

## Index

- About SPM
- Services
- Approach
- Value Proposition
- Projects
- Project Organization



#### About SPM Turkey

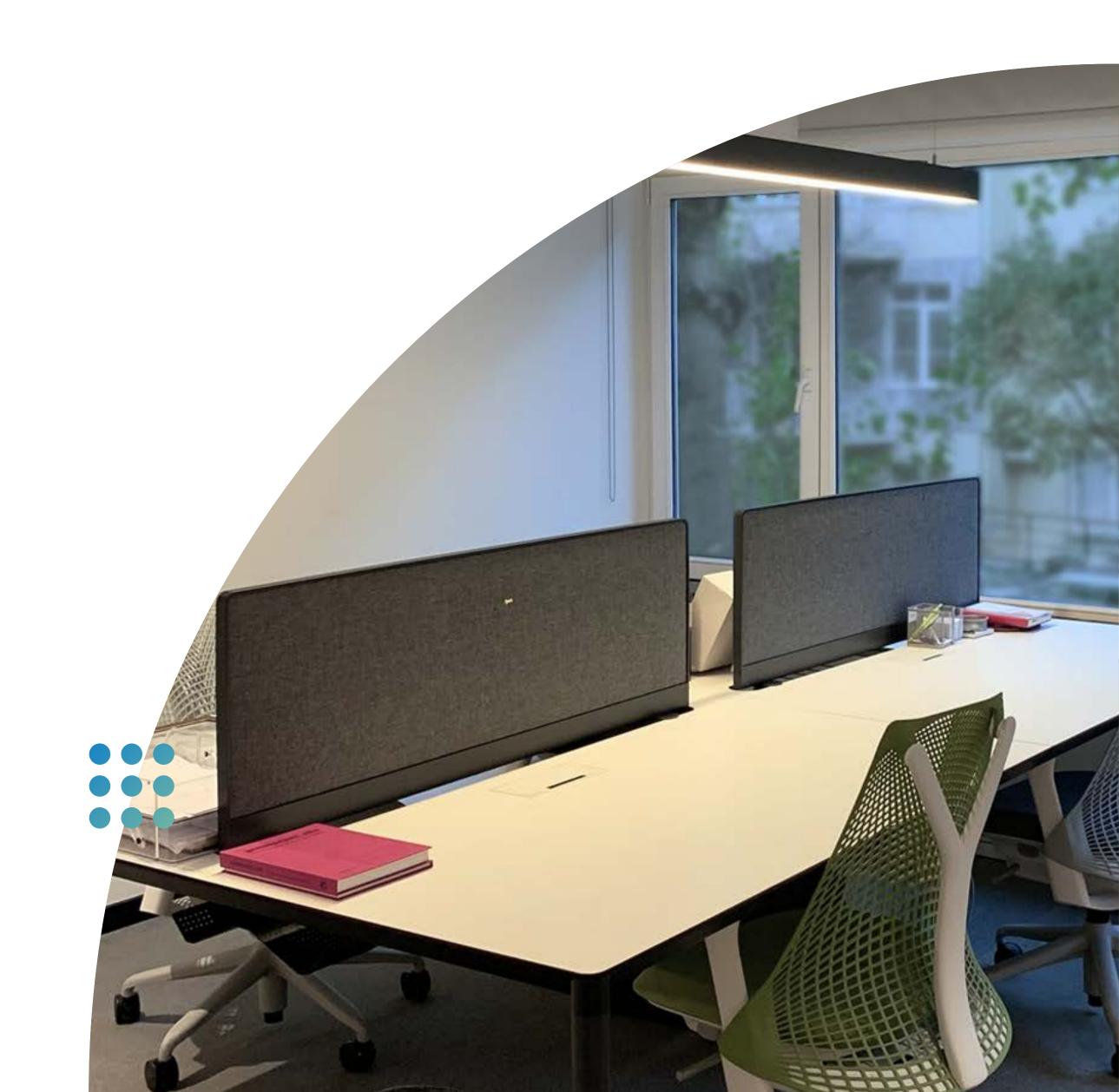
# Workplace done right.

SPM, established in 2011, has more than 8 years of international project management experience with the professional individual experience of 15+ years;

Specialized in Corporate Relocation Projects Management

Researches about changing workplace culture and believes in power of wellbeing/happiness of employee

Providing services in every phase of construction developments from first day to last day, starting from feasibility studies, to design, tender and construction.





#### What we do?

We would like to guide you through all the processes and be there for every step of your project. Because we believe that every project is unique and every step should be handled accordingly.

#### Our consultancy services are

- Project Planning
- Design Management
- Construction Purchasing and Administration
- Relocation Assistance
- Project Closeout





**Project Planning** 

**Design Management** 

Construction Purchasing and Administration

**Relocation Assistance** 

**Project Closeout** 

- Define project goals regarding contract, cost, programme and physical requirements - Project Brief
- Establish, chair and minute project planning meetings. Issue bi-weekly project
   reports

Determine and pre-qualify necessary design team members and consultants (i.e., architect, interior designer, engineer, specialist consultants etc.)

Assist Client's legal advisors in the preparation/negotiation of sub-contract and consultancy agreements

Solicit proposals from pre-qualified consultants etc

Review proposals, interview and make award recommendations for consultants appointment to Client for review and approval

Review existing facility and the documentation of existing physical conditions and physical requirements

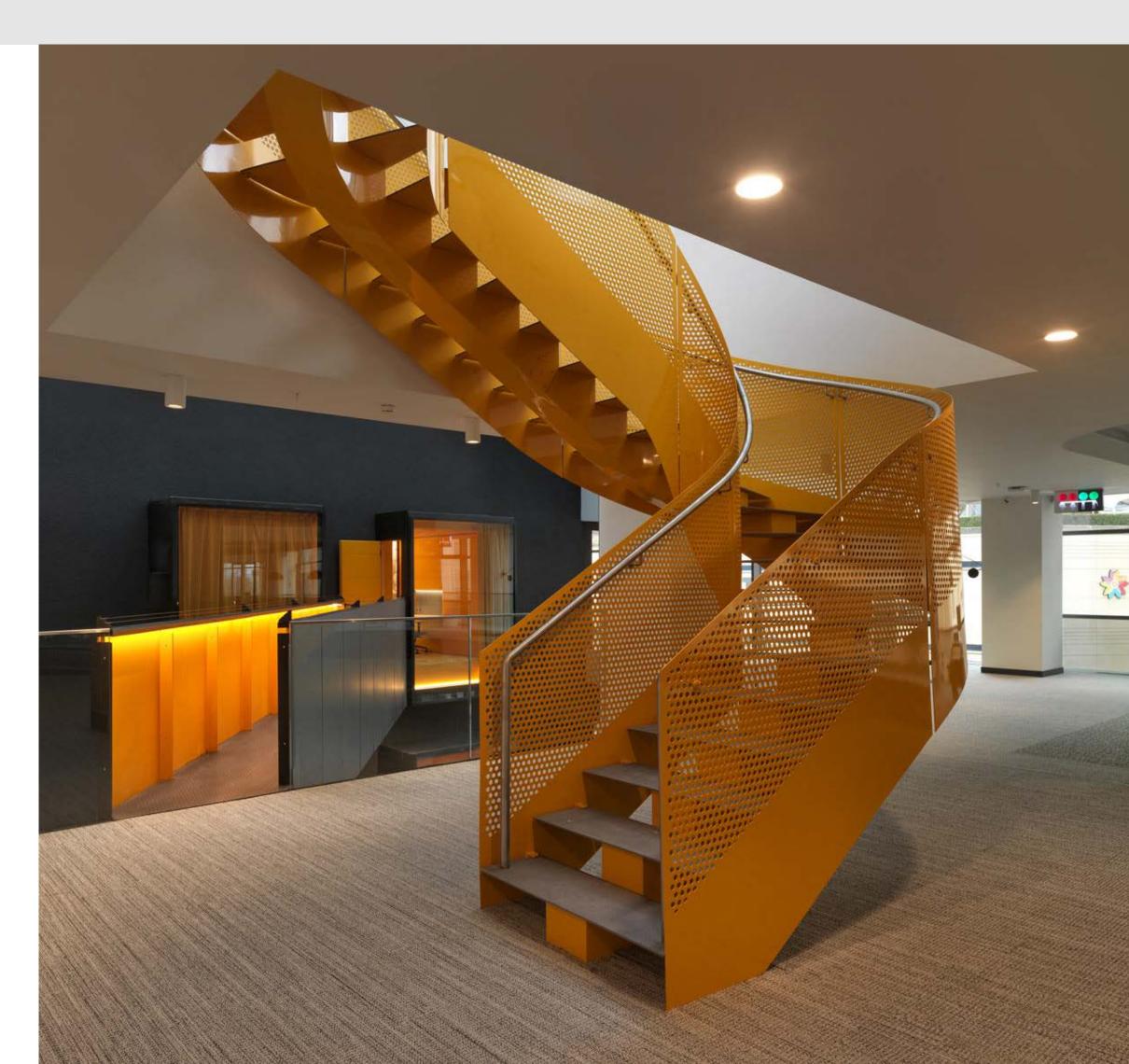
Manage space planning by design team and Client

Determine technical requirements (i.e., computer room, back-up power, specialty lighting, security, specialty systems, etc.)

Prepare project master programme for review and approval by Client

Manage the preparation of, and review the project budget for approval by Client.





