFORMANCE:** what are the regulatory obligations in 2012 and 2015? For new buildings? For existing buildings? Which "green lease" adapted to the interests of the owner, the tenant and to the condition of the property?

### LINDEA

■ assisted for more than a decade, industrial groups, services and co-operatives, as well as communities

■ completes 30 to 40 missions every year, including 6 to 10 projects involved with the adaptation of service industry real estate, in France and in Western Europe

■ is independent, including operators and real estate marketers, technical and architectural project managers

Lindea assists owners, operators (users and decision makers) or investors, in the phases of assessment, decision and deployment of service sector real estate projects, in particular in the framework of:

**Real estate and service industry master plan scenarios:** building the different possible scenarios from the needs in the short, medium and long term, and the operator's objectives

**Qualification and multi-channel, possibly anonymous, real estate searches:** to having a selection of land and/or built solutions adapted to the needs of the operator in the short, medium and long term, and within economic objectives

**Space requirements:** objectively assessing the needs from the analysis of positions, common functions, ratios observed and the standards of the company.



**Real estate setup:** developing the alternatives to setting up the operator, targeting investors, negotiating and contracting in the framework of a lease

**Diagnosis and technical assessments of buildings:** evaluating investment needed to upgrade the standards/renovate a building, assessing the costs of transforming service industry spaces

**Conduct of work and transfers:** definition, organization and conduct

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### Let's get together!

We will gladly meet for a pre-qualification (working meeting, visit to sites), in order to assess together the interest and the modalities of our assistance