

gleeds

Gleeds Egypt Capability Statement



Project and Cost Management Services

2021

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We are Gleeds



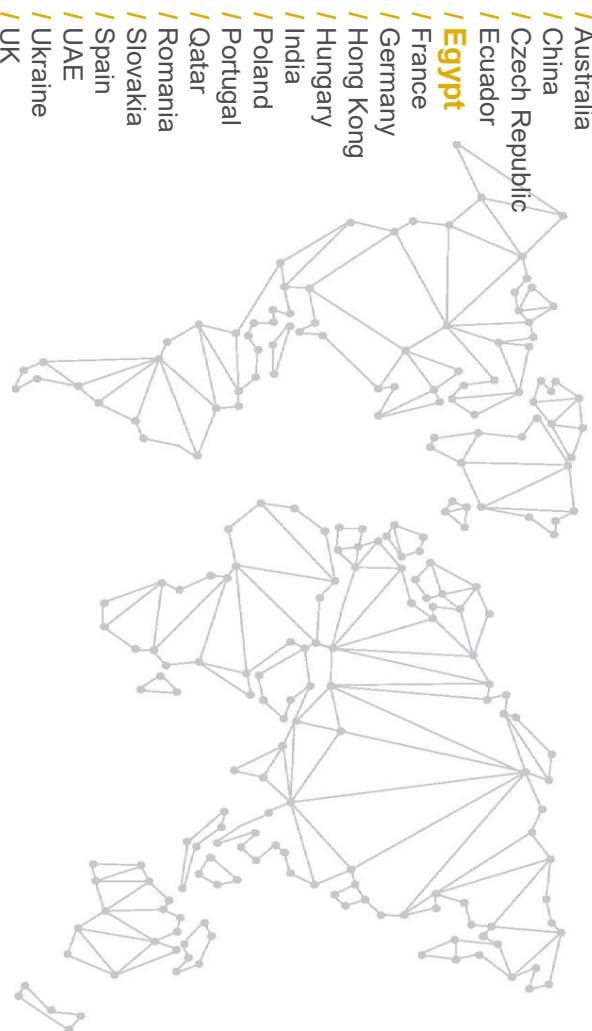
Introduction

INDEPENDENT SINCE 1885

Gleeds helps businesses and investors achieve best value from their assets by providing advice that is reassuringly free from conflict of interest. With over 130 years' experience, our impartial intelligence is key to helping clients realise their projects on budget, on time and to an exceptional quality.

Successfully delivering

£130 bn+ **71** global
offices **1800** employees worldwide



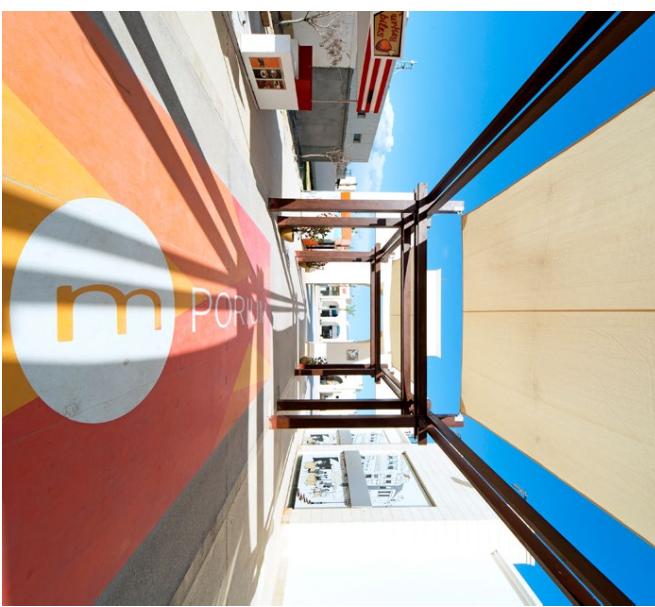
Gleeds Egypt

INDEPENDENT SINCE 2009

Gleeds have been working in a project capacity in MENA since the 1990s and we established permanent offices in UAE in 2004 and Qatar and Egypt in 2009. From our establishment, we have expanded rapidly in the Region offering RICS Chartered Quantity Surveying and world class Cost Management and Project Management services across a range of property sectors. We are a reliable and trusted partner to many of the Region's most prestigious organisations and we are proud to hold long term and strengthening relationships with many of the principal real estate developers and property clients in MENA.

We have established offices in Abu Dhabi, Cairo, Doha and Dubai and are looking to expand again into new Regional territories where our we know we can add value to those new markets and bring our brand of high quality and trusted service.

We operate in Kuwait and the Kingdom of Saudi Arabia from our other permanent offices as we build up our knowledge of those markets. We plan to roll out our businesses cases for Kuwait and KSA in 2018 with the objective of establishing Gleeds' businesses in both locations. We continue to work and develop our offering with our local partners in Kuwait and KSA to maintain a seamless Gleeds' service delivery to our clients there.



Marassi Resort
ALAMEIN, NORTH COAST, EGYPT

Our services

PROJECT AND COST MANAGEMENT

No matter how big or small, Gleeds will make your project a success story. We'll take ownership, define project needs and manage delivery using the best experts in the industry. Our consultants help deliver value for money by safeguarding client commercial interests and eliminating unnecessary expenditure at every project stage.

Due Diligence

Monitoring risk from initial business case through to asset maintenance, refinancing or sale – we're quick to respond to unforeseeable problems, and are well versed in constructive issue resolution.

Procurement Advice

With access to the latest market intelligence, we offer impartial procurement advice that delivers best value outcomes.

Project Controls

Our process-driven system helps simplify performance management and reporting so that clients can always see the big picture, without losing sight of the critical detail.

Benchmarking & Auditing

Our excellent benchmarking system offers clients access to quantifiable, measurable data that enables informed decision making.

Cost Management & Quantity Surveying

Providing impartial advice that helps clients maximise return on investment, from site acquisition to project completion.

Value Engineering

Providing advice to apply value engineering during site acquisition, construction and maintenance.

Health & Safety
Working on our clients' behalf we make sure supply chains are managing risk appropriately throughout the construction process.

Quality Inspections

Offering peace of mind, our quality management service ensures construction activity is being delivered to the highest standards and in line with statutory obligations.

Dispute Advisory

Providing impartial advice to resolve disputes quickly and effectively avoiding costly delays and damaged reputations, Gleeds also has a team of expert witnesses experienced in dealing with cross-examination.



Regulated by RICS and ISO Certified

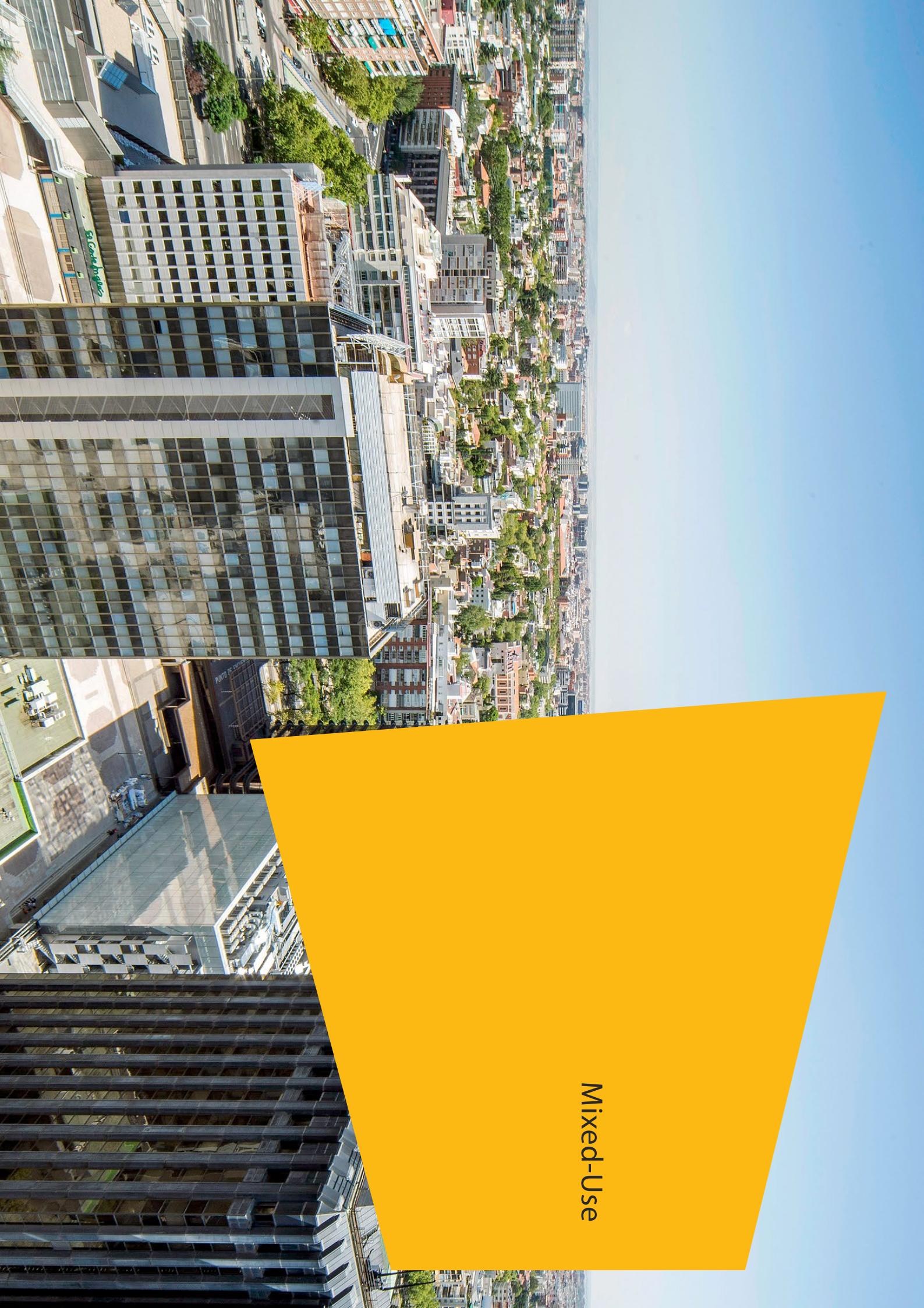
Our project teams are selected based on your business needs, ensuring your team has the right experience, understanding and knowledge.



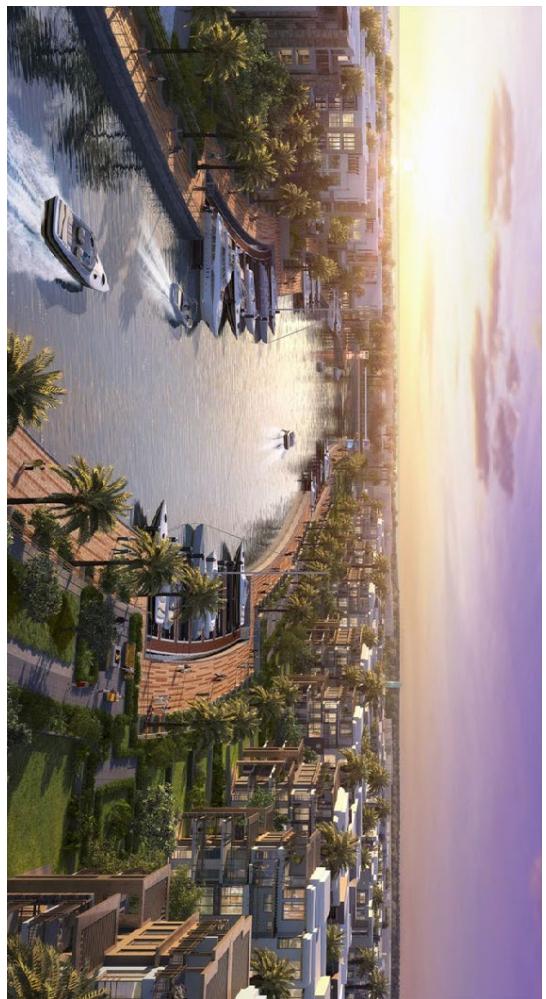
The background of the image is a high-angle, nighttime aerial photograph of a dense urban area. The city is filled with numerous skyscrapers of varying heights, their windows glowing with lights. A complex network of elevated roads and highways cuts through the city, with many cars and streetlights visible. In the foreground, there's a prominent building with a distinctive blue and white patterned facade. The overall atmosphere is one of a bustling, modern metropolis.