**Project Planning** 

**Design Management** 

Construction Purchasing and Administration

**Relocation Assistance** 

- Represent Client during design process
- Kick-off design process set goals and objectives
- Chair and minute design meetings
- Manage schematic design by architect, interior designer, engineering and specialist consultants
- Manage and review detailed budget based upon schematic design
- Provide value engineering of alternate methods and systems; provide detailed breakout budgeting of options
- Review schematic design and "value engineering" options with Client for approval
- Manage design development process
- Coordinate information flow from and between Client and project team members
- Provide input to constructability, methods and materials
- Update budget based upon design development elements
- Provide further value engineering based upon design development
- Review design concepts and "value engineering" options with Client for approval
- Monitor, manage and update project programme





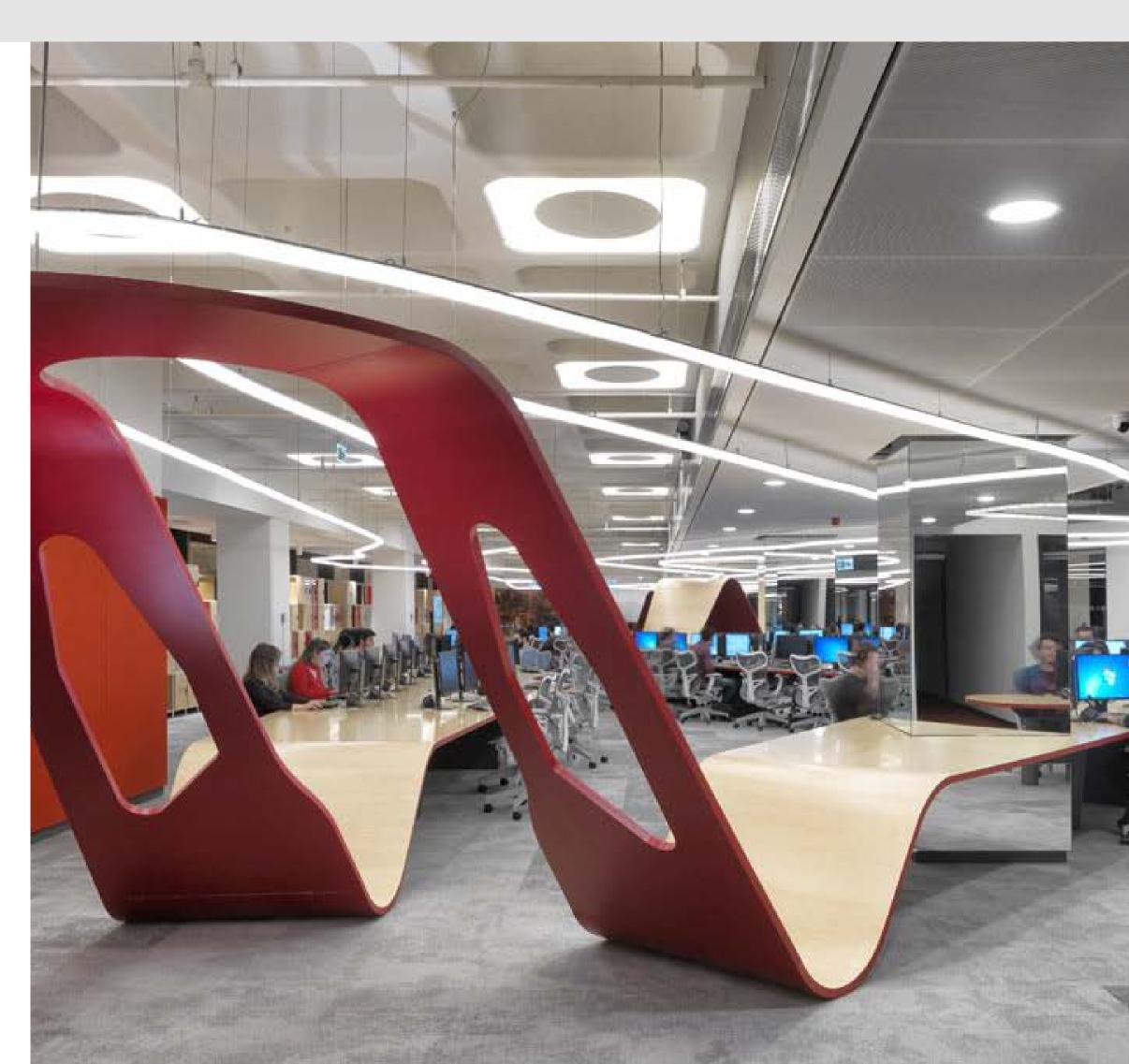
**Project Planning** 

**Design Management** 

Construction Purchasing and Administration

**Relocation Assistance** 

- Represent Client during construction phase
- Pre-qualify appropriate contractors
- Solicit input from Client and agree upon final bid list
- Solicit proposals from pre-qualified general contractors
- Receive, review and qualify proposals prepare detailed bid analysis
- Interview general contractor candidates
- Prepare final recommendation and terms of award for Client review and approv
  al
- Conduct construction kick-off meeting
- Attend regular project meetings
- Review contractor and vendor invoices in accordance with Client procedures and recommend for payment
- Issue monthly project progress reports that include scope, schedule and financial updates.
- Advise Client of impact of any potential variation, manage Client variation process and issue to contractor/vendor for action
- Review request for change from Contractors in terms of cost and/or time. Negotiate, assess and recommend to Client as required
- Consult with all parties to avoid potential construction conflicts, mediate to resolve construction conflicts that may occur
- Manage issuance of Practical Completion Certificate
- Manage handover of completed premises to Client's Facilities Management Team





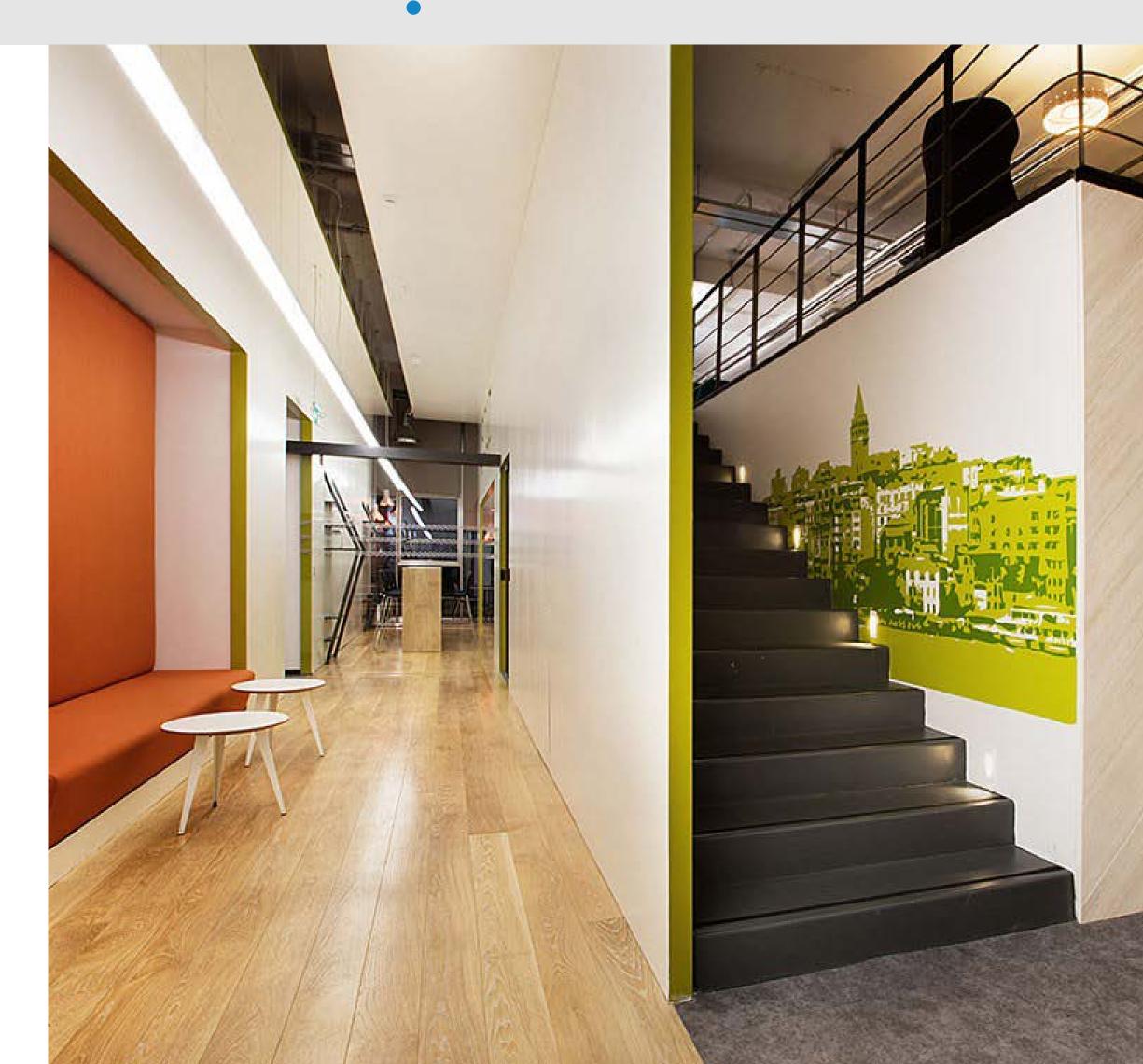
**Project Planning** 

**Design Management** 

Construction Purchasing and Administration

Relocation Assistance

- Identify and meet with user groups to understand move requirements and manage preparation of occupancy and move plans with user groups and the designer
- Pre-qualify potential moving companies
- Solicit, receive and review proposals
- Interview candidates and make award recommendation
- Prepare final recommendation and terms of award for Client review and approval
- Meet with user groups to familiarize the Client to the move process, coordinate information flow between users and mover
- Manage the preparation and distribution of move documentation
- Manage contract closeout





