

Project Management



crosspoint
real estate



An International
Associate of Savills

A close-up photograph of a man with a beard, wearing a blue button-down shirt, focused on working on a detailed wooden architectural model of a multi-story building. He is using a small tool to adjust a part of the model. The background is blurred, showing other people and what appears to be a meeting or office environment. The lighting is soft and natural, highlighting the textures of the wood and the man's concentration.

OUR VISION ABOUT PROJECT MANAGEMENT

When facing a major real estate project, you need to anticipate and track the myriad elements and details along the path from concept to execution while avoiding risk.

From relocations, consolidations, and building restacks to new constructions and campus development, our project managers are part of your team right from the start. With an average of 17 years' experience, they are well versed in the fields of architecture, construction, development, engineering, technology, accounting and property management. Our people ensure your projects are implemented flawlessly, while keeping budgets, scope and schedule in check. We also make sure contractors live up to their commitments, and that everything promised is done right and on schedule. We are proactive in our approach guiding the team and tenants towards the finish line.

A well-managed project can save you not only from a lot of headaches, but also from cost overruns. We have historical information on what project costs and where the money is spent. Based on our broad experience, we anticipate issues and deal with them immediately. We can even perform forensic investigations into your building and infrastructure that yield leverage in a real estate negotiation.



When passion makes services

The passion and determination of taking part in the process of turning a vision into a tangible building is the very reason why we have created the company in 2005. When facing a complex real estate project, you need to envision the multitude of variables details along the path, from concept to execution, while avoiding risks.

There is no area of the process where a professional consultancy is more important for the success of a project. Our specialists are well versed in the fields of architecture, construction, development, engineering, technology, accounting and property management. As Project Managers, Crosspoint Real Estate specializes in acting as the Client's representative, in defining the brief for developments, and coordinating all the necessary professionals in order to deliver the projects.

By using systematic techniques, our people ensure your projects are implemented flawlessly, while keeping budgets, quality, risk and above all - client satisfaction, can be realized in measurable business terms. We also make sure contractors live up to their commitments, and that everything promised is done right and on schedule.

At any time, we can supply the input of specialists in specific areas, such as engineers, environmental consultants or specialist surveyors engaged in investigating the use of deleterious materials in buildings, to offer the best solution for any investment, development and occupational requirements.

Service Range

Project Management

Covering the whole spectrum of specific processes within Initiation, Planning, Executing, Monitoring & Controlling and Closing of a project with a special focus on:

- o Establishing/Verifying the project scope and providing expert advice to the client in order to obtain a coherent and effective scope
- o Budgeting (initial cost planning/forecasting/cashflow estimating)
- o Drawing up the execution graph integrating material and human resources
- o Setting up the milestones, the key points and the main deliverables
- o Selection of specialized contractors and suppliers according to the needs of the project
- o Administration of contracts with specialized contractors and suppliers contracted by the beneficiary
- o Coordinating all parties involved in the project (beneficiary, architects and managers, contractors, suppliers etc)
- o Project quality management
- o Project cost management
- o Risk/Contingency plan management
- o Weekly/monthly progress reports
- o Documentation and complete handover