Shaping
the future
of the built
environment

2



Mixed-Use



Marassi Resort

AL-AWEIN, NORTH COAST, EGYPT

Client
Emaar Misr
Services
Cost Management

Marassi is one of the largest world-class beach resorts in Egypt. Stretching over 65 million m², this gated resort includes resort communities; an 18-hole golf course and golf academy; 13 luxury hotels spanning over 300,000 square metres, over 1,600 high-end villas, town houses, apartments and branded apartments; a mosque; and three private beaches in addition to numerous retail facilities in and around a souk and town centre. The connecting infrastructure that underpins this massive flagship mixed use scheme included demolitions; incoming statutory mains; sewage treatment and desalination plants; roads, bridges, retaining walls and site grading; marine breakwaters and a marina for boat and yacht docking; landscaping and general site boundary gates and fences.



- GLA 28,746 m² including associated golf club house, swimming pools, infrastructure and landscape
- 2. H1 - Mega Beach Hotel
 - 62nr branded villas BUA 26,600 m²
 - Hotel: 5* - 200 keys, BUA 24,000 m²
 - GLA 100,628 m² including associated swimming pools, infrastructure and landscape
- 3. Hotel H2
 - 120 branded apartments, BUA 19,089 m²
 - 52 cabanas BUA 3,328 m²
 - Hotel 5* 220 keys, BUA 23,604 m²,
 - GLA 56,973 m² including associated swimming pools, infrastructure and landscape.
- 4. Hotel H3 Marina
 - 110nr serviced apartments BUA 16,290 m²
 - Hotel 4*; 126 keys, BUA 10,200 m²
 - GLA 43,900 m² including associated swimming pools, infrastructure and landscape.
- 5. Hotel H4 Retail Hotel
 - 126nr serviced apartments BUA 16,380 m²
 - Hotel 4*; 126 keys, BUA 10,710 m²
 - GLA 33,909 m² including associated swimming pools, infrastructure and landscape.
- 6. H5 Beach Hotel
 - 195nr serviced apartments BUA 27,300 m².
 - Hotel 4* (tourist); 126 keys, BUA 23,400 m².
 - GLA 74,219 m² including associated swimming pools, infrastructure and landscape.
- 7. H7 Greek Village Hotel
 - 297nr serviced apartments BUA 38,610 m².
 - Hotel 5* (tourist); 200 keys, BUA 17,000 m².
 - GLA 96,967 m² including associated lagoon, swimming pools, infrastructure and landscape.
- 8. H8 - Wellness Hotel
 - 35nr branded villas, BUA 10,500 m² , including associated infrastructure and landscaping.
 - Wellness hotel boutique 200 keys, BUA 24,000 m² Including associated spa, swimming pools, infrastructure and landscape.
 - GLA 86,855 m² including associated swimming pools, infrastructure and landscape.

Hotels

Offering pre and post contract services for all 13 hotels in Marassi. The golf hotel is currently in the construction stage while the rest of the 12 hotels are still in the design stage.

1. Hotel H6 Golf Hotel
 - 68nr serviced apartments
 - 20nr branded apartments
 - 53 key (including 14 lock offs) 5* hotel
 - Total BUA 51,858 m²



9. H9 - Hotel Replacing Beach Club2
- 140nr serviced apartments, BUA 22,965 m² , including associated infrastructure and landscaping.
 - Hotel 4* 140 keys, BUA 14,000 m² including associated swimming pools, infrastructure and landscape.
 - GLA 35,833 m² including associated swimming pools, infrastructure and landscape.



10. R2 Boutique Hotel
- Hotel 3* 30 keys BUA 14,000 m².
 - GLA 17,302 m² including associated infrastructure and landscape.



11. S2 Boutique Hotel
- Hotel 3* 65 keys BUA 4,875 m².
 - GLA 13,650 m² including associated infrastructure and landscape



12. Greek Boutique Hotel1
- Hotel boutique 65 keys BUA 2,850 m².
 - GLA 6,300 m² including associated infrastructure and landscape.

13. Greek Boutique Hotel2
- Hotel boutique 65 keys BUA 2,850 m².
 - GLA 6,300 m² including associated infrastructure and landscape.



- Residential**
- Detailed Services
- Full scope of pre- and post-contract cost management services including:
 - Cost Planning and BM
 - BOQ Preparation
 - Value Engineering
 - Pre-tender Estimate
 - Tender Action
 - Contractor Selection
 - Cash Flow/ Earned Value Projection
 - Value Engineering
 - Risk Management
 - Cost/ Financial Reporting
 - Change Control
 - Interim And Final Valuations
 - Economic Reporting
 - Contract Advice

Challenges

- Tendering, procurement and cost management of a large number of packages running concurrently to very tight timescales.
- Client changing priorities of packages over the five year master programme, leading to abortive efforts.
- Complicated funding arrangements that had an effect on bonds, warranties and guarantees.
- Packages begin split into smaller packages, leading to increased scope of services.
- Short time imposed by client to complete exercises.

- Infrastructure**
- Demolitions, incoming statutory services (electrical), on- site services (sewage treatment plant and desalination plant, civil engineering works (roads, road bridges, retaining walls, site grading, marine breakwaters, marina excluding dry dock and lagoon), general building works (site boundary and gates), landscaping (hard and soft) and golf course (including practice facilities and maintenance facilities) with golf club included with the boutique and golf club hotel.

Leisure, Retail and Civic

- 1,530 luxury residential apartments, private compound dwellings, beaches (3 N), mosque, convention centre, retail facilities and mixed use/ souk/ town centre.



Uptown Cairo

CAIRO, EGYPT

Client

Emaar Misr

Services

Cost Management

Uptown Cairo is one of the most prestigious mixed used projects that is ideally situated 200m atop Cairo. Representing the size of the Zamalek district, the upscale development is built on 1,000 acres.

This self-contained and self-sufficient development offers everything you need from upscale residential and commercial units, world-class golfing facilities to prestigious shopping districts and state-of-the-art recreation and entertainment. Housing units are designed with the highest international standards, ranging from Mediterranean and Spanish motifs to Italian and Arabian ones.

Challenges

- Changing development program and operators.
- Cost sensitive approach
- Post contract services are provided as a condment to the existing staff, so it involves a development of a joint system that based on the highest standards.

Innovation and added value

- Improved speed and accuracy of carrying out interim valuations.
- Provided advice and assistance on reducing costs while satisfying client's requirements.
- Managed to expand the size of the team which was attributed to the quality of our people and services that have been provided.

Detailed Services

Full scope of post-contract cost management services and select cost planning services including:

- Cost Planning
- Cost Financial Reporting
- Change Control
- Interim And Final Valuations
- Economic Reporting
- Contract Advice



Residential



Cairo Festival City - Festival Living Streams 1 & 2

NEW CAIRO, EGYPT



- Detailed Services**
- Full scope of pre-contract cost management services including:
- Cost Planning
 - Value Engineering
 - Production of BoQ and PTE
 - Tender Action
 - Risk Management
 - Contractor Selection
- Full scope of post-contract cost management services including:
- Interim and Final Valuations
 - Change Control/ Management
 - Cash Flow/ Earned Value Projection
 - Value Engineering
 - Risk Management
 - Cost/ Financial Reporting
 - Contract Advice

Client Al Futtaim Residential Resorts Development (AFRRD)

Services

Cost Management

A new-build development at the prestigious Cairo Festival City development that comprises a total of 12 blocks containing approximately 600 upscale fully-furnished apartments, in addition to infrastructure and external works. The project is phased over two streams, with the second stream requiring pre-contract cost management services.

Challenges

- Design was poorly coordinated, resulting in abortive works by Gleeds.
- Gleeds advised to delay the tender period until design is rectified - advice heeded by client, and ultimately resulted in a more robust design being tendered.
- Large number of free-issue items, requiring quantification to be detailed, broken down by room and area per level and per apartment.

Innovation and added value

- Issuing a pre-tender estimate with a high degree of accuracy.
- Gleeds efforts in pre-contract resulted in our appointment post-contract.
- Gained respect of and confidence by Client following our advice, improved relationship with Al Futtaim.



Cairo Festival City - Oriana Villas Phase 3

NEW CAIRO, EGYPT

Client
Al Futtaim Residential Resorts
Development (AFRRD)

Services
Cost Management

This new phase in the Cairo Festival City development is a gated community comprising a combination of over 250 villas and town houses together with associated infrastructure and external works.

Challenges

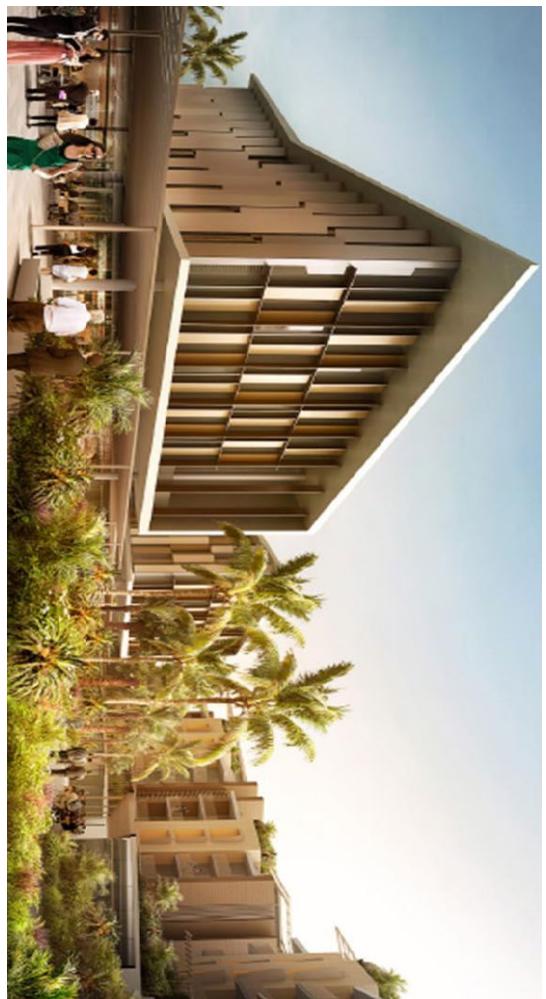
- Meeting an aggressive programme set by the client for tender, despite design not being fully coordinated.
- Significant number of tender addenda.

Innovation and added value

- Worked closely with designers to overcome coordination issues, with many RFIs raised by Gleeds that resulted in design errors being rectified.
- Managed to meet tender dates, and produced pre-tender estimates with a high degree of accuracy.

Detailed Services
Full scope of pre-contract cost management services including:

- Preliminary Cost Advice
- Cost Planning
- Value Engineering
- Production of BoQ and PTE
- Preparation of Tender Documentation
- Tender Action
- Risk Management
- Contractor Selection



Westown Block 6

GIZA, EGYPT

Client
SODIC
Services
Cost Management

Westown Block 6 is a part of SODIC West which is the largest planned mixed-use development in Egypt's Sheikh Zayed area. Block 6 is located on the north-west side of the development with a BUA 38,900 m². Block 6 consists of a residential component which is envisioned to become an exclusive offering with unparalleled views towards the central open piazza and Westown Clubhouse. It also consists of a pedestrian friendly office park, with ground floor retail, ranging from Food and Beverage Outlets to convenience retail.

Challenges

- Changes in the project brief composition from a one that includes offices, retail, hotel and convention centre components to one that consists of offices, retail and residential components.
- The project is constrained with a tight schedule for deliverables faced with a lag in the design development.
- Reviewing quantification and completeness of MEP drawings with the other consultants on the project.
- Maintaining the budget level in volatile market conditions.

Innovation and added value

- Reduced cost significantly from the initial client brief phase through value engineering and negotiations.
- Advised on cost options to guide client decisions on the final product level of finishes, procurement strategy and phasing of the project components.
- Provided timely updates of cost advice simultaneously with design development.
- Generated the final BOQs in accordance with the client's eprocurement template system.

