

ACHIEVE THE CHANGES IN ACTIVITIES, REAL ESTATE AND TERRITORIES

Combining project management, designers and developers to successfully complete a complex real estate project



Builder, developer, project manager... your role in the real estate project and your skill sets are well established

In some cases, the success of your project will require you to collaborate with persons involving postures and skills that are not usual for you, or to engage in situations requiring enhanced coordination with the investor principals and users, for which a dual outlook and a capacity for mediation are essential



Benefits to expect for everyone and for the project:

- rigorous work, effective, at the right time, at the right level for everyone
- continuous coherence and permanent reconciliation of points of view
- relations of trust



Since 2001, one team, 3 work fields
for tailor-made support to your real
estate decisions and projects



CONSULTING in organization
& set up of businesses and
sites



DEVELOPMENT of sites &
territories, valuation &
financing



MANAGEMENT of
infrastructures & construction
projects

Since 2001 **Lindea** have been
working with industrial, service and
cooperative groups, as well as local
authorities

LINDEA carries out 70 to 80
assignments each year in France
and Western Europe, half of which
concern property and land
valuation

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

The following companies have
placed their trust in **LINDEA**:
Spie Batignolles, Em2C, Eiffage,
Bleu Finance, IDEC, GSE, ...



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YOUR QUESTIONS...

UNDERSTANDING AND BE UNDERSTOOD...

- understanding and analyzing the future operator's activity: functions (production, logistics, R&D, support, services), internal and external flow, organizations and work environments, associated constraints
- helping the project management to decrypt the players in construction, their roles and responsibilities, the technical and regulatory requirements, the challenges of deadlines and budgets. How can you ensure a climate of mutual confidence, and establish effective modes of collaboration?
- promoting establishing of clear responsibility and the involvement of project management in the daily life of the project and in the key moments choosing solutions, of arbitration, of renegotiation, of compliance checking, etc.

FOCUSING ON NEEDS: A SCHEDULE AND MORE...

- helping to clarify and express the needs, in an exhaustive, challenged, and robust manner, easily exploitable by your teams and as reliable as possible for the duration of the phases of design and construction. Specifications, premises data sheets?
- an operation project is changing all the time! How can you anticipate and steer the evolution of needs and requirements? What project steering system can facilitate a dialog and consensual or objective arbitrations?
- with the need for real estate projects to be completed quickly and that of preserving users' operating objectives, the challenge is to manage the constraints related to transfers and commissioning. How about prerequisite qualifications and early partial availability of facilities? What is the co-activity and its consequences on the site and on the implementation, in the work phase?

MAKING THE DESIGN RELIABLE:

- business specificities of the operator (process, ambiances, ICPE, etc.): what are the impacts on the spatial organization, the construction principles, the utilities, the networks?
- internal support services of the operator (AQ, HSE, methods, health, etc.), insurers, DREAL, equipment suppliers ... when and how to solicit them?
- flexibility/scalability/compliance: how to reconcile an ad hoc design with assimilating additional subsequent requirements?

... Lindea RESPONSES



From the determination of requirements phase through to commissioning, our work ethos benefits all stakeholders in the project: user-operators, investors, prime contractors, designers and builders

Whether our interventions are continuous or one-off, Lindea brings to the table rigorous methods, seeking effectiveness and efficiency - at the right time, in the right amount and directed at everyone - consistency and a reconciliation of perspectives, as well as trust-based relationships

PROGRAMMING, FUNCTIONAL AND TECHNICAL SPECIFICATIONS, CONTINUOUS STEERING OF REQUIREMENTS AND BUDGETS:

compendium of issues, needs assessment, analysis of functional, technical and regulatory constraints; spatial solutions and zoning; premises data sheets; synthesis and updating of a comprehensive adapted program

HUMAN AND TECHNICAL INTERFACES BUILDING/PROCESS:

compilation and synthesis of regulatory and technical constraints; lay-out integrating process equipment and points of utilities; evaluation and control of transfer impacts and implementation with the works and handovers

COORDINATION-FACILITATION, MONITORING- ARBITRATIONS:

council on the modes of development and contractualization; assistance with negotiation; monitoring and regulating resources, planning and contracts; steering arbitrations and optimizations of needs, solutions, deadlines and budgets (CAPEX, rents, OPEX operator incidence)



DELEGATION OF MANAGEMENT OR ADDITIONAL RESOURCES AND EXPERTISE:

a team of experienced Lindea employees with backgrounds in construction, project management and operations management, as well as organizational and investment counsel