Development & Design of new projects

Health & Safety Management

Supervising & site management

Technical Due Diligence

Technical assistance throughout the execution of construction works

Technical assistance at the reception of the works

Technical reviews of building specifications

Manage the Technical Manual of Construction

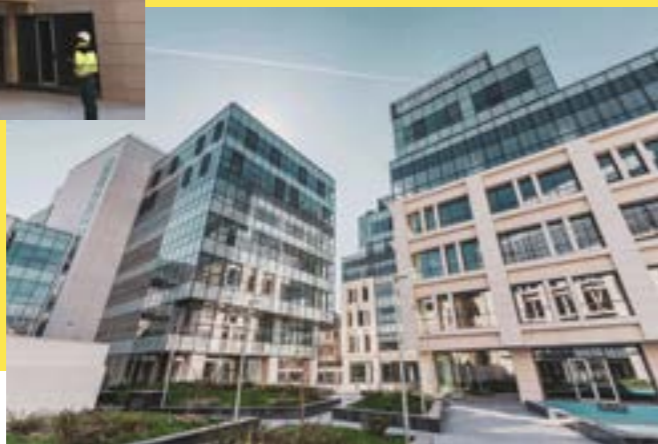
Feasibility studies

LEED green certifications

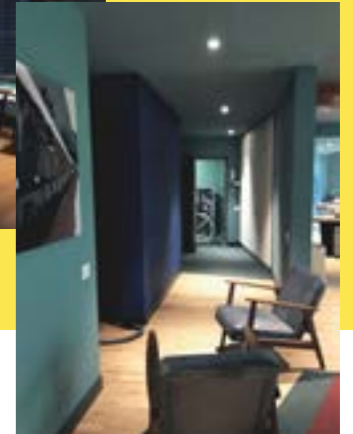


Track record

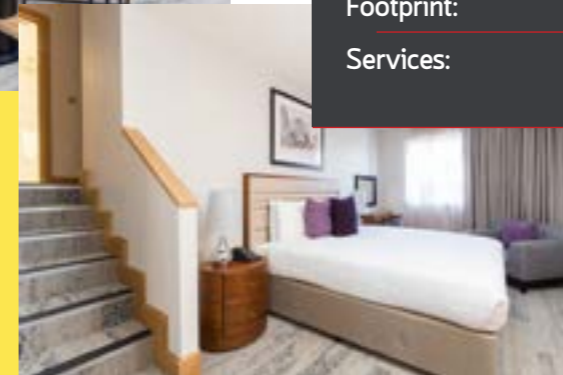
Project:	THE LANDMARK
Location:	Vasile Alecsandri/Constantin Daniel Str. No 4/11, Bucharest -1
Beneficiary:	SC Alecsandri Real Estate (Piraeus Bank)
General contractor:	SC COMNORD SA, represented by Project Manager Adrian Tanase
Type:	Class A Office Building
Delivery:	December 2018
Building height	3 Underground Parking+GF+7 floors
Superstructure:	26,534 sqm
Infrastructure:	19,434 sqm
Parking:	428
Footprint:	6,400 sqm
Services:	Project Management from concept, execution, to hand over



Project:	Moliere
Location:	12-14 Moliere, Bucharest-1
Beneficiary:	Total Asset Management
General contractor:	Total Asset Management
Type:	Residential Building
Delivery:	December 2019
Building height	2 Underground Parking+GF+7 floors
No.of units	17 apartments
Superstructure:	12,000 sqm
Infrastructure:	2,100 sqm
Parking:	200
Footprint:	1,850 sqm
Services:	Internal finishing and conversion into aparthotel



Project:	Sanctum International
Location:	258 Belsize Road, London, NW6 4BT.
Beneficiary:	Sanctum International
General contractor:	Connor Construction LTD.
Type:	Serviced Apartments
Delivery:	January 2016
Residential	1 individual building
No. of units	54 apartments
Building height	GF+5 floors
Superstructure:	7,992 sqm
Footprint:	1,850 sqm
Services:	Managing the reconfiguration structure, offices into flats, First & Second Fix, Internals High Specs.





Project:	Medtronic Romania
Location:	Baneasa Business Technology Park, Str. Bucuresti-Ploiesti, Nr 42-44, Building b, 2nd Floor
Beneficiary:	Medtronic Romania
General contractor:	Pro Vila
Type:	Fit-out 2 th floor
Delivery:	June 2020
Services:	Managing, monitoring, coordinate, implementing of project, execution of fit-out offices

Project:	Prodal
Location:	Str. Costache Negri 1-5, Opera Center One
Beneficiary:	Prodal
General contractor:	Massary Real Estate
Type:	Fit-out 7th floor
Delivery:	May 2020
Office:	1 individual building
Building height:	GF+7
Services:	Managing, monitoring, coordinate, implementing of project, execution of fit-out offices



ABOUT CROSSPOINT REAL ESTATE



18 YEARS
of solid expertise on the market

Founded in 2005, Crosspoint Real Estate offers both real estate trading and consulting services, as well as financial solutions needed by large investors, for all types of properties: offices, retail, industrial, land, hotels and residential. Crosspoint Real Estate is the international associate of Savills in Romania, one of the largest real estate companies worldwide, founded in 1855 - with revenues of over GBP 2.15 billion generated in 2021.