Detailed Services

- Scope of Pre and Post Contract Project and Cost Management, including:
- Concept Cost Plan
 - Schematic Cost Plan
 - Design Development Cost Plan and Draft Bills of Quantities
 - Pre-tender Estimate and Final Bills of Quantities
 - Commercial tender analysis and Preparation of tender report



Client
Palm Hills Development

Services

Cost Management

Hacienda White 2

AL-AWAINE, NORTH COAST, EGYPT

Hacienda White is PHD's luxury brand on Egypt's Northern coastline. It is a mixed-use project including residential units, retail, clubhouses, hotels and entertainment and sports facilities. This luxury destination also offers eight large beach side lagoons, a club house, boutique hotel and an elegant spa. The project also has a Mall that is set to be the home to a select range of fashionable retail outlets, as well as hip cafes and dining spots.

Challenges

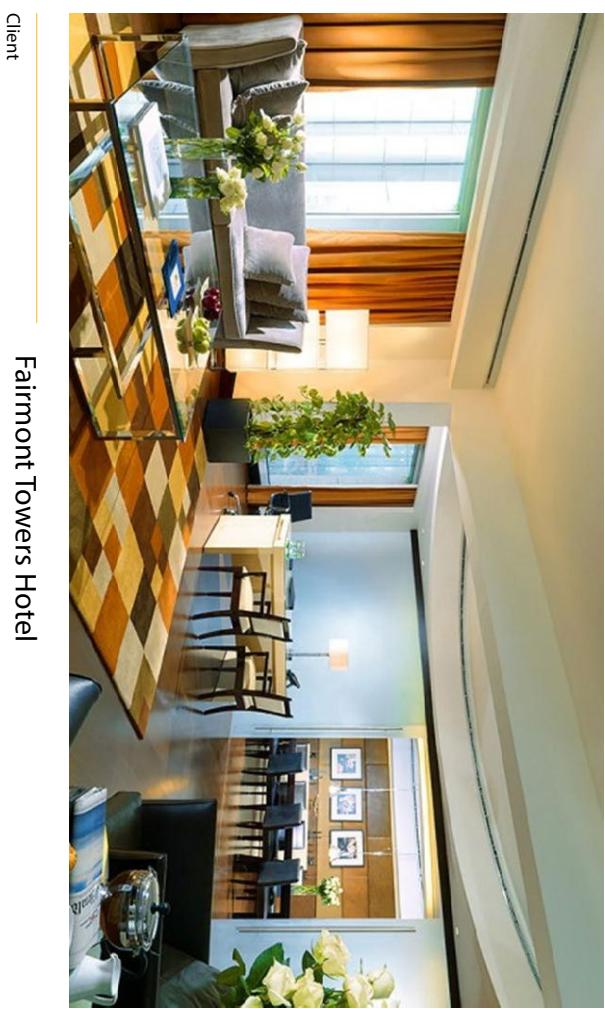
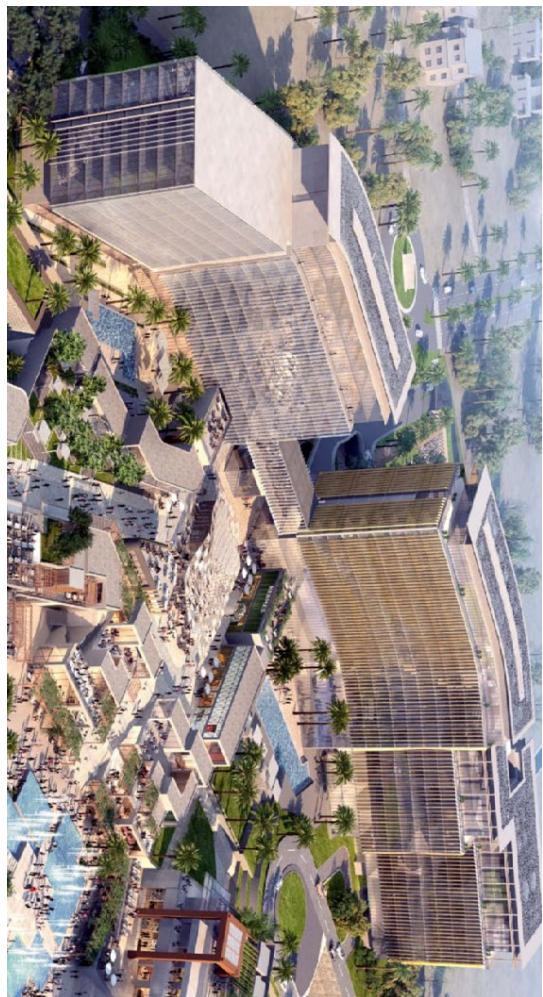
- Measurement and Take-off of detailed and complicated designs.
- Delivering the report in very tight time scales to bring the project back on budget and to complete within time.

Innovation and added value

Achieving tight deadlines and satisfying the clients' requirements and needs.



Hospitality



Cairo Festival City-Festival Hospitality

Client
Al Futtaim Real Estate Developments
(AFRED)

NEW CAIRO, EGYPT

Services
Cost Management

The project's aims to provide hospitality services catering for the needs of different visitors to CFC by constructing a luxury hotel in addition to a business hotel.

The project have two different options as follows:

Option A:

Phase 1: Develop a 5 star luxury hotel brand with approximately 400 keys total with possibly 50 of these keys as extended stay product.
Phase 2: As part of a second phase develop a 4 star Business Hotel with approx. 200 keys.

Option B:

Develop a 5 star Luxury Hotel with approx. 200 keys and concurrently develop a 4 star Business Hotel with approx. 400 keys with possibly 50 of these keys as extended stay attached to the 5 star Luxury Hotel sharing BOH facilities and loading and connected to the Event Centre.

Challenges

- Satisfying the clients requirements and needs
- Establishing the project's master budget

Fairmont Towers Hotel

Client
Gulf Egypt for Hotels and Tourism
(GEHT)

HELIOPOLIS, CAIRO, EGYPT

Services
Cost Management

Refurbishment of three wings of an operating hotel in three phases; complete refurbishment of 526 guestrooms, 34 junior suites, presidential suite, diplomatic suites and associated corridor and lobby spaces

Detailed Services

Full scope of pre-contract cost control services up to appointment of the main contractor including

- Feasibility studies
- Cost Modelling
- Cost Planning
- Benchmarking
- Cash Flow/ Earned Value Projections
- Value Engineering
- Risk Management
- Pre-qualification of contractors
- Procurement Advice
- Market Testing
- Tendering
- Appointment
- Cost/ Financial Reporting
- Change Control



Cairo Marriott Hotel

ZAMALEK, CAIRO, EGYPT

Client
Egyptian Government Organisation
for Hotels and Tourism (EGOTH)

Services
Cost Management

The refurbishment of the existing and operating Historic hotel building, the front of house areas of the palace building together with the external public areas and back of house support areas.

Challenges

- Procuring appropriate contractors and getting the correct conditions to meet the operating hotels safety, noise and working requirements.
- Cost managing and reporting designs to meet tighter budget requirements following civil unrest in 2011.

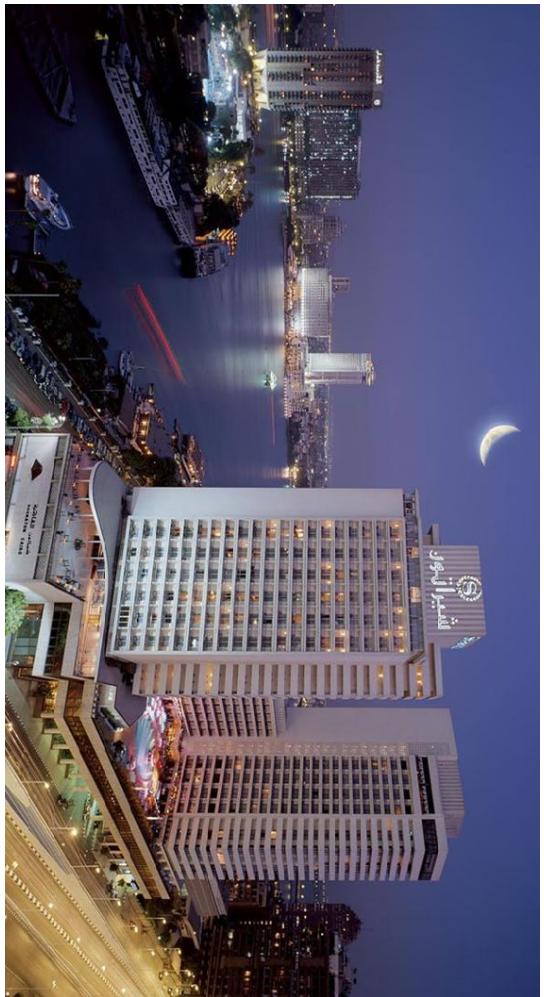
Innovation and added value

- Finding a new Hotel Spa solution that maximized the hotel's income and reduced cost by utilising existing hotel spaces rather than building new spaces
- In a change to traditional practice, Gleeds proactively fed cost advice to the designers, hotel owners and operators as the designs were being developed rather than at the end thus saving time and money



Detailed Services
Full scope of pre- and post-contract cost management services, including:

- Cost Modelling and Cost Planning
- Tendering and procurement
- Cost reporting and cash flow projections
- Pre- and Post-contract change control
- Value Engineering
- Variations, change control and final accounts



Sheraton Cairo Hotel Towers Renovation

GIZA, EGYPT

Client

LAFICO

Services

Project Management
Cost Management
Technical Due Diligence

One of Egypt's greatest landmarks, this hotel sits on the west bank of the Nile river in unique adjoining towers, and boasts exceptional views of the city. With over 650 hotel rooms including deluxe suites, a ballroom, eleven restaurants and a business centre, this hotel had been closed for several years due to transfer of ownership and renovations.

Gleeds had been invited to conduct technical due diligence and to prepare an audit of the renovation project, including compiling a bill of quantities, reviewing the design, and assisting with procurement of the hotel public areas and back of house. The resulting report's recommendations and key findings have been proved correct and the owner has adopted our recommendations, bringing the project back on track.

Challenges

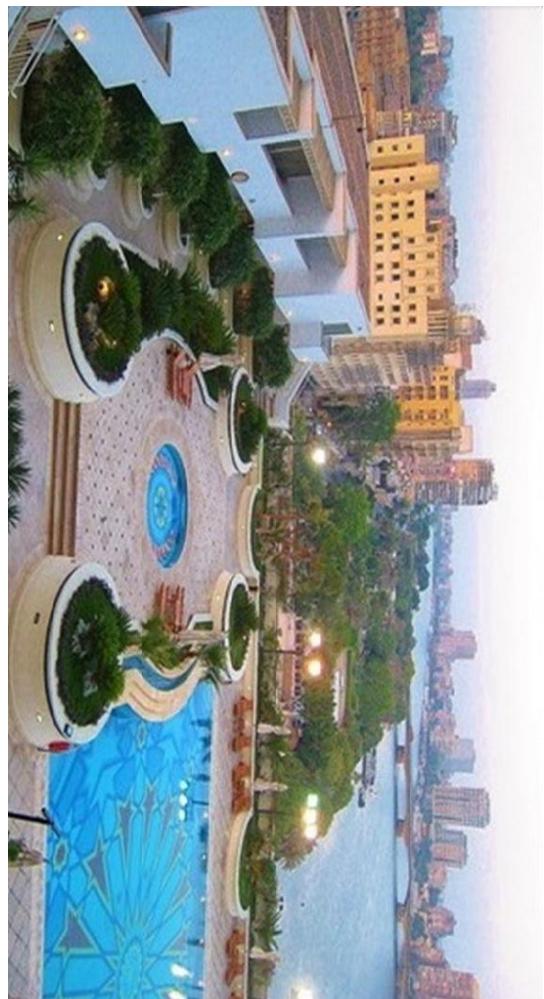
- Obtaining information necessary to conduct our audit report - lack of documentation.
- Delivering the report in very tight time scales to bring the project back on budget and to complete within time.