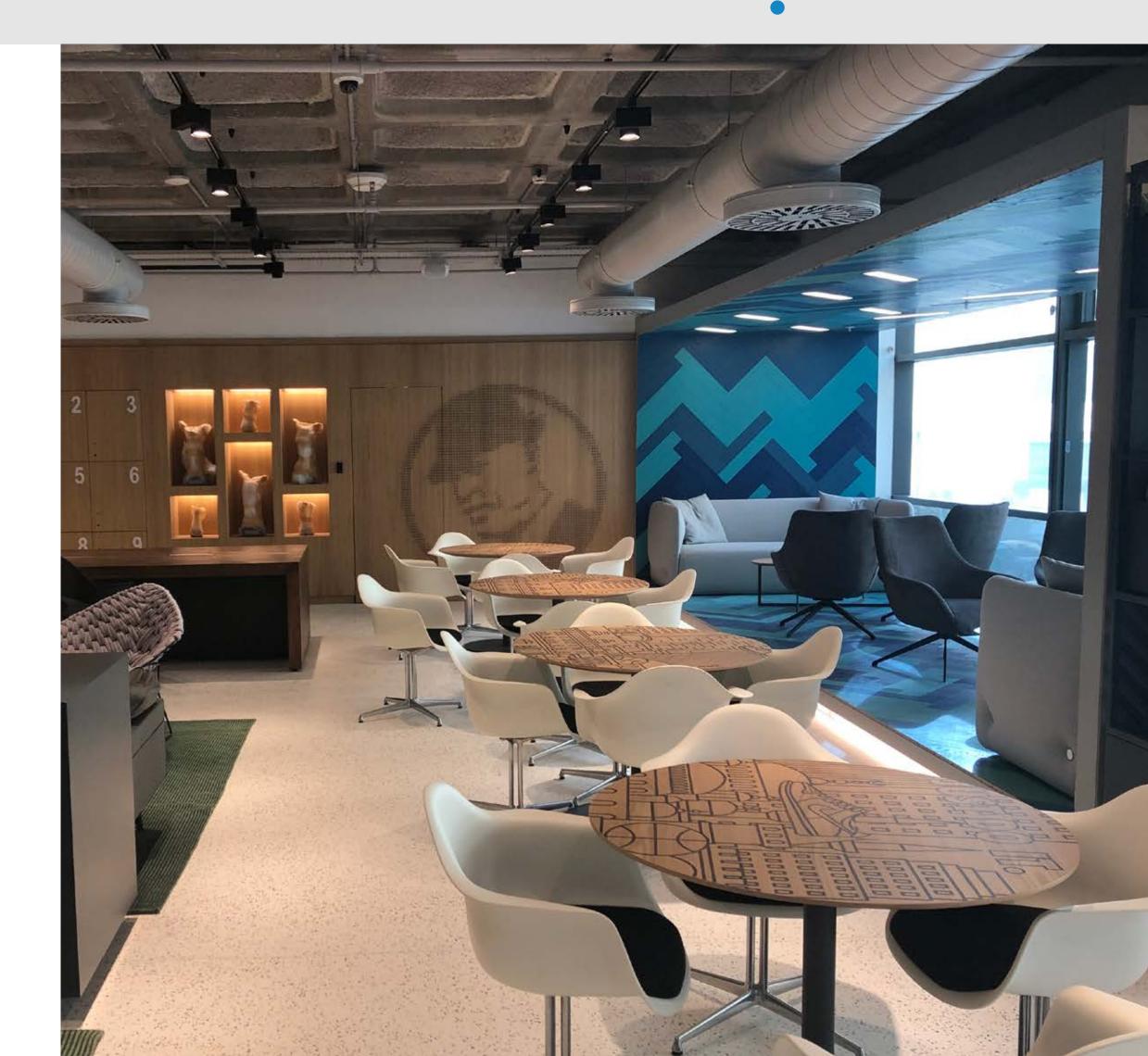
**Project Planning** 

**Design Management** 

Construction Purchasing and Administration

**Relocation Assistance** 

- Manage preparation of, review and report the project final account
- Manage the preparation of asset register inventory list (if required)
- Review and process final payments
- Manage contract close-out and issue of project close-out checklist
- Track delivery of handover documentation (Operation and Maintenance Manuals, which includes all information pertaining to the project. i.e. Testing & Commissioning Records, As-Built Drawings, User Manuals, Guarantees, Bonds, etc.)
- Prepare summary of Lessons Learnt during the project





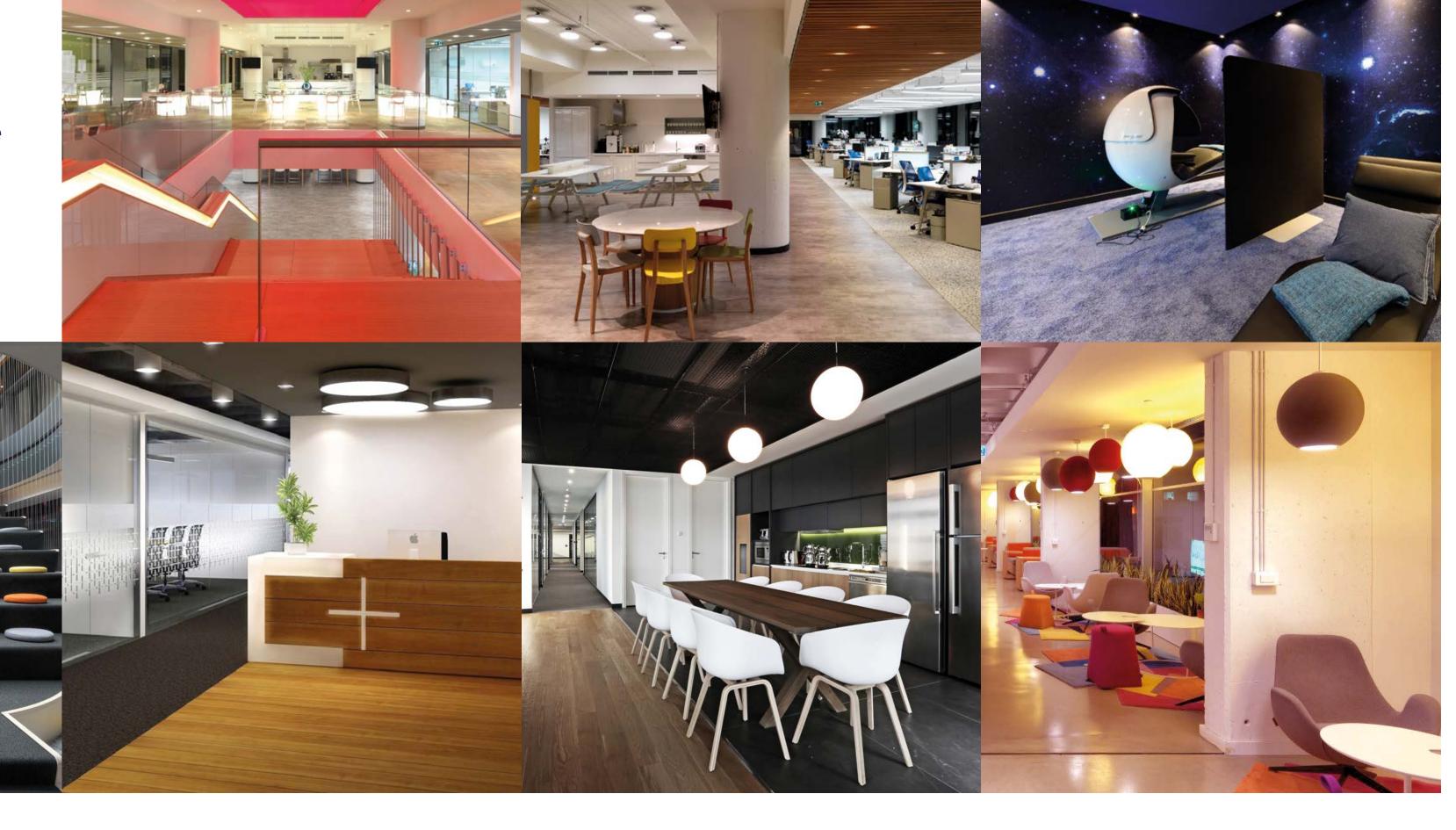
## References

Allianz (1)	* Yemeksepeti	YKK	Google	HUAWEI	TÜRKİYE BANKALAR BİRLİĞİ
Carrefour ( SA	<b>PEGASUS</b>	ZURICH	group <sup>m</sup>	GREY	World Courier® AmerisourceBergen
	Nestle	<b>O P D M A T</b> BANK OF CHINA	cinemaximum	Deutsche Bank	EgonZehnder



# Projects

It doesn't matter what size the project is. We have an extensive skill-set and a great amount of experience in delivering for both public and private sectors.