Crosspoint Real Estate is one of the top 3 real estate consultancy services companies with 100% Romanian capital, positioned at the forefront of the evolution of this sector, providing specialist insight and advisory, continuously pushing the limits through their achievements, ranking on the business market map as a high-performance player.

"With almost two decades of experience, we are the experts that our clients reliably called upon to advise on some of the largest and most prestigious real estate transactions, and we were always committed to their side of business, with every signed transaction. We grew together all these years, because we had the same objective – more well-developed, modern, and happy communities, no matter the nature of the real estate project that we contributed to. We aim to carry on our local work, to further invest in our expansion and legacy, constantly exceeding our own limits."

Codrin Matei, Managing Partner

Our organizational culture and values have developed these last years and are unique by their family type orientation that everybody appreciates, because here - at Crosspoint Real Estate - we believe that when the team is doing well, the results will follow.



As a top player in the market, we pride ourselves with an excellent reputation and business conduct, forward thinking and trend-setting vision.

Our sharp market acumen gives us high client retention rate and unrivaled access to off-market deals, backed up by an excellently trained team, discipline and passion for everything we do.

OUR SERVICES:

Capital Markets
Investment
Office Agency
Tenant Representation

Workplace Consultancy
Industrial & Logistics
Residential
Land
Valuation

Research
Project Management
Marketing & PR

ABOUT SAVILLS

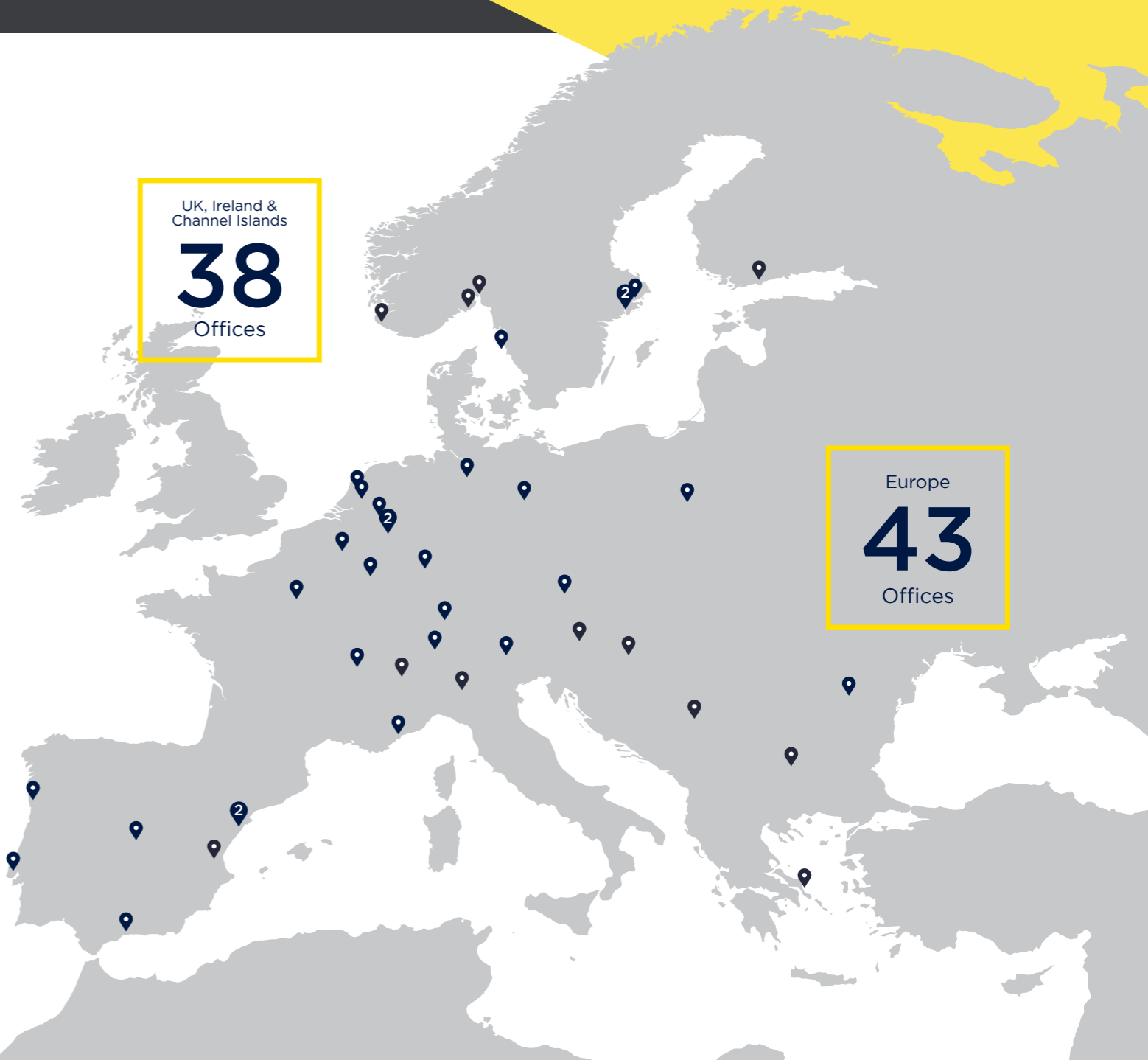