Innovation and added value
The final report's findings and recommendations proved to be correct, with the client adopting all our suggestions to rectify the project progress and reset the project programme

Detailed Services
Full scope of pre-contract cost management services and technical due diligence including:

- Review the design
- Propose value engineering ideas and lead VE workshops
- Contractor pre-qualification and selection
- Tender management
- Preparation of contract documents
- Prepare bills of quantities
- Technical due diligence
- Project audit report
- Project Recovery Planning



Hilton Hotel Renovation

CAIRO, EGYPT

Client
AL-Anwa Holding for Investment

Services

Cost Management

Cost planning and budgeting to the renovation / improvement of Grand Nile Tower Hotel, Cairo in order for the hotel to comply with Hilton brand standards and policies. The property includes a total of 1,002 guestrooms divided between two different hospitality concepts with dedicated facilities: the hotel main building provides 716 rooms and the Hotel extension building provides 286 rooms.

Challenges

- Control cost to meet the client's budget
- Comply with Hilton brand standards and policies

Innovation and added value

- Benchmarking project against on-going hospitality projects of similar standards.
- Maintaining the balance between project/ design quality and the authorised client budget.
- Meeting strict programme milestone dates.

Detailed Services

Evaluate the cost of renovation of the Grand Nile Tower Hotel to comply with Hilton brand standards and policies.



Waldorf Astoria

HELIOPOLIS, CAIRO, EGYPT

Client
Gulf Egypt for Hotels and Tourism (GEHT)

Services

Cost Management

Cost planning and budgeting to the renovation / improvement of Helioplis Hotel Tower, Cairo in order for the hotel to comply with Waldorf Astoria brand standards and policies. The property includes a total of 255 guestrooms plus the luxury front of house and public areas.

Challenges

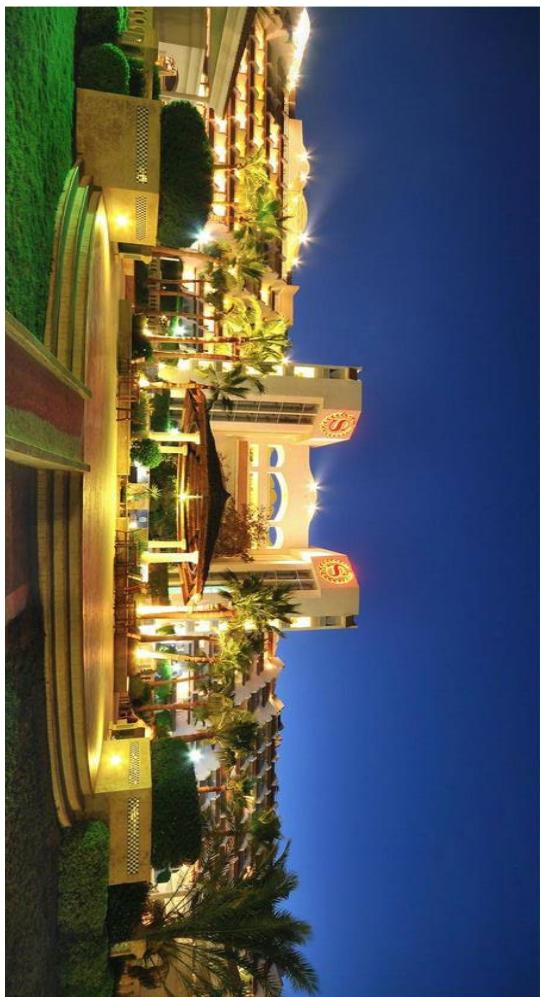
- Control cost to meet the client's budget.
- Comply with Waldorf Astoria brand standards and policies being the first of its kind in Africa.

Innovation and added value

- Benchmarking project against on-going hospitality projects of similar standards.
- Maintaining the balance between project/ design quality and the authorised client budget.
- Meeting strict programme milestone dates.

Detailed Services

Evaluate the cost of renovation of the Hotel to comply with Waldorf Astoria brand standards and policies.



Grand Nile Towers Hotel

GARDEN CITY, CAIRO, EGYPT

Client
Saudi Egyptian Touristic
Development Co.

Services
Cost Management

Hilton Hotels and Resorts desire to carryout renovation/improvement at Grand Nile Tower Hotel. The Hotel includes a total of 1,002 guestrooms divided between two different hospitality concepts with dedicated facilities: the Hotel main building provides 716 rooms and the Hotel extension building provides 286 rooms.

Detailed Services
Evaluate the cost of renovation of the Hotel to comply with Hilton brand standards and policies.

Sheraton Hotel Renovation

Sharm El-Sheikh, Egypt

Client
Starwood Hotels and Resorts

Services
Cost Management

Cost planning and budgeting to the renovation / improvement of Sheraton Hotel, Sharm El-Sheikh in order for the hotel to comply with Starwood brand standards and policies. The property includes a total of 852 guestrooms divided between three different hospitality concepts with dedicated facilities: the hotel main building provides 305 rooms; the villas provide 112 rooms; and the resort provides 435 rooms.

Challenges

- Control cost to meet the client's budget
- Comply with Starwood brand standards and policies

Innovation and added value

- Benchmarking project against on-going hospitality projects of similar standards
- Maintaining the balance between project/ design quality and the authorised client budget.
- Meeting strict programme milestone dates

Detailed Services
Evaluate the cost of renovation of the Sheraton Hotel to comply with Starwood brand standards and policies.



Commercial



Cairo Festival City - Business Park C

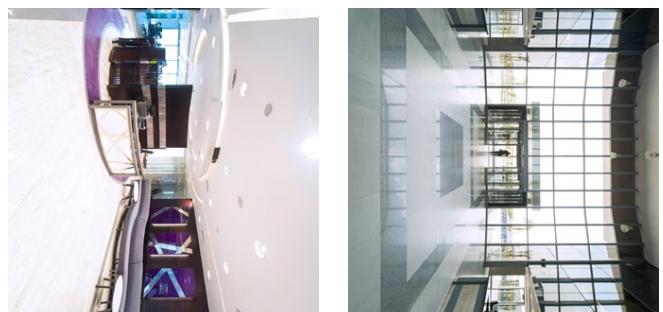
Client
Al Futtaim Real Estate Developments
(AFRED)

Services
Cost Management

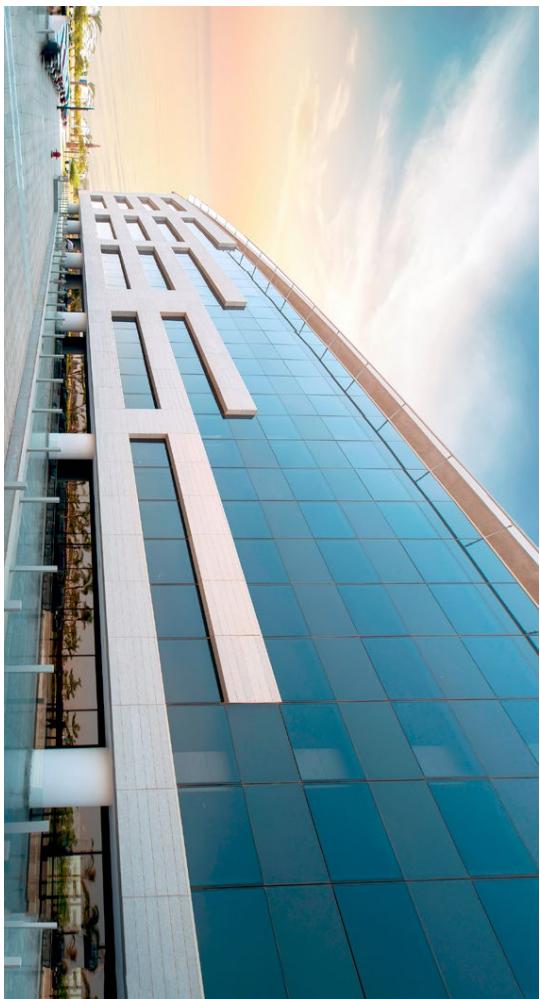
Development of four new office buildings located in the Southern Business Park. Comprising of three single-winged office buildings and one double-winged office building, in addition to external works and infrastructure. The project aims to deliver premium office space (Grade A) in the new centre of East Cairo.

Challenges

- Producing an estimate at a time when inflation was unstable in the Egyptian market.
- Accommodating a number of tenant changes before issuing to tender.
- Innovation and added value
 - Issuing a pre-tender estimate with a high degree of accuracy.
 - Gleeds efforts in pre-contract resulted in our appointment post-contract.



- Detailed Services
- Full Scope of pre-contract cost management services including:
- Cost Planning
 - Value Engineering
 - Production of BoQ and PTE
 - Tender Action
 - Risk Management
 - Contractor Selection
- Full scope of post-contract cost management services including:
- Interim and Final Valuations
 - Change Control/ Management
 - Cash Flow/ Earned Value Projection
 - Value Engineering
 - Risk Management
 - Cost/ Financial Reporting
 - Contract Advice



Cairo Festival City - New Business Parks

CAIRO, EGYPT

Client
Al Futtaim Commercial
Administrative Centres

Services
Cost Management

Development of five new office buildings located in the Southern Business Park; comprising of four single-winged office buildings and one double-winged office building, in addition to external works and infrastructure.

The project aims to deliver premium office space (Grade A) in the new centre of East Cairo.

Challenges

- Meeting an aggressive programme set by the client for tender, despite design not being fully coordinated.
- Large number of free-issue items, requiring quantification to be detailed broken-down.

Innovation and added value

- Worked closely with designers to overcome coordination issues, with many RFIs raised by Gleeds that resulted in design errors being rectified.
- Managed to meet tender dates and produced pre-tender estimates with a high degree of accuracy in volatile market conditions.



Detailed Services
Full scope of pre-contract cost management services including:
• Cost Planning
• Value Engineering
• Production of BoQ and PTE
• Tender Action
• Risk Management
• Contractor Selection

Full scope of post-contract cost management services including:
• Interim and Final Valuations
• Change Control/ Management
• Cash Flow/ Earned Value Projection
• Value Engineering
• Risk Management
• Cost/ Financial Reporting
• Contract Advice



Cairo Festival City - Business Parks A & B

Client
Al Futtaim Real Estate Developments
(AFRED)

NEW CAIRO, EGYPT

Services
Cost Management

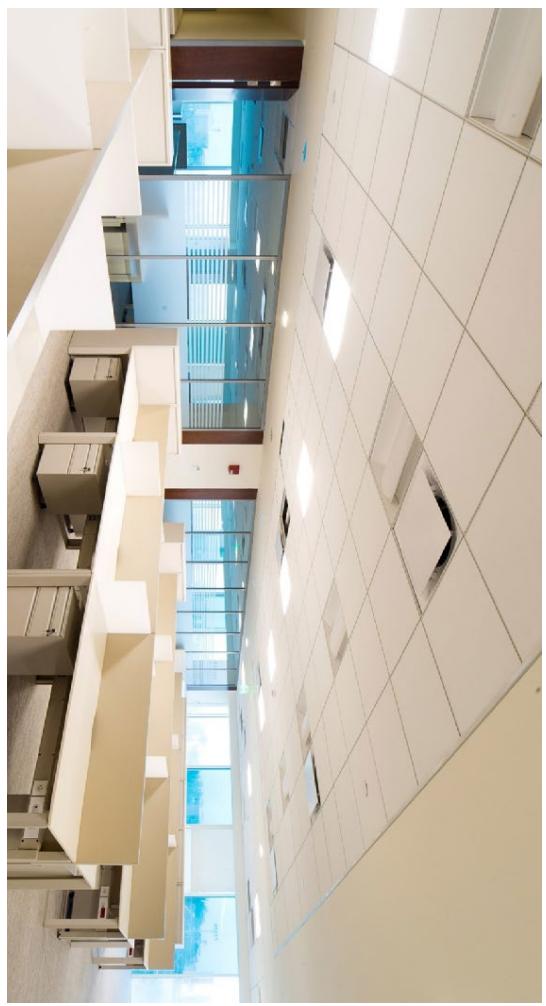
Development of three new office buildings located in the Southern Business Park; comprising of two single-winged office buildings and one double-winged office building, in addition to external works and infrastructure.