## Yemeksepeti Park

LOCATION

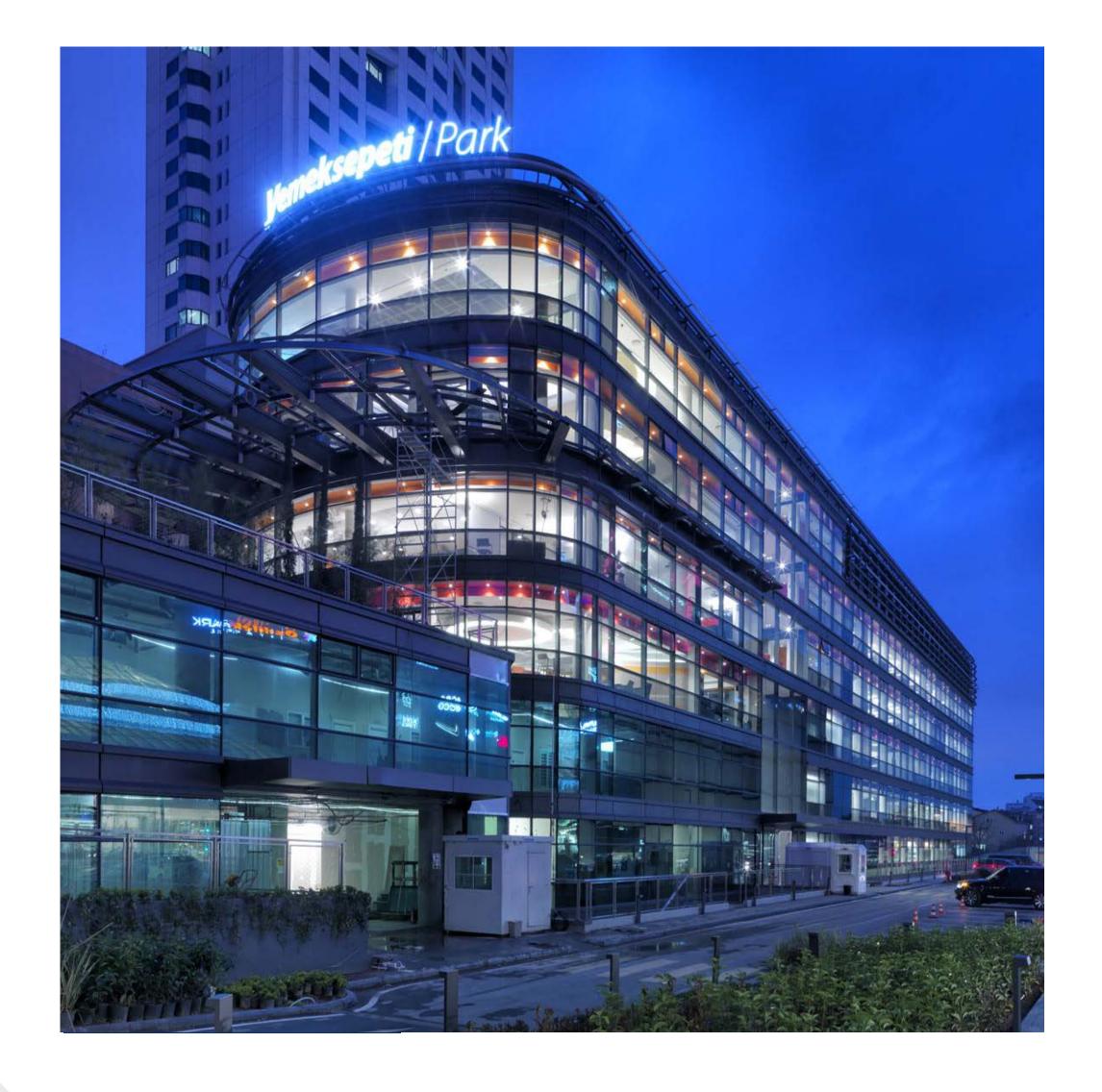
SIZE

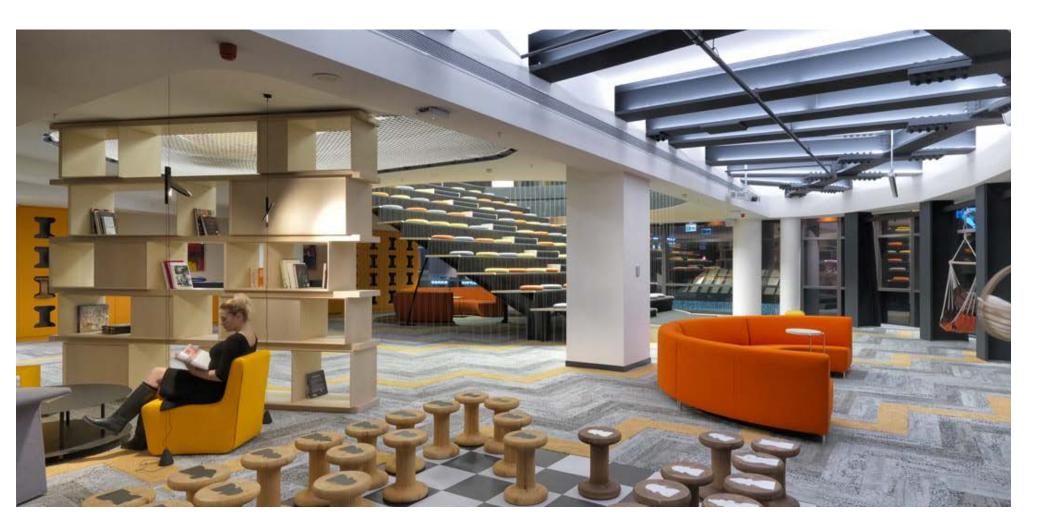
**YEAR** 

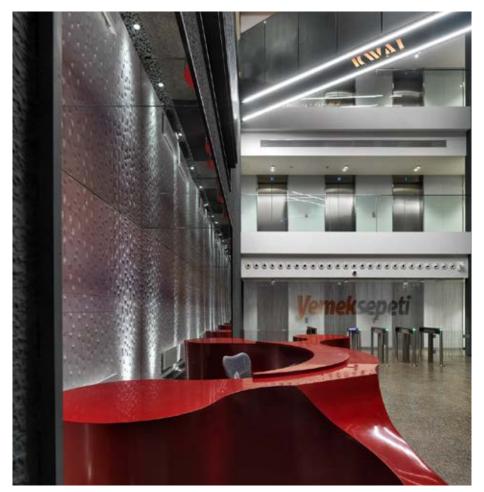


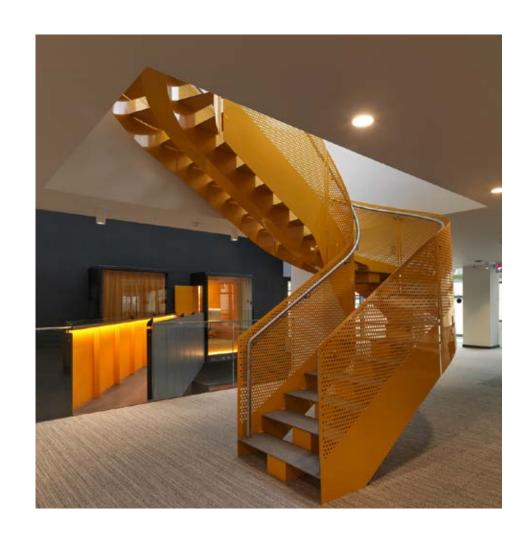


# Yemeksepeti Park







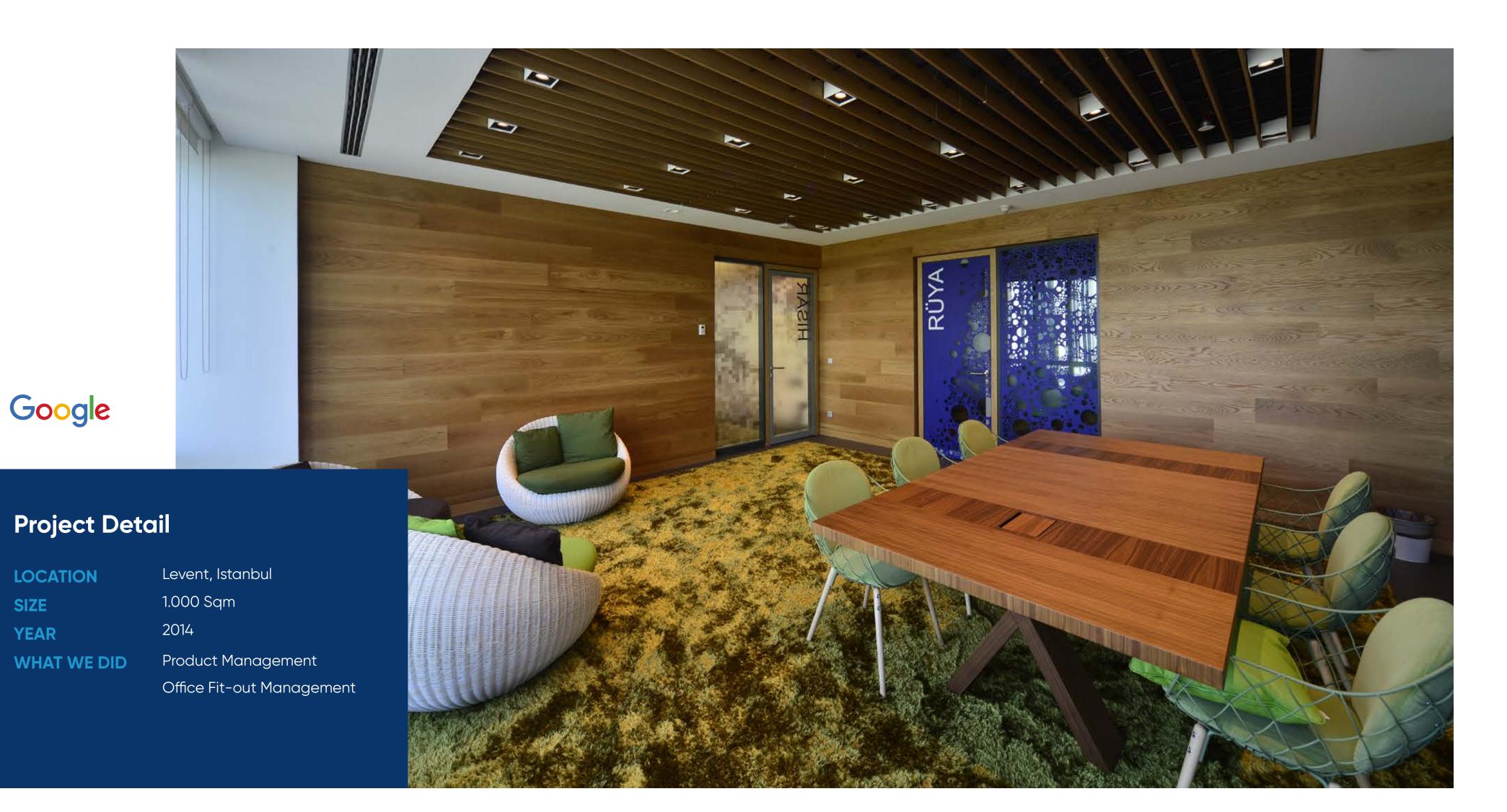




# Google

SIZE

YEAR

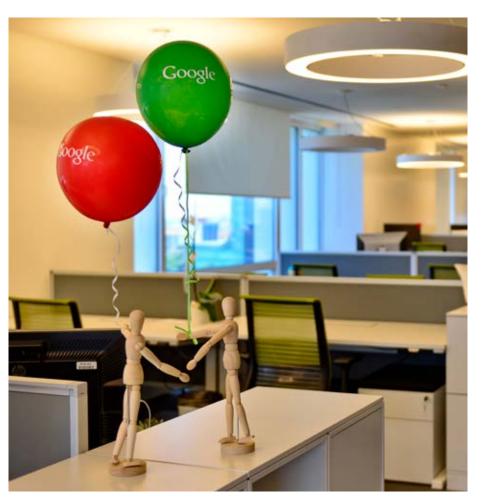