Savills plc is a global real estate services provider listed on the London Stock Exchange. The company provides consulting services and advice (such as valuation, building consultancy, project management, environmental consultancy, landlord and tenant, planning, strategic projects and research) in connection with commercial, residential and agricultural properties, property-related financial services and investment management, which includes investment management for institutional or professional investors.

Commercial advisory firm Crosspoint Real Estate has formed an association with the international real estate advisor Savills in Romania, in order to support Savills' continued expansion across Central and Eastern Europe (CEE). Savills operates from over 700 owned and associate offices, employing more than 30,000 people in over 60 countries throughout the Americas, Europe, Asia Pacific, Africa and the Middle East.

Crosspoint Real Estate joins the Savills regional network in the CEE, following the recent opening of an office in the Czech Republic and the steady expansion of its business in Poland, which currently incorporates four offices and more than 120 employees.

- Austria**
Vienna
- Belgium**
Brussels
- Bulgaria**
Sofia
- Czech Republic**
Prague
- Denmark**
Aarhus*
Copenhagen*
- Finland**
Helsinki*
- France**
Lyon
Nice*
Paris
- Germany**
Berlin
Cologne
Cologne*
Dusseldorf
Frankfurt
Hamburg
Munich
Stuttgart
- Greece**
Athens
- Hungary**
Budapest*
- Italy**
Milan
- Luxembourg**
Luxembourg
- Netherlands**
Amsterdam
Utrecht
- Norway**
Drammen*
Oslo*
Stavanger*
- Poland**
Warsaw
- Portugal**
Lisbon
Porto
- Romania**
Bucharest*
- Serbia**
Belgrade
- Spain**
Barcelona (2)
Madrid
Malaga
Valencia
- Sweden**
Gothenburg
Stockholm (3)
- Switzerland**
Geneva*
Zurich*