The project aims to deliver premium office space (Grade A) in the new centre of East Cairo.

Detailed Services

Full scope of post-contract cost management services including:

- Interim and Final Valuations
- Change Control/ Management
- Cash Flow/ Earned Value Projection
- Value Engineering
- Risk Management
- Cost/ Financial Reporting
- Contract Advice



OBS Office Restack

Client
Orange Business Services

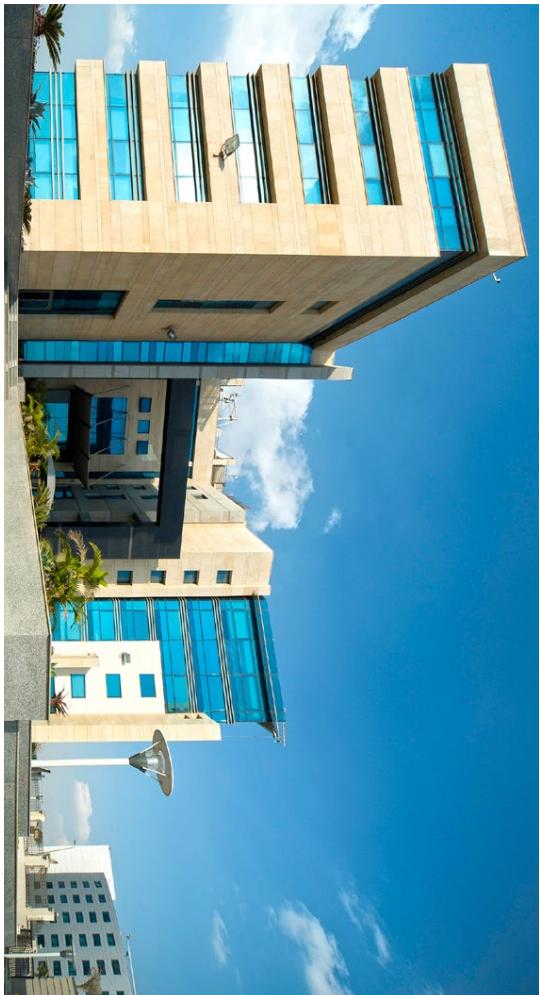
SMART VILLAGE, GIZA, EGYPT

Services
Project Management

Running concurrently with the major fit-out project for OBS in Citystars, Gleeds were engaged by OBS to provide PM services to complete a restack of their Research and Development in Smart Village.

It was necessary to undertake these works on an "out of hours" basis to ensure that the normal work of a large and expert team was not disturbed as their working environment was upgraded around them.

The Gleeds site team successfully delivered this by means of outstanding quality of communications with all stakeholders – especially the End User Leadership.



Egypt New Administrative Building

NEW CAIRO, EGYPT

Client
BG Egypt S.A.
Services
Project Management

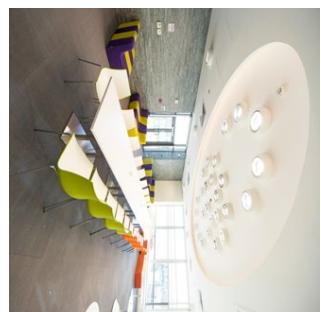
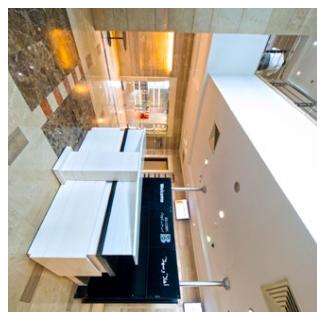
BG Egypt leased a new administrative space building in New Cairo. The commercial office GEA is approximately 7,700m², excluding the basement area.

The premises comprises of a seven storey building, finished to a core and shell condition. The office area required a complete fit out as commercial offices with ancillary support services.

Subsequently, Gleeds also managed the replacement of the building envelope. This was a challenging process during which the office was entirely operational. It also involved successfully complying with BG's world-class health and safety procedures.

Challenges

- Administering the contract with an international contractor who caused delay and prolongation to the programme.
- Coordination between client (tenant), landlord and relevant authorities
- Procurement of long-lead items and an accelerated prequalification, and tendering procedure in a fast-track project, due to the client's strict building occupation date.



- Innovation and added value
- Advised the Client on an appropriate contract strategy with specific recommendations on terms of contract in the context of operating in Egypt
- this enabled the Client to start the tendering process three weeks ahead of schedule
- Saved the Client circa USD 328,000 by making recommendations for appropriate alternative materials and components through value engineering workshops



Huawei Smart Village Office

SMART VILLAGE, GIZA, EGYPT

Client
Huawei Technologies Co. Ltd.

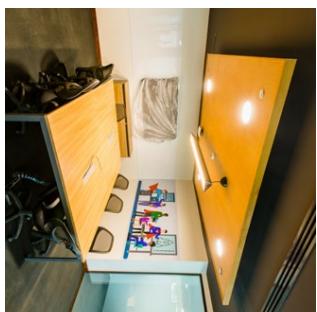
Services

Project Management

Gleeds is undertaking project management services for Smart Village office fit out project for Huawei Technologies Egypt. By second quarter of 2018 Design and Procurement phases are ongoing for two projects that are taking place in Smart Village. Smart Village projects comprised fit out and furnishing of 4th and 5th Floors, five Kitchens, twelve Bathrooms, and Basement. The plans for Smart Village building restack covers renovation and fit out of approximately 6,350m², split into various sub projects and phases, allowing continuity of the workflow in the building during the construction works.

Challenges

Carrying out the renovation of the Smart Village building in accordance to the requirements of several departments of Huawei, with minimal impact on the ongoing daily activities is a big challenge. Different scenarios were developed and studied thoroughly. A careful plan is being under progress to implement the renovation through several sub projects, which are managed separately on a micro-level, while these sub projects integrates to fulfil the whole vision of the Client. By the second quarter of 2018, two sub projects are developing already. Both packages' works are planned to finish before the fourth quarter of 2018. Other sub projects are planned to take place afterwards, allowing the busy building to stay as active and welcoming to employees and visitors as ever.



Detailed Services

- Full scope of pre and post contract project management services including:
- Collect, analyse, and arrange Requirements of the Stakeholders.
- Coordinate and align Procurement Strategy with Client's strategic targets, and internal policies.
- Manage and facilitate the communications between the project team.
- Develop Master Programme, and update through project phases.
- Develop and monitor project budget.
- Prepare BOQs and lead Tendering processes.
- Prequalification, screening, and short listing of final bidders.



Huawei Katameya Downtown

NEW CAIRO, CAIRO, EGYPT

Client
Huawei Technologies Co. Ltd.

Services

Project Management

Gleeds is undertaking project management services for several fit out projects for Huawei Technologies Egypt. Gleeds managed to deliver Katameya project to Huawei. Katameya project comprised fit out and furnishing of 750m² for office use.

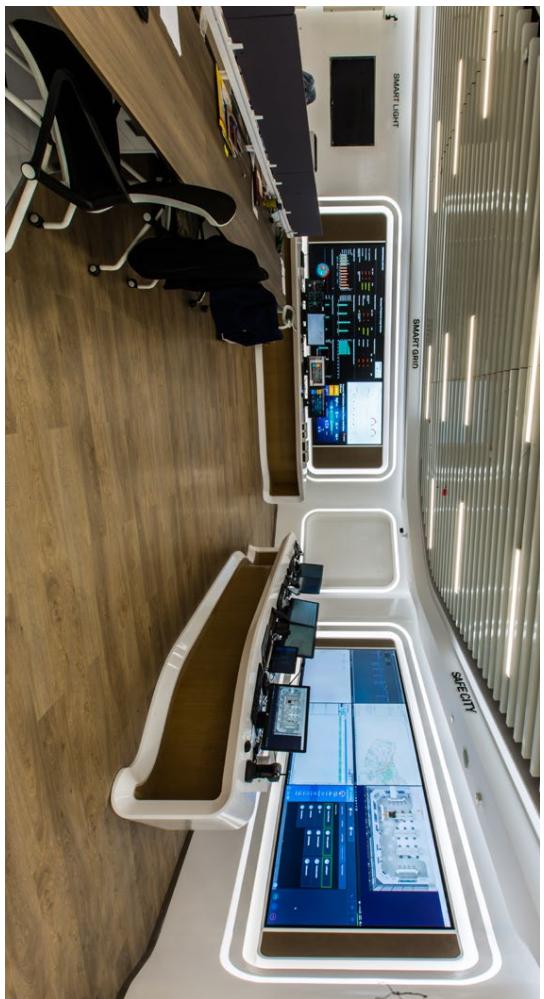
Challenges

Initiating the Katameya project during June 2017, with Designs that were developed overseas and getting the office ready to welcome the employees move-in before end of the year was a major challenge. Several elements from the design package were highlighted in the master Procurement Plan during pre-construction phase, alternatives were recommended, and alignment of all parties were achieved. These efforts, followed by a close daily monitoring to site progress allowed Huawei employees to move into the new place during December 2017, meeting the Client's expectations.

Detailed Services

Full scope of pre and post contract project management services including:

- Collect, analyse, and arrange Requirements of the Stakeholders.
- Coordinate and align Procurement Strategy with Client's strategic targets, and internal policies.
- Manage and facilitate the communications between the project team.
- Develop Master Programme, and update through project phases.
- Develop and monitor project budget.
- Prepare BOQs and lead Tendering processes.
- Prequalification, screening, and short listing of final bidders.
- Monitor and Control project progress.
- Coordinate with landlord and Maintenance provider.
- Lead the Change Control efforts through the project.
- Administer contract with the general contractor, and advice Huawei in compliance with conditions.
- Assess Requests of Payments, and advice valuation of works for contractors and furniture suppliers.
- Coordinate and align contractors and suppliers with IT/Security/AV requirements in compliance with Huawei internal standards.
- Lead the coordination with the Chinese Design firm oversees, and the local project teams.
- Report to different stakeholders through various channels to ensure that all parties are well informed in a timely manner.
- Manage the closure processes and lead the project take-over efforts based on a structured methodology in compliance with the internal policies of the Client.



Huawei Smart Village Open Lab

SMART VILLAGE, GIZA, EGYPT

Client
Huawei Technologies Co. Ltd.

Services

Project Management

Gleeds is undertaking project management services for several fit out projects for Huawei Technologies Egypt. Gleeds managed to deliver Open Lab project to Huawei. The Open Lab comprised renovation, fit out and furnishing of 400m² in Smart Village that is being used as a showcase for the most advanced technological B2B services offered by Huawei, including a small Data Centre, training room, and open space equipped with advanced A/V systems.

Challenges

The Open Lab project was initiated to form a vital marketing tool for Huawei in the Middle East region. Top quality finishing and detailed implementation of the high-tech modern style designs of the project were defined as major KPIs to meet. The prequalification and screening processes that took place prior to the release of the Tender Package were mandatory to ensure getting the right construction team on site.

The final result which was endorsed by the designer and the client was based on the neat and disciplined endeavour that took place prior and during the Tendering phase.



Detailed Services

- Full scope of pre and post contract project management services including:
- Collect, analyse, and arrange Requirements of the Stakeholders.
- Coordinate and align Procurement Strategy with Client's strategic targets, and internal policies.
- Manage and facilitate the communications between the project team.
- Develop Master Programme, and update through project phases.
- Develop and monitor project budget.
- Prepare BOQs and lead Tender processes.
- Prequalification, screening, and short listing of final bidders.
- Monitor and Control project progress.