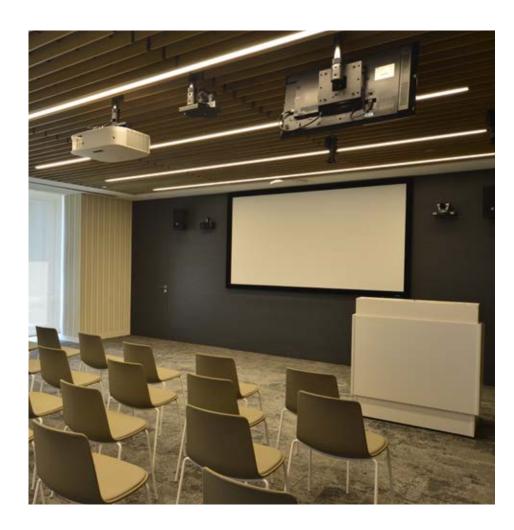


# Google











# Allianz Sigorta İzmir

LOCATION

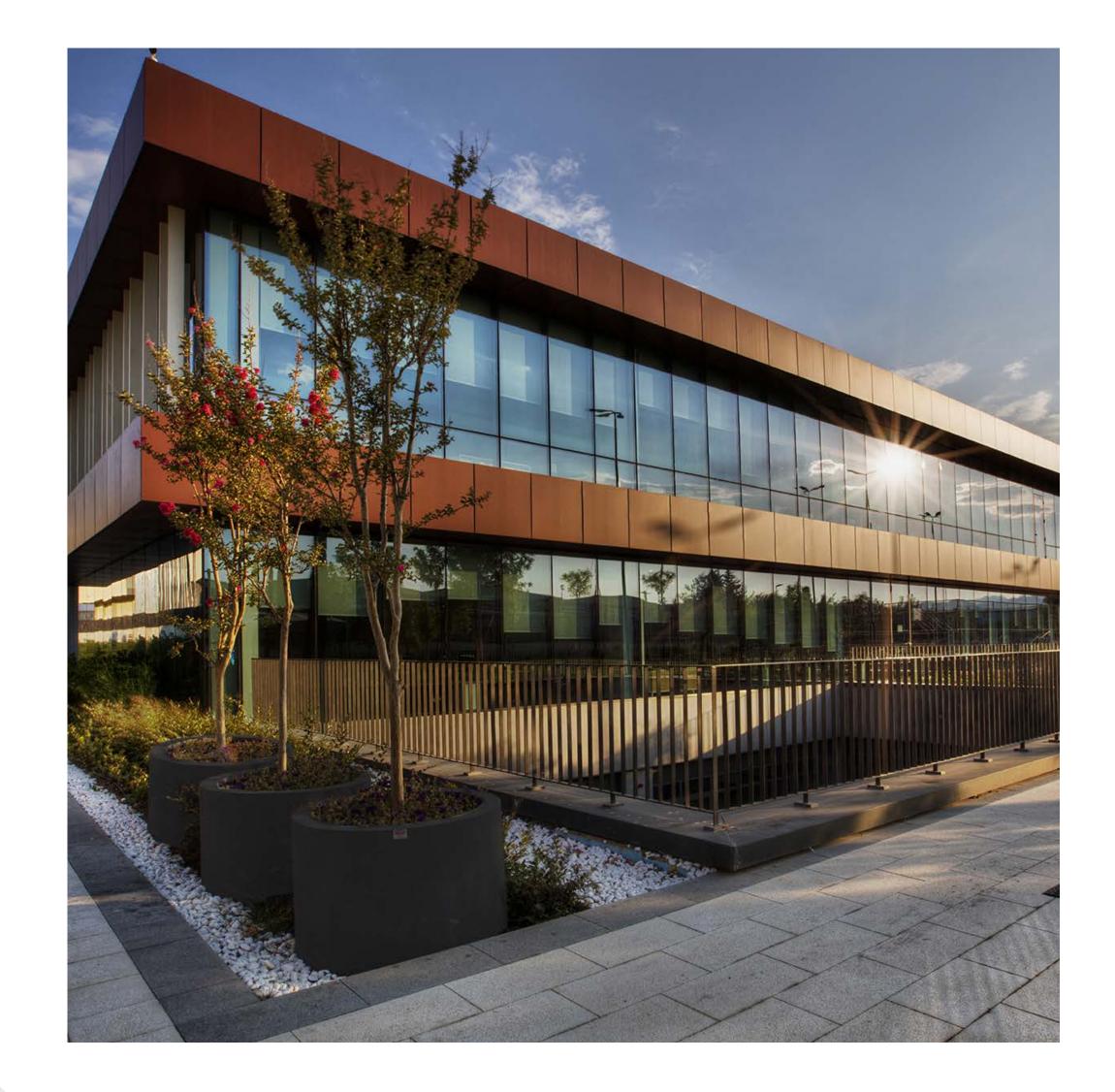
SIZE

**YEAR** 

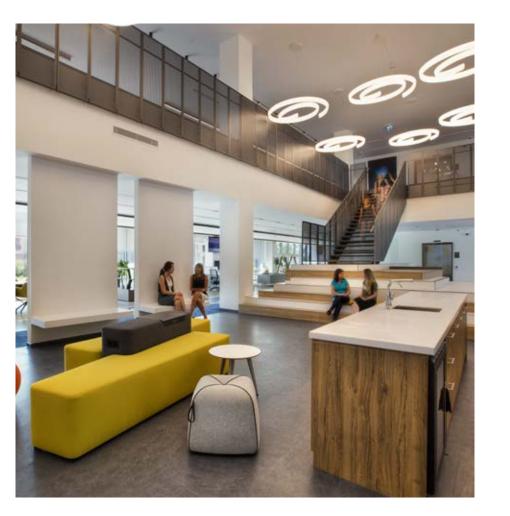




# Allianz Sigorta İzmir









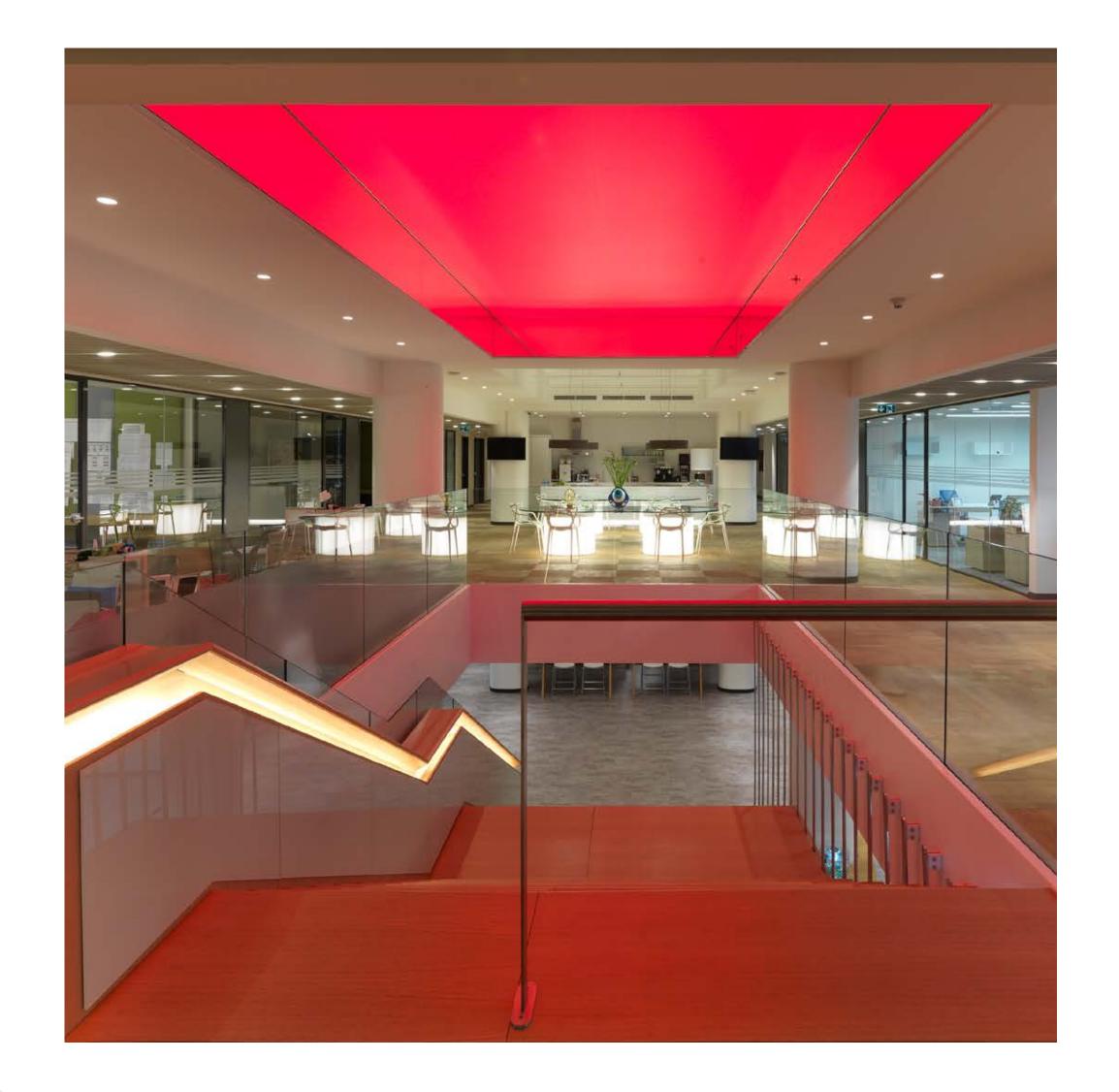


# Zurich Sigorta

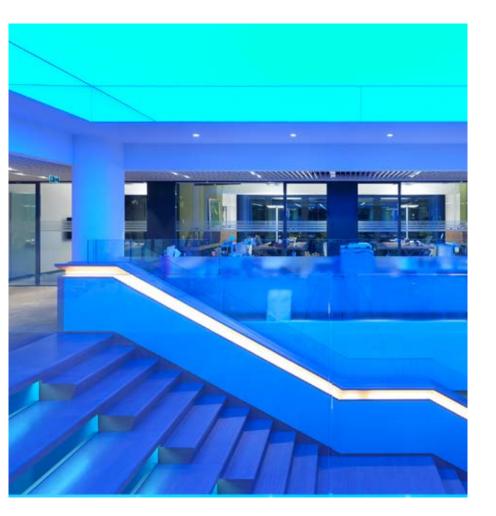




# Zurich Sigorta



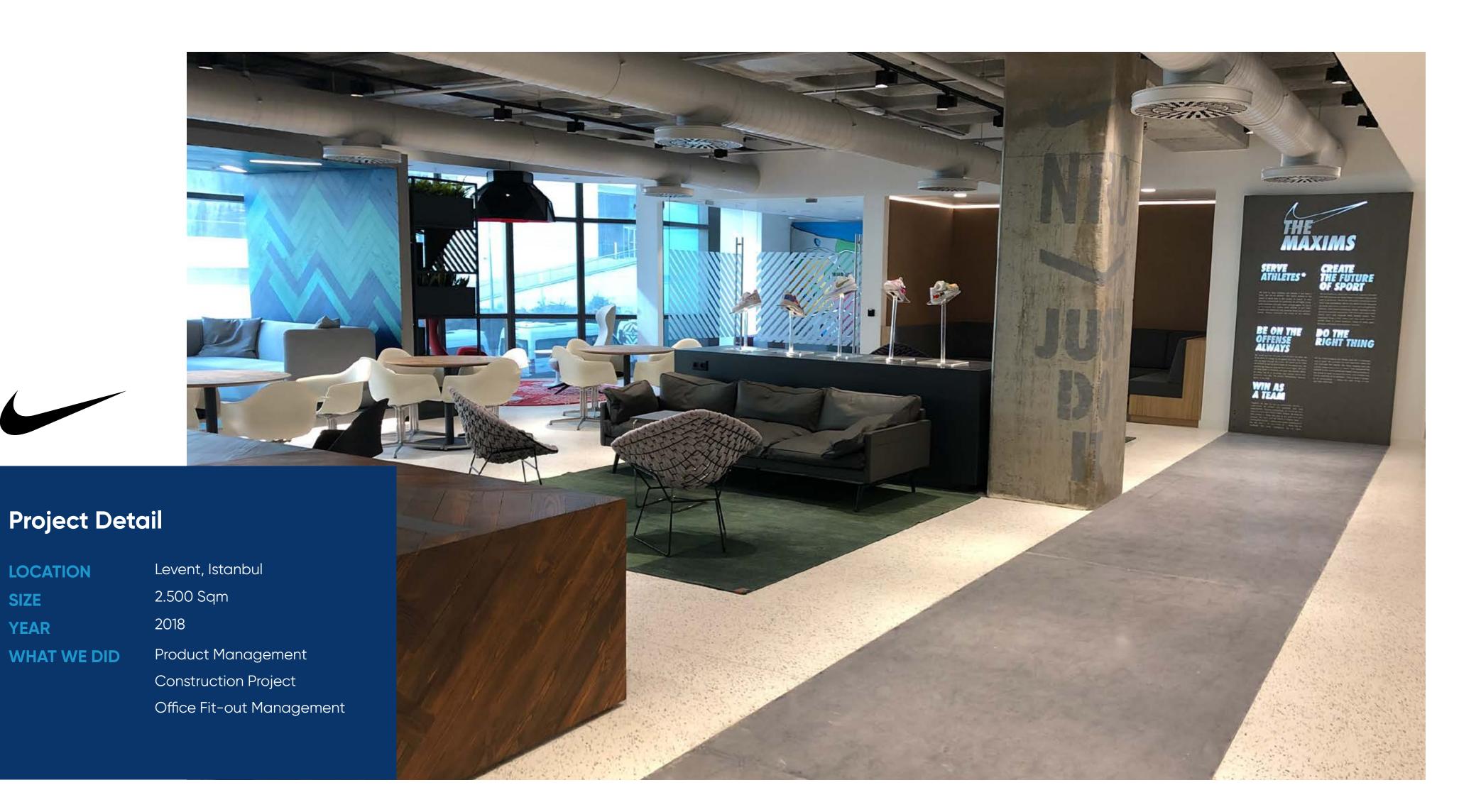








#### Nike



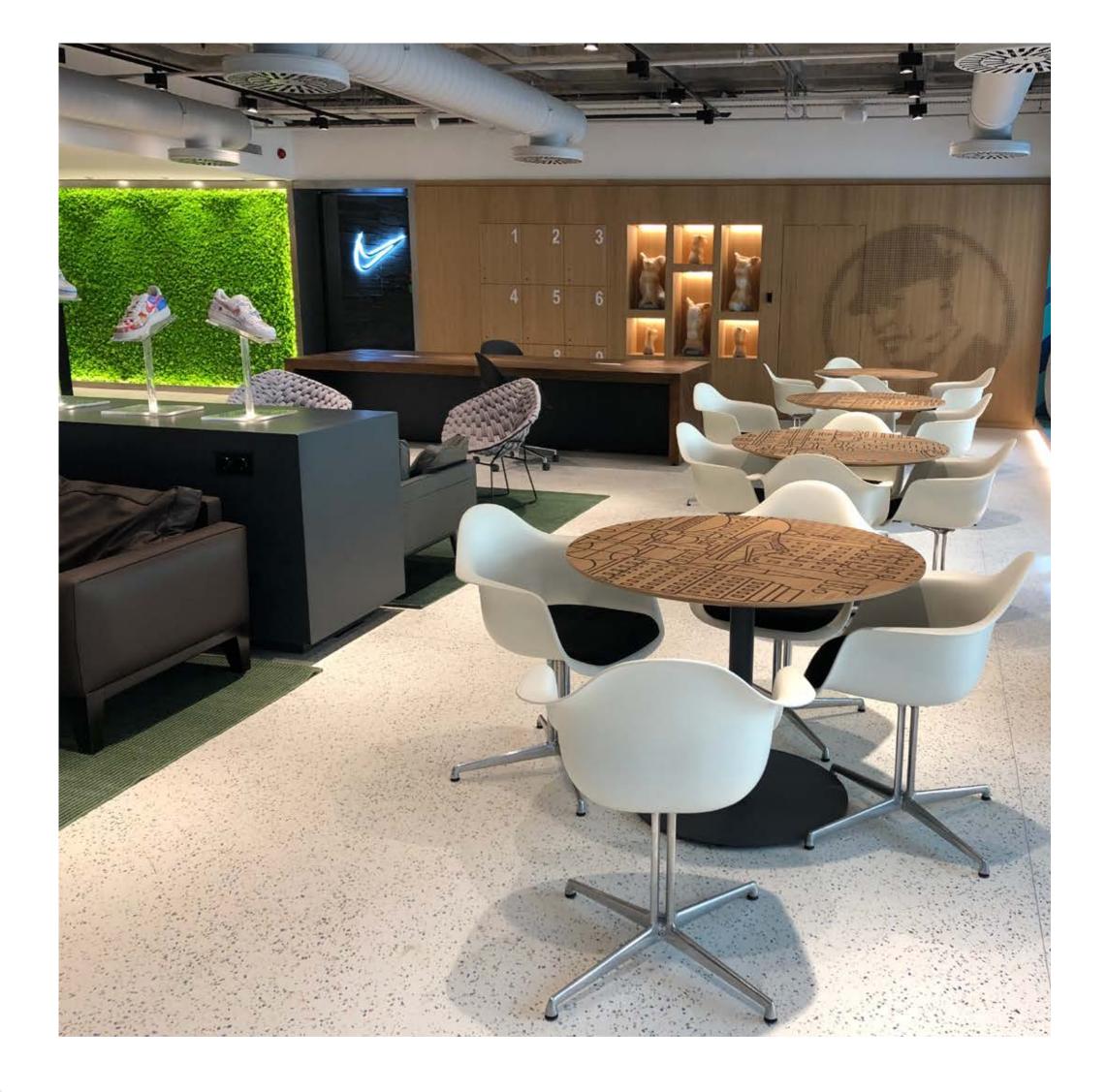


LOCATION

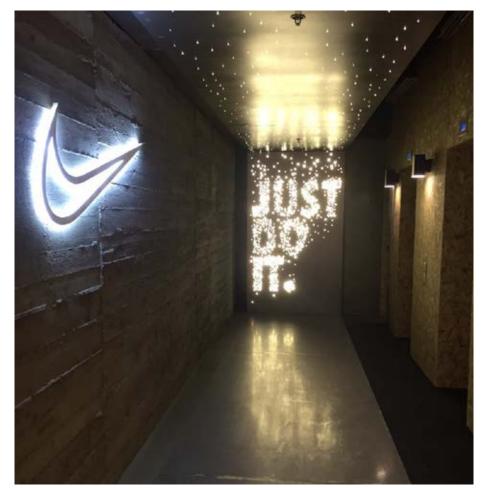
SIZE

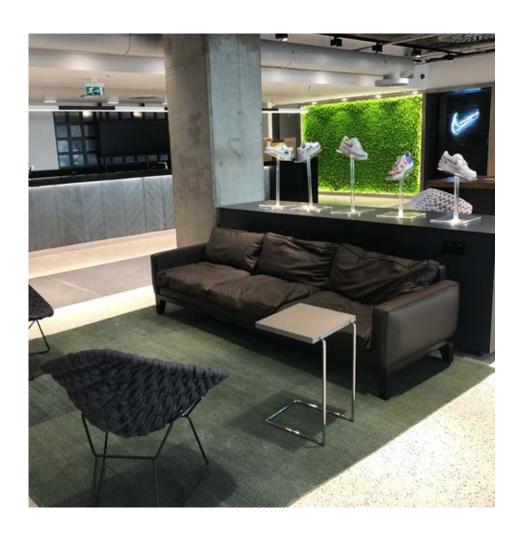
YEAR

## Nike



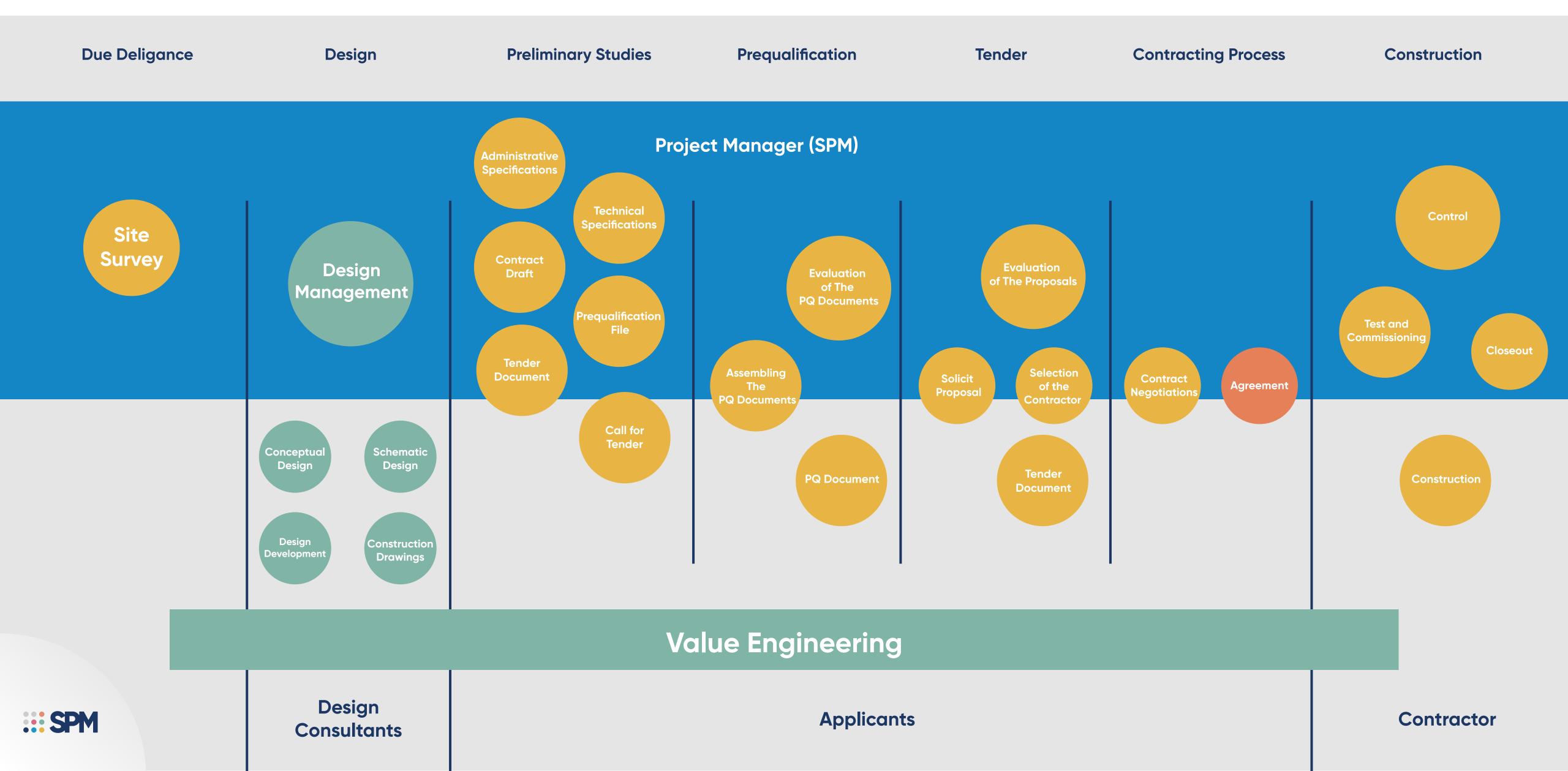








## Project Management Approach

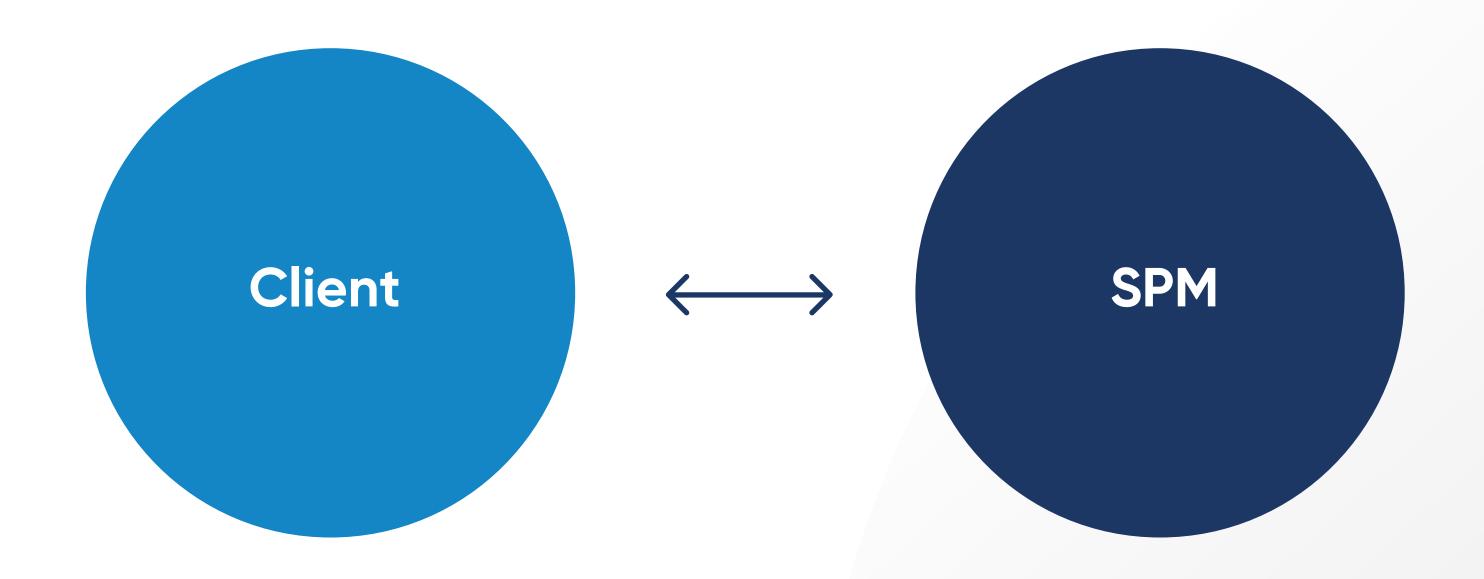


**Project Planning** 

Design Management