SAVILLS EUROPE, MIDDLE EAST & AFRICA



Middle East & Africa
12
Offices

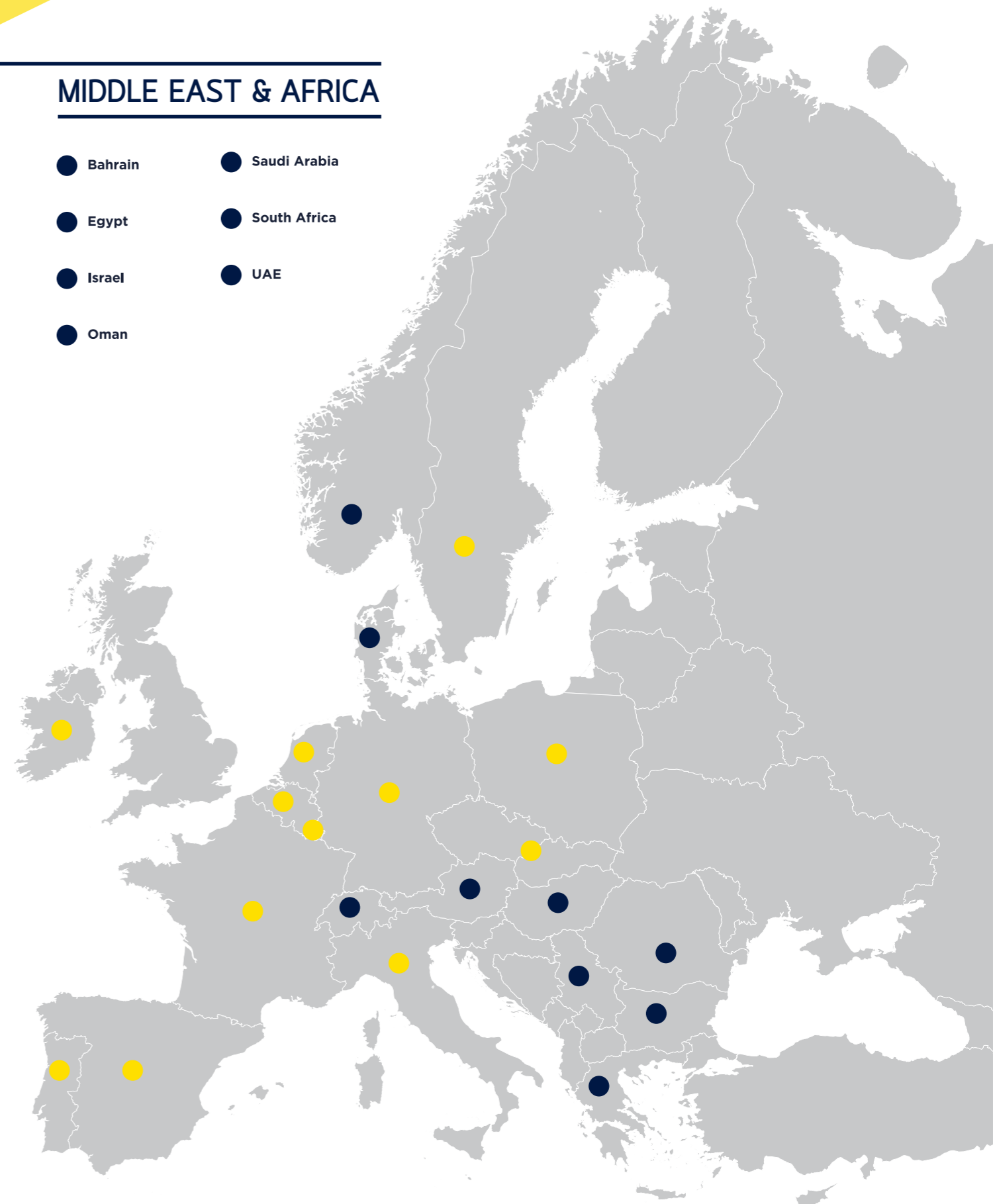
Over
2,000
Employees

Europe
47
Offices

29
Countries

MIDDLE EAST & AFRICA

- Bahrain
- Saudi Arabia
- Egypt
- South Africa
- Israel
- UAE
- Oman



REGIONAL EXPERTISE

Architecture
Asset Management
Buying/Selling
Building & Project Consultancy
Development

Finance
Investment
Letting/Renting
Occupier Services
Planning

Property Management
Research
Valuation
Cross Border Coordination



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