Shell Lubricants Egypt Administrative Building

NEW CAIRO, EGYPT

Client
Shell Lubricants Egypt (SLE)

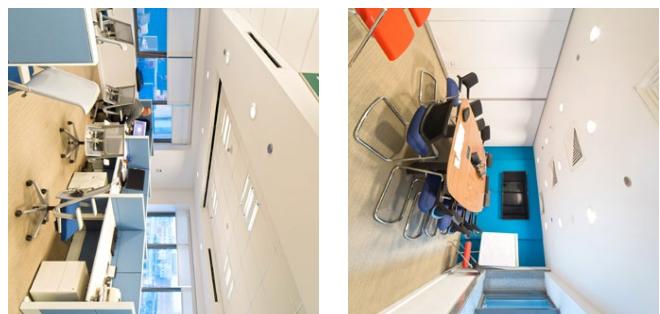
Services

Project Management

As a part of the long term consolidation plan between Shell and BG, Shell Egypt occupied BG's existing administrative building in New Cairo in 2016. The seven storey building is approximately 7,700 m², excluding the basement area. To accommodate the additional headcount of Shell's employees, complete fit-out, re-configuration and renovation works were required for different areas of the building; one and a half floors that required a complete fit out as commercial offices with ancillary support services was finished to a core and shell condition. Also another floor required re-configuration, in addition to major renovation works for the main reception and all floor lobbies.

Challenges

- On-going construction works in a fully occupied live office building.
- An accelerated pre-qualification and tendering procedure in a fast-track project, due to the client's strict building occupation date.
- Working on very tight construction schedule to allow staff move-in.
- On-going works in the building façade in line with the internal works, which results in limited access options to maintain staff circulation.
- Coordination between client (tenants), facility manager, IT, security, consultants and contractor.



- Innovation and added value**
- Advised the Client on an appropriate contract strategy with specific recommendations on terms of contract in the context of operating in Egypt - this enabled the achievement of the staff move-in date.
- Successful timely procurement of project parties, consultants and contractor, within very tight time frames.
- Maintained the office building daily operations normally while the construction is on-going.

Detailed Services

- Full Scope of Pre and Post Contract Project and Cost Management, including:
- Cash Flow/ Earned Value Projection.
- Value Engineering.
- Risk Management.
- Cost / Financial and Economic Reporting.
- Change Control.
- Interim And Final Valuations.
- Contract Advice
- Project Management.



Bonjorno New Coffee Factory Admin Building

E-SQUARE INDUSTRIAL PARK, 6TH OF OCTOBER, GIZA, EGYPT.

Client

Nestle

Services

Project Management

Construction and fit out of a three floor building with a built up area of 2000 sq. meters. The building area is divided as follows:

- An admin area (1500 sq. meters) comprises offices, work spaces and meeting rooms.
- Male and Female lockers, toilets and showers with a separate entrance for the Factory workers
- A cafeteria

The building is connected to the factory through hygienic zones to ensure everyone entering the factory is sanitized.

Challenges

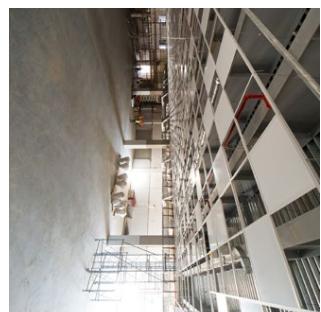
- Coordination between all involved stakeholders.
- Following up with the contractor to ensure all long lead items were procured on-time.

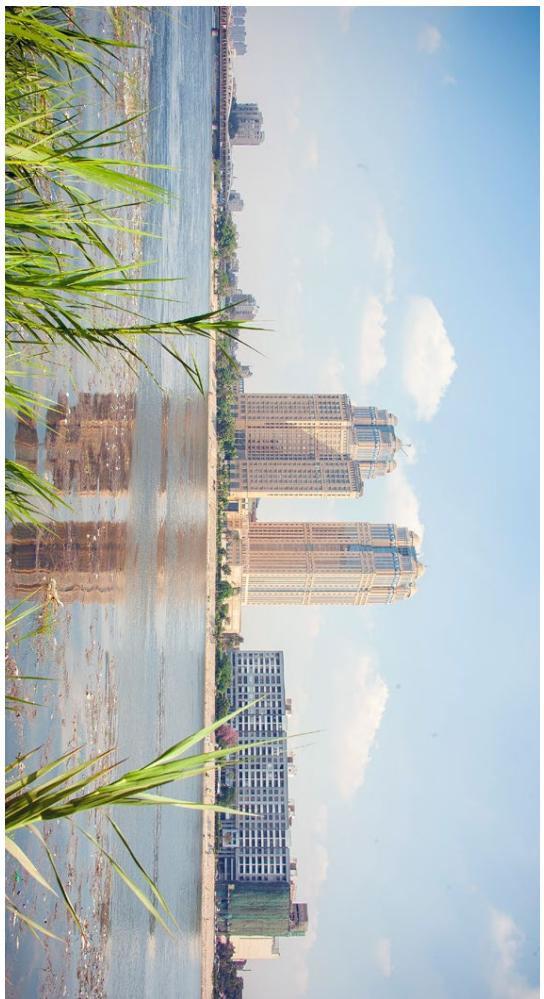
Innovation and added value

- Closing out the project with enough time for employees' move, before the factory operation starts.
- Protecting client's rights by reviewing the cost claims submitted by the contractor after the currency floatation.

Detailed Services

- Full Scope of Pre and Post Contract Project and Cost Management, including:
- Master schedule to fulfil client's main milestones
- Management and coordination of design
- Preparation of procurement strategy
- Management of tender process
- Cost estimation and budgeting
- Value Engineering
- Risk management
- Change control
- Reporting to the client





Mobinil Restack Phase 1 Nile Towers

NILE CORNICHE, CAIRO, EGYPT

Client
The Egyptian Company for Mobile Services (Mobinil)

Services
Project Management
Cost Management

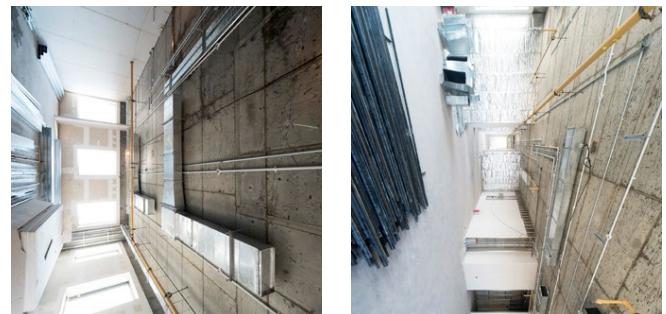
The project involved the provision of project management services for the fit-out and restacking of around 6,000 square metres of office space in one of Egypt's most prestigious building complexes. Nile City Towers is situated in Ramlet Boulaq directly overlooking the River Nile, leading to considerable site constraints due to the congestion in the area and proximity to the river.

Challenges

- Client was constrained by a fixed building occupation date, which resulted in a tight schedule with no possibility of delays.
- Client required a physical cable connection between the fit-out and their adjacent existing building.
- Site possession was restricted by swap agreement between the Client and the Landlord.

Innovation and added value

- Reduced master schedule initially suggested by Client from a 7 month to a 6 month construction schedule.
- Generated several solutions with SV for the connection of the two buildings.
- Reduced cost significantly from the initial offers through value engineering and negotiations by around 25%.



- Detailed Services**
- Procurement and administering the contract of consultants and Contractors
 - Establishing and monitoring of the Project schedule
 - Budgeting, cost control and reporting
 - Scope management
 - Change control



Oracle Egypt City Stars Office Expansion

CAIRO, EGYPT

Client
Oracle Egypt

Services

Project Management
Cost Management

Oracle Egypt are expanding and have recently agreed a lease for an additional floor at their City Stars Office. The newly leased floor shall be fitted out and furnished as per Oracle Guidelines including state-of-the-art Virtual Labs, meeting rooms, and collaboration spaces. The area to be fitted out is 1,200 sqm. and the estimated headcount is 80 pax.

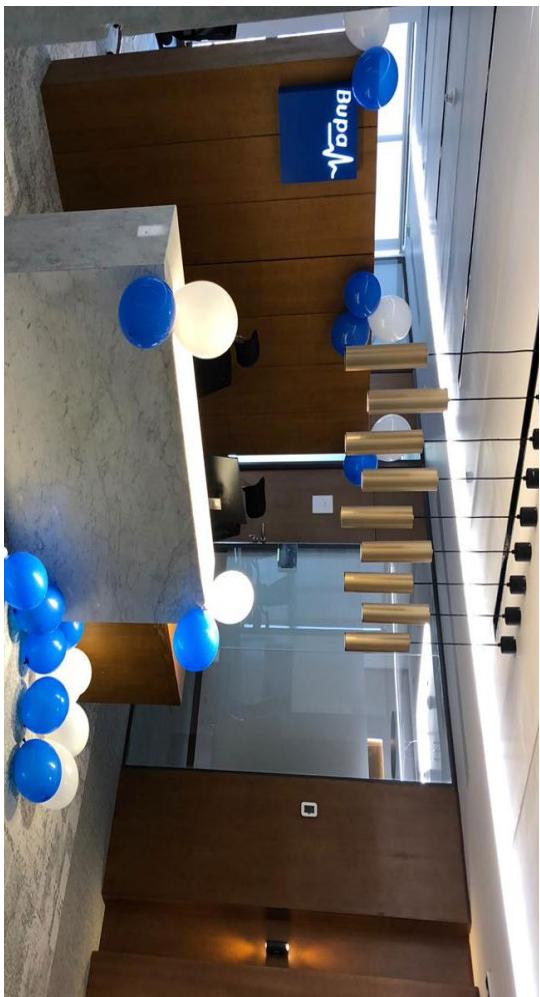
Challenges

- Procuring materials and equipment in a complex environment with volatile market conditions.
- On-going construction works in a fully occupied live office building
- An accelerated pre-qualification and tendering procedure in a fast-track project, due to the client's strict building occupation date
- Working on very tight construction schedule to allow staff move-in
- Coordination between client, landlord, IT, security, consultants and contractor

- Innovation and added value
- Since this was a high risk project due to LL issues, Gleeds had put procurement and phasing strategy that allows for a smooth exit strategy while still permitting project progression.



Detailed Services
Full Scope of Pre and Post Contract Project and Cost Management, including:
• Construction/Procurement Strategy
• Phasing strategy
• Furniture supplier procurement
• General coordination with corporate vendors
• Cash Flow/ Earned Value Projection
• Value Engineering
• Risk Management
• Cost/Financial and Economic Reporting
• Change Control
• Interim And Final Valuations
• Contract Advice
• Project Management



Client Bupa

Bupa Headquarter in Egypt CAIRO, EGYPT

Services
Technical Due Diligence
Project Management
Cost Management

BUPA initially engaged Gleeds Egypt to provide Technical Due Diligence services regarding a potential property in New Cairo. This was completed in Q1 2018. Subsequently Gleeds were appointed as the Project Manager to handle all aspects of the development of BUPA's new CS office, and the relocation of their existing call center operations from Maadi to New Cairo.

The new office is consisted of two floors, one floor to accommodate desks for 215 employees for call center, the other floor accommodates 40 employees and contains training center, break area and meeting rooms.

Challenges

- Several long lead items that needed to be delivered and installed such as the raised floor, IT racks and patch panels, UPS units...etc. All of the long lead items were delivered and installed on time. W
- The UPS units that were originally specified in the contract (normally take 3 months to be delivered) were found have technical problems after weeks from the project. We handled the issue and worked with all parties to investigate other alternatives and chased the client to get his sign off to deliver the UPS units and achieve the milestone date. The units were on site 3 weeks before the milestone date.

After installing the walls of the room, the size of the room was no longer suitable to accommodate the new UPS units. The room was dismantled and reinstalled without time or cost impact. The Client insisted on installing his own temporary rack in the room along with a fiber optic cable which acted as serious obstacle and risk in the same time for works inside the room. The room was delivered without any damages to the client's properties. As the main electrical panels of the project were not part of the milestone, we worked with all parties including the landlord and managed to secure an electric source to power the room with all of its components including the racks, DX units...etc. without interruptions.



Shell LOPP Office

6TH OCTOBER CITY, CAIRO

Client
Shell

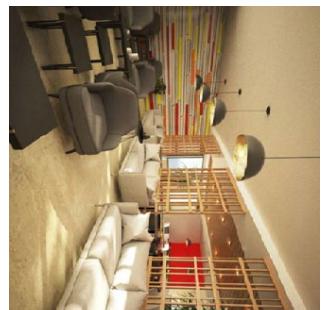
Services

Project Management

Shell office building comprises of a laboratory, Working spaces, Meeting rooms, a café and a gym. Gleeds is responsible for the provision of site-based and providing the local project management services liaising with existing Dubai-based PMO & HSSE team along with plant team and procurement team located in Cairo.