Construction Purchasing and Administration

**Relocation Assistance** 





**Project Closeout** 

## Project Organization

**Project Planning** 

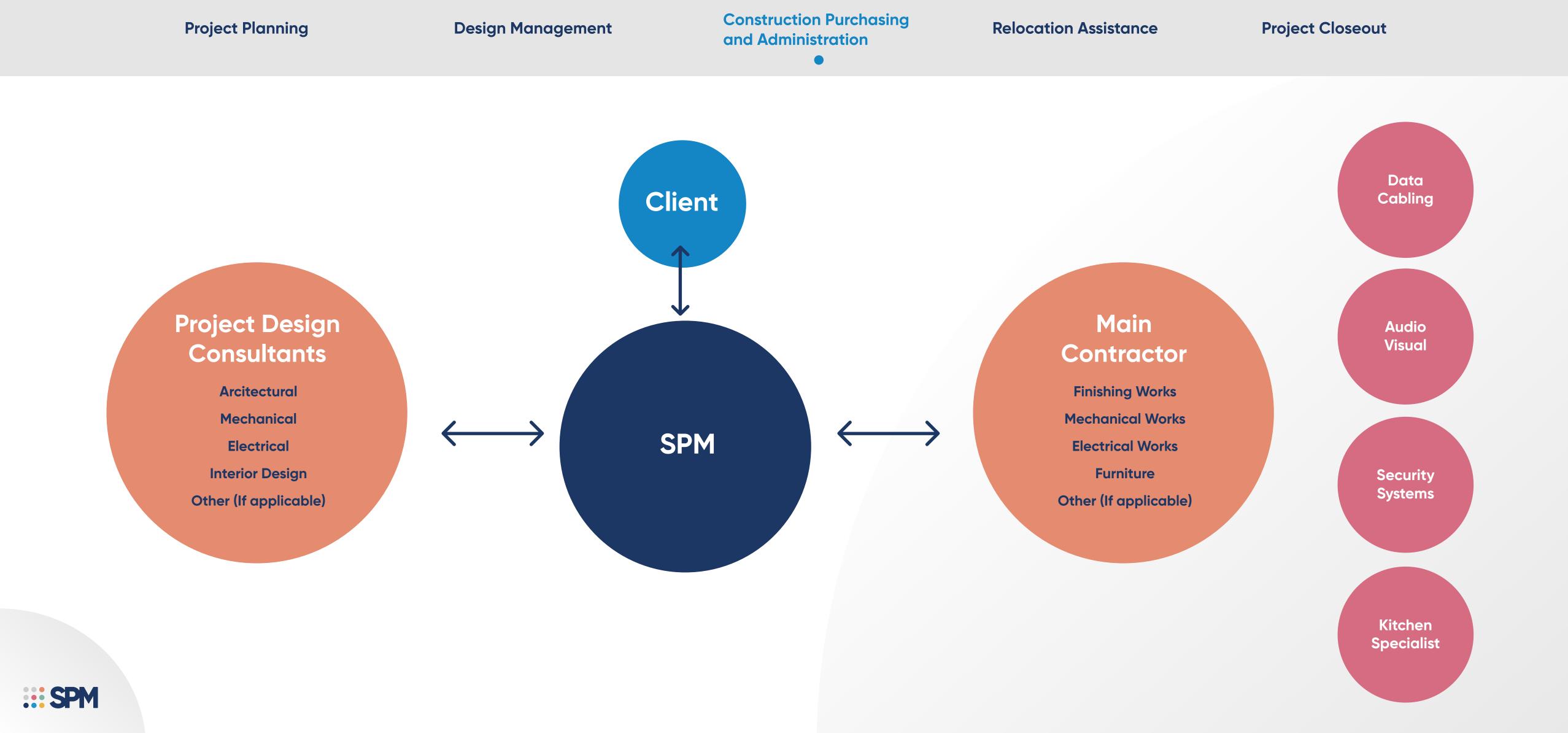
and Administration Client **Project Design** Consultants Arcitectural Building Mechanical SPM Authorities **Electrical Interior Design** Other (If applicable)