Challenges

- Ensuring the design covers all Shell HSSE and workspace design standards.
- Communication, and coordination between multiple stakeholders in different departments and locations.
- Work execution inside the Plant perimeters abiding by Shell's life saving rules and safety regulation.
- Relocation and diversion of underground utilities, located below the building, without disrupting the plant production and in absence of as-built drawings.
- Relocation for the main Shell server room to a temporary location, away from construction.



Detailed Services

- Master schedule to fulfil client's main milestones
- Management and coordination of design
- Preparation of procurement strategy
- Communication planning
- Management of tender process
- Cost planning and budgeting
- Value Engineering
- Risk management
- Change control



Client

Bloomberg LP

Bloomberg LP
ZAMALEK, EGYPT

Services

- Project Management
- Cost Management
- Fit out
- Technical Due Diligence

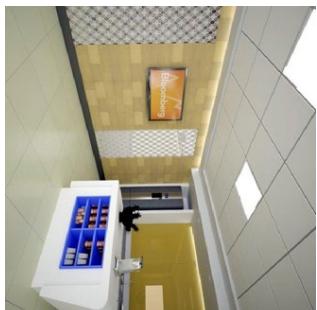
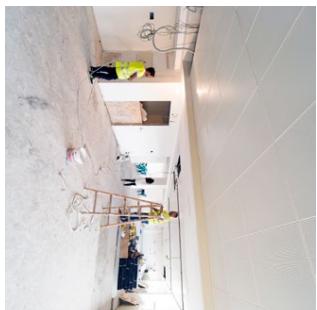
Gleeds have been appointed by this global client to provide local project and cost management support to their in-house teams based in Europe, the Americas and GCC. Also Gleeds carried out fit-out of 300 square metres of office space for Bloomberg's Cairo Bureau in Zamalek, to match the standards of Bloomberg worldwide. The project involved significant MEP and AV installations, and used an international as well as a local design firm, all being managed and coordinated by Gleeds.

Challenges

- Project to be completed within tight budget and time constraints.
- Developing acceptable procurement solutions within the context of the local Egyptian market and international/brand standards.
- Managing project communications within a project team stretching from São Paulo, Brazil to Dubai, UAE.

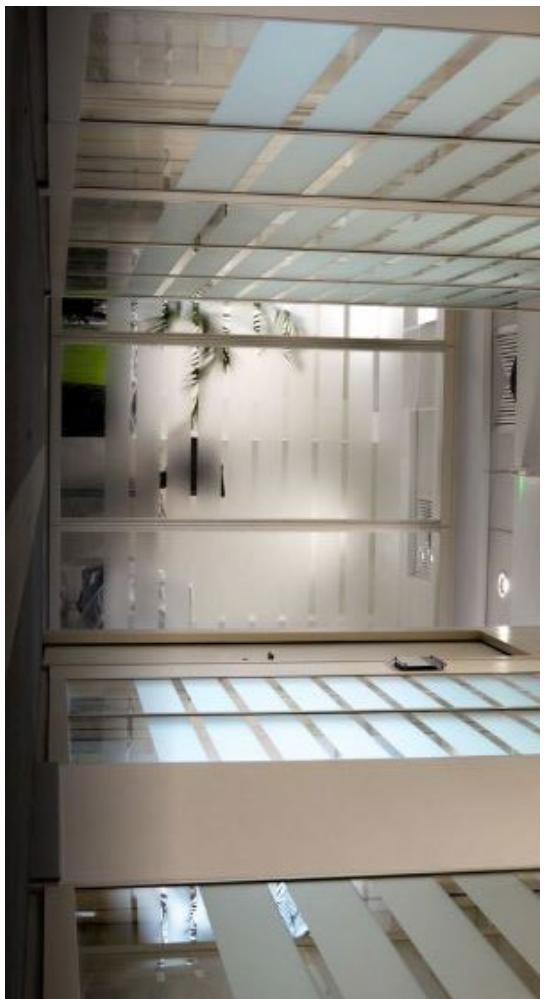
Innovation and added value

- Meeting the highest possible quality expectations of a demanding global client.
- Handling over the project without disruption to the client's complex internet operations.



Detailed Services

- Technical Due Diligence
- Locally based support to procure and manage design consultants and fit-out contractors
- Contract administration
- Construction supervision
- Material and equipment procurement
- Cost Management and reporting
- Locally based support to procure and manage design consultants and fit-out contractors
- Construction supervision



Client World Bank Group.

The World Bank NILE CITY TOWERS COMPLEX, CAIRO, EGYPT

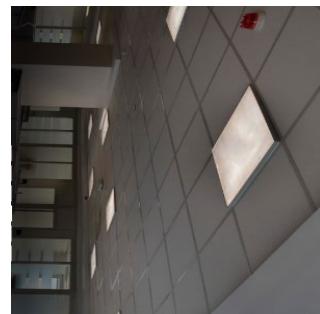
Services

Project Management
Cost Management

This truly Global client have appointed Gleeds to provide locally based project and cost management support to their United States' based Real Estate specialists. The project will provide 1500sqm of newly fitted out office space into which the Client will relocate from his current location in another building nearby. The project is a complete fit-out from core and shell and includes a number of requirements which are very specific to this client.

Challenges

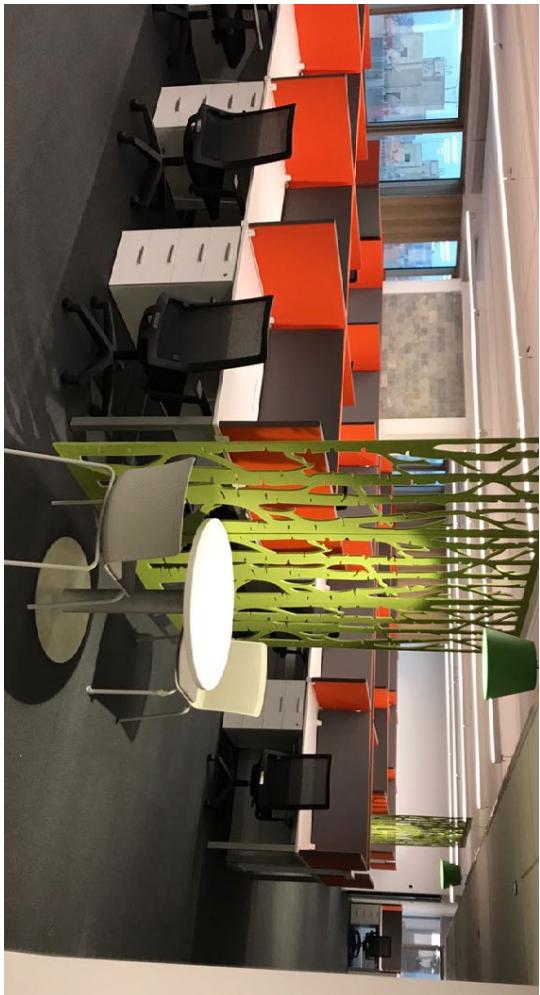
- World Bank Group procurement is under extremely close scrutiny and it was necessary to ensure that these procedures were closely followed while still maintaining an understanding of the Cairo market.
- Sourcing of locally available materials and processes to mitigate the effects of the hard currency and importation challenges.
- Developing project solutions which meet the Client's global technical requirements, address the aspirations of the local team and also meet budget constraints.



- Innovation and added value
- Technical Due Diligence
- Implementation of the client's rigorous procurement regime to source contractors in the Cairo market.
- Contract administration
- Construction supervision
- Procurement of specialist contractors
- Management of communications between globally based project stakeholders
- Cost management and reporting
- Management of the design process

Detailed Services

- Technical Due Diligence
- Implementation of the client's rigorous procurement regime to source contractors in the Cairo market.
- Contract administration
- Construction supervision
- Procurement of specialist contractors
- Management of communications between globally based project stakeholders
- Cost management and reporting
- Management of the design process



OBS Head Office Fit-out Heliopolis

CAIRO, EGYPT

Client
Orange Business Services

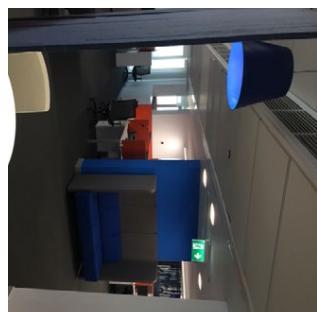
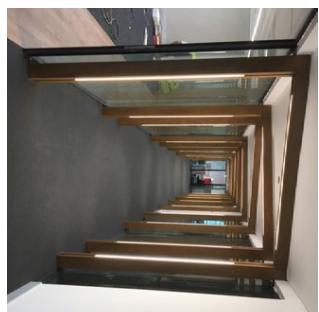
Services
Project Management
Cost Management
Technical Due Diligence

Gleeds has been appointed by Orange Business Systems (OBS) to provide project and cost management services for the fit-out of their new head office located in City Stars Towers, Heliopolis - Cairo. The project is to fit out a core and shell office building with a total gross area of 13,200m². The building is comprised of 3 basements, ground and 11 floors that is accommodating approximately 2000 employee. The project layout offers 1800 work stations, 20 private offices, 4 meetings rooms, 25 phone booths, kitchens, coffee stations, printing rooms, 40 huddle rooms, male and female toilets and 4 training rooms.

Challenges

- Several parties were involved in this project with different interests and various duties, which formed one of the key challenges. Gleeds overcame this by planning and conducting effective coordination meetings. The face to face discussions with all parties covered all problems and addressed the required corrective actions/solutions with deadlines that were followed closely.

The timing of the Take-Over of the offices space by the Client was a top-level direction, by that time some works were not finished yet. The situation required a delicate management and close control on site, in order to ensure that the Client is able to occupy a functioning work environment without interruptions caused by noise or access control issues. At the same time, it was vital to lead and control completion of all outstanding works by the contractor simultaneously. A detailed Outstanding and Snag Works lists were issued with the Take-Over certificate, and a follow up on deadlines for each action was carried out, which led to smooth completion of the project.



Detailed Services

- Developing Technical Due Diligence
- Locally based support to procure and manage design consultants and fit-out contractors
- Provide an order of cost estimate for the works
- Support the client in tendering period by developing technical and financial evaluation for all bidders and answering all bidders' questions.
- Pre- and post-contract cost management services
- Administer the employer's and main contractor's contract.
- Issue instructions to the consultants and the main contractor.
- Control the communication of all the involved parties.
- Monitor the construction progress on site.
- Assess all claims and provide a fair determination.
- Management and controlling of long lead items.
- Proper project documentation.
- Issuance of Taking-Over Certificates.
- Revise contractor's interim payment applications and prepare the interim payment certificate to the Client.



Microsoft Cairo Smart Village Restack

SMART VILLAGE, GIZA, EGYPT

Client
Microsoft, Egypt

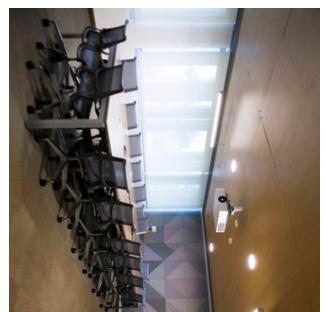
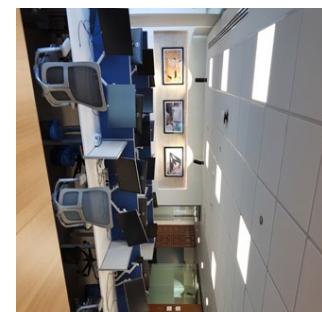
Services

Project Management
Cost Management

Microsoft Egypt requested restacking of their existing offices, fit out and refurbish of the existing fourfloors building at Smart village, Cairo. The total area of the project is approximately 3.000m2. The new layout accommodates 284 staff across 3 floors, while the ground floor is dedicated for customers' experience, which is developed based on a standard Workplace Assessment provided by Microsoft Global. The project was carried out through two consecutive phases, enabling the business to operate simultaneously during the construction works. The scope of renovation included full change of the internal layout architectural elements, modifications and upgrades to all MEP systems, upgrade to a newer Security system, and implementation of high-tech Audio/Video facilities through the building. Procurement and installation of whole new packages of system and loose furniture were included in the scope.

Challenges

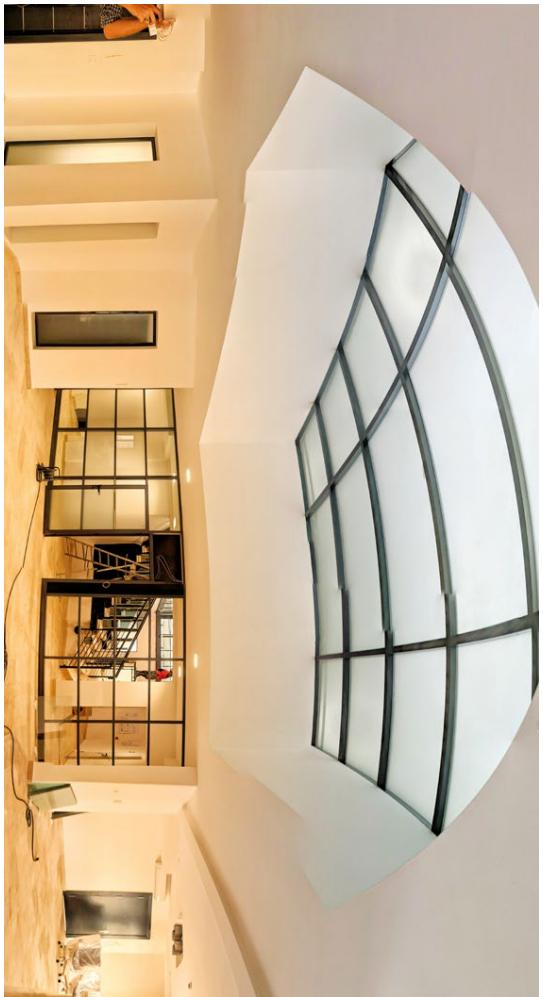
- The Coordination between several stakeholders' requirements, and facilitation of productive communication between many parties scattered all over the globe. A detailed Communication Plan was developed and updated through the design phases to ensure the efficiency of communication channels. Disciplined implementation of the Communication Plan had a cardinal importance to ensure successful project execution.



- Management of the development of conceptual designs that were originally provided by overseas international firm, and to coordinate a successful implementation of the designs through a complicated procurement plans, and high quality workmanship at site, while making sure that all parties are working under the hood of the internal global standards of Microsoft.
- Coordination and monitoring the implementation of the Landlord's requirements from technical point of view, while making sure that the final results are coming in compliance with Microsoft expectations. This coordination efforts included arrangements, adjustments, negotiations and facilitation of all relevant points through the design, procurement, and construction phases. A lease agreement was developed and signed pre-construction phase, to state the agreed deadlines through the Design phase, and to dictate the arrangements and duties through the Construction phase.

Detailed Services

- Full scope of pre and post contract project management including:
- Develop and monitor the Master schedule to fulfil client's main milestones.
- Collect and analyse of client's Requirements, and managing the team efforts through the design phase.
- Coordination with the Landlord through the project phases.
- Preparation of procurement strategy, and leading the tendering process for general contractor, furniture suppliers and specialized contractors.
- Develop, monitor and manage budgetthrough the project lifecycle. Including assessment and advice of payments to different involved parties.
- Manage the Value Engineering efforts pre construction, and ensure receiving best value for money through the entire project phases.
- Proactive Riskmanagement.
- Administer the Contract between Microsoft and the General Contractor on behalf of the Employer.
- Change Management through the project phases, including early assessment of time and cost impacts, negotiations with contractors, and advising the business on contingencies.
- Lead the communication between the entire project team, facilitate proper channels, and to record and follow up on agreements and action list.
- Monitor the entire project progress and to report weekly to Microsoft providing updated data and information on design, engineering, construction, procurement, programme, budget, coordination with the Landlord and risks



ExxonMobil Office and Residential Villas Fit-out

NOUKCHOTT, MAURITANIA

Client
ExxonMobil Mauritania
Services
Project Management

Following successful collaborations in Cairo, Gleeds Egypt have been appointed by ExxonMobil Mauritania B.V. to provide project management services for Mauritania facilities. Gleeds are collaborating with ExxonMobil's team of external and internal specialists to deliver their requirements in a challenging environment. The project aims to provide fit out for an office building to be used as headquarters, in addition to 3 residential villas.

The office building comprises offices, meeting rooms, seating and dining areas. ExxonMobil security requirements are fulfilled by providing anti-blast walls and windows in addition to a secured panic room in the management area.

All residential villas are divided into residential apartments in addition to pools and gyms.

The work is being undertaken on remote basis as well as periodic site visits and requires complex discussions with local design teams and overseas suppliers.



Challenges

- Communication, requirement collection and coordination of different stakeholders in different departments and locations.
- Coordination between the main contractor and other speciality contractors located in different countries.
- Ability to follow-up with daily progress on a remote basis and providing adequate reporting to the client whenever needed.

Detailed Services

- Full Scope of Pre and Post Contract Project, including:
- Master schedule to fulfil client's main milestones
- Coordination of design
- Management of tender process
- Value Engineering
- Risk management
- Change control
- Construction progress follow-up



Renovation of The Chancery for Embassy of Finland

ZAMALEK, CAIRO, EGYPT

Client
Ministry for Foreign Affairs Finland

Services

Project Management

The project provides 700 sqm of renovated office spaces of the chancery of the Finland embassy that includes security areas, open and enclosed offices, meeting rooms. The scope of work includes:

- Demolition Works
- Flooring Works
- Marbles and Corian Works
- Partitions, Ceiling and Glass Works
- Painting Works
- Wood Works
- Plumbing Works
- Electrical, light current and IP Works.

Detailed Services

Full Scope of Pre and Post Contract Project and Cost Management, including:

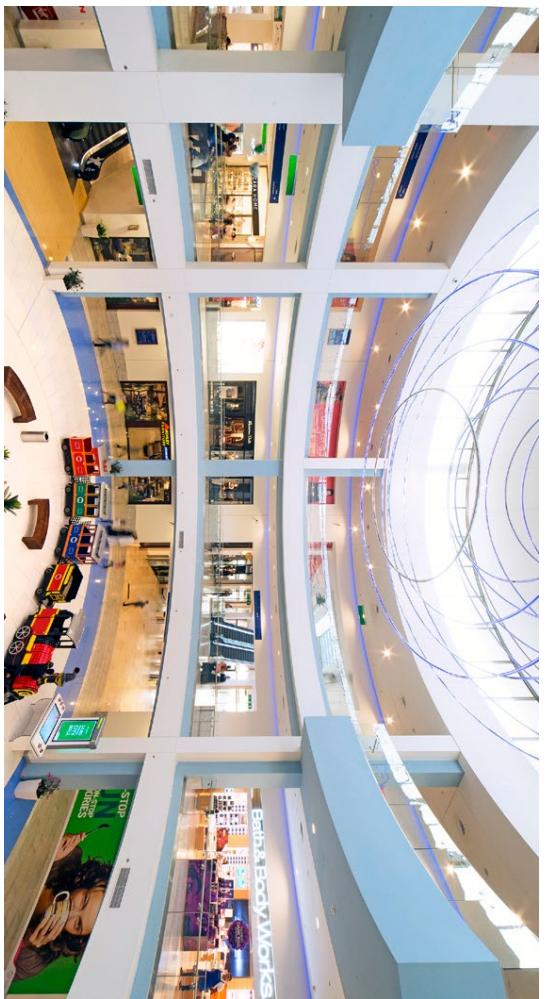
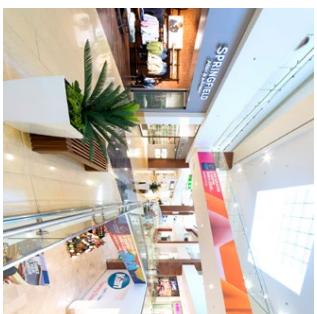
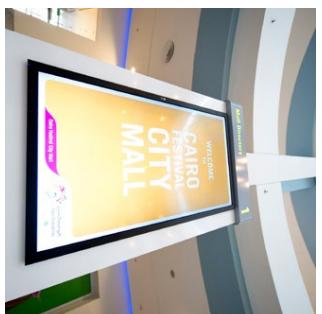
- Master schedule to fulfil client's main milestones
- Management and coordination of design
- Preparation of procurement strategy
- Management of tender process,
- Cost estimation and budgeting
- Value Engineering
- Risk management and Change control

- Detailed Services**
- Supporting our client to in their real estate estimate planning process by providing Technical Due Diligence.
 - Locally based support to procure and manage design consultants and fit-out contractors
 - Provide an order of cost estimate for the works
 - Pre- and post contract Cost management services
 - Contract administration
 - Construction supervision
 - Material and equipment procurement
 - Cost Management and reporting



Retail

- Innovation and added value
- Saved the client over USD 205 million on contract sum at pre-tender stage by de-risking the project and recommending a different procurement route.
- Saved the client circa USD 6 million at post-contract stage by challenging the contractor's claimed prices for variations and negotiating agreement



Cairo Festival City Mall

NEW CAIRO, EGYPT

Client
Al Futtaim Commercial and
Administrative Centre SAE (AFCCAC)

Services
Cost Management

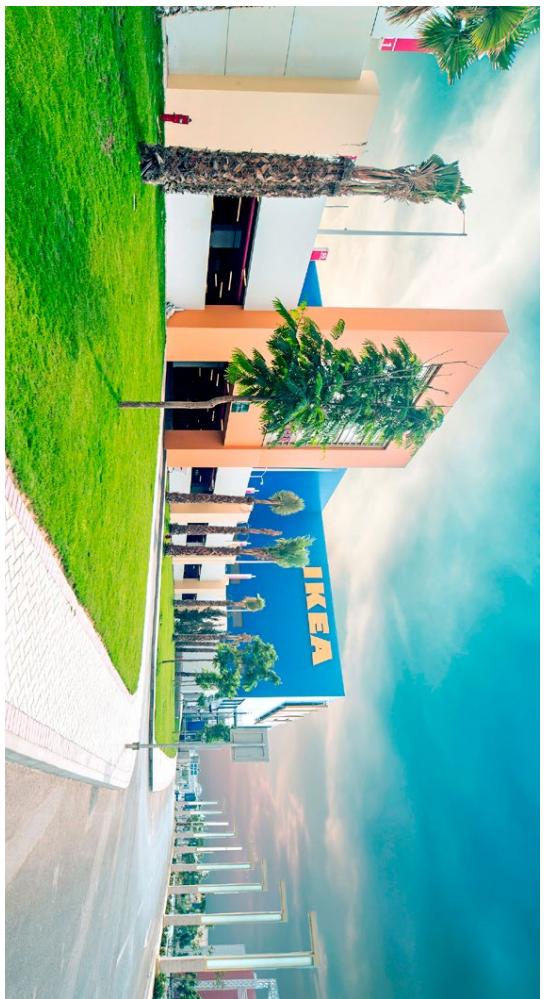
A state-of-the-art shopping complex with over 310 retail outlets spread over nearly 160,000 square metres of gross leasable area. The architectural masterpiece is comprised of 96 restaurants and cafés, 17 major Anchor stores including the country's first IKEA store, a 17-screen cinema complex, a hypermarket, and surface parking and parking structures for over 7,000 cars.

CFCM is one of the largest malls in Egypt and boasts a unique dancing fountain located in an open-space shopping promenade known as the Village.

Challenges

- Scale and magnitude of late tenant changes.
- Number and magnitude of claims due to civil unrest, increased taxation on cement and steel, and extension of time due to design changes.
- Abortive efforts due to frequent design changes.
- Having more than one designer (for mall and IKEA) with overlapping design liabilities.

- Cost/ Financial Reporting
- Contract Advice
- Economic Reporting



IKEA, Cairo Festival City

NEW CAIRO, EGYPT