**Design Management** 

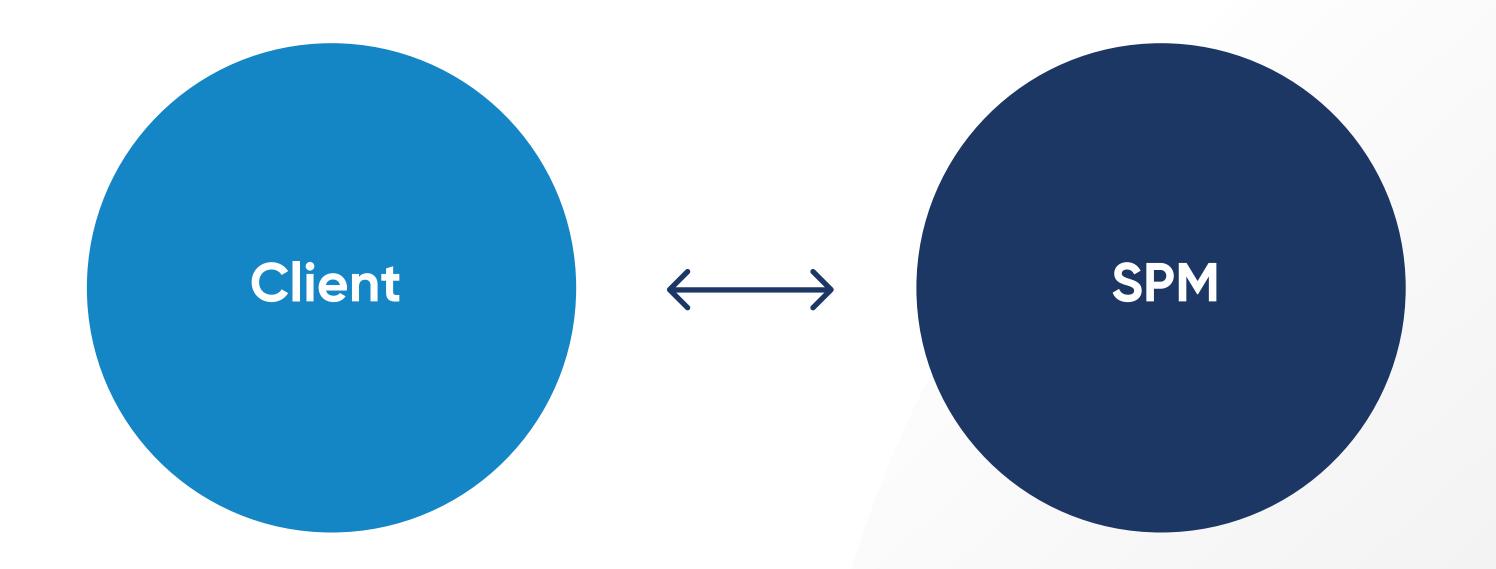
**Construction Purchasing** 

**Relocation Assistance** 





Project Planning Design Management Construction Purchasing and Administration Relocation Assistance Project Closeout





**Construction Purchasing Relocation Assistance Project Closeout Project Planning** Design Management and Administration Data Client Cabling Audio Main Visual Contractor Finishing Works **Mechanical Works** SPM **Electrical Works** Security **Furniture** Systems Other (If applicable) Kitchen Specialist



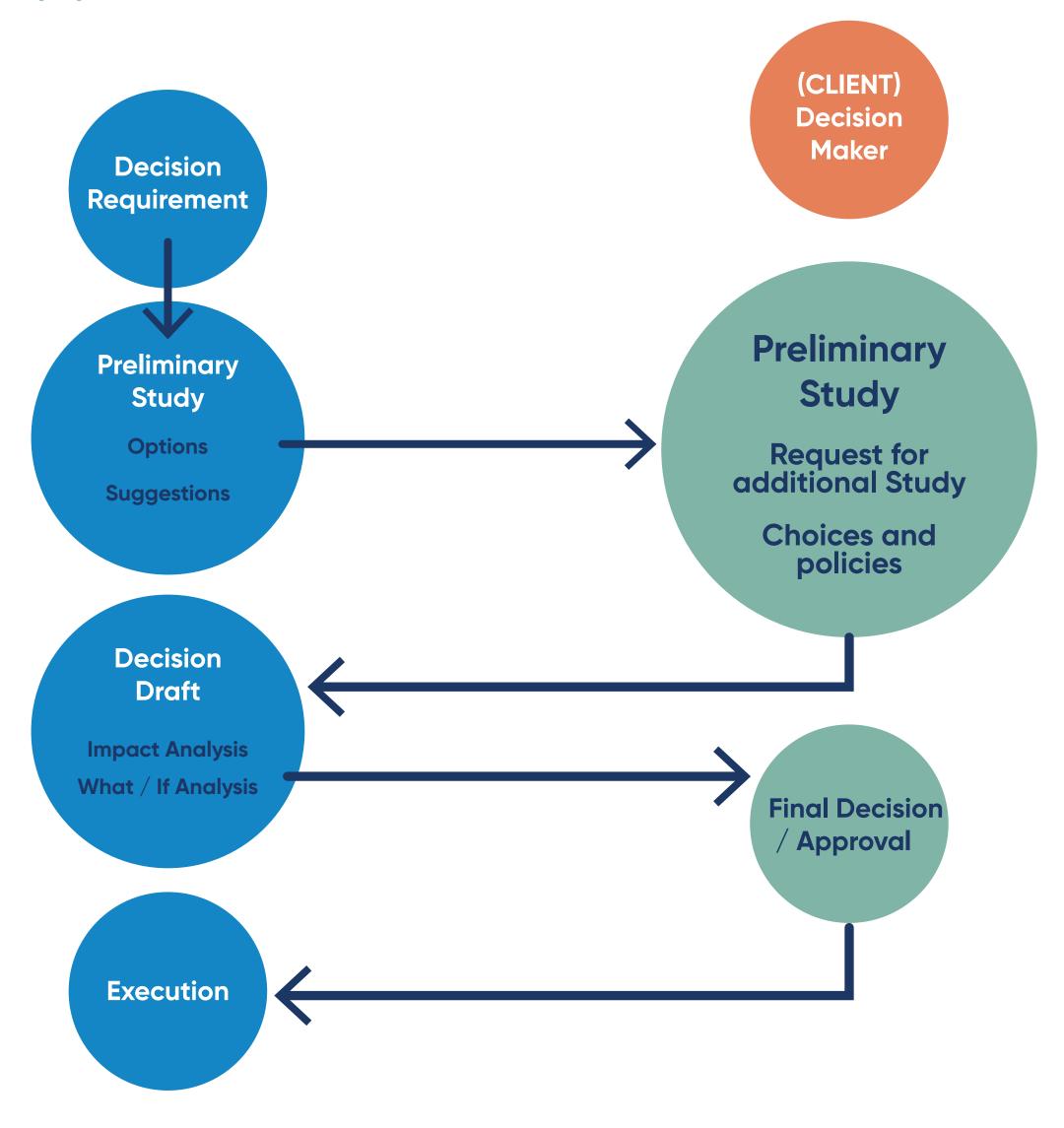
#### Conclusion

#### Value of Project Manager

**Developer's Project Objectives Project Manager's Responsibility Project Manager's Skill Set SPM Competence Elements** Highly qualified Key On time / in budget Experienced Staff/ Proactive Project Personnel / PMHB delivery Methodology Management (Project Management Hand Book) Alert on time / Effective Be informed of the Project Management problems in due time / decision support / System / **Experienced Technical** Take corrective action Agile solution **Communication System** Personnel suggestions / Experience Have an appropriate Head Office Support development that Selecting appropriate /Superintendence of meets the market project and designer / Professional Know-how project staff Applicable Processes Add value to brand / Proven value Public appreciation Corporate Culture Correct perception / improvement / Ownage responsibility References



## Project Management Approach





#### Procurement Strategy

#### **Traditional General Contracting**

1

#### Pros

- Process well understood by Client, architects, and contractors
- Allows for competitive bidding
- Provides the lowest price for a given set of documents

#### Cons

- Allows no input from contractors during the design phase
- The process is time-consuming since all design work must be completed prior to solicitation of the construction contract
- Can lead to an adversarial relationship between the design team and the contractor

#### Design-Build (Fast Track)

#### Pros

- Takes less time from inception of project through completion since bidding phase is reduced
- Designer and builder are on same team eliminating adversarial relationships

#### Cons

- Unless the scope is well-defined, Client is at risk for quality and cost
- Changes and variations introduced by the Employer can be very costly
- The Client does not receive the cost-savings that often result from the bidding process



# Thank you! sm@spm-tr.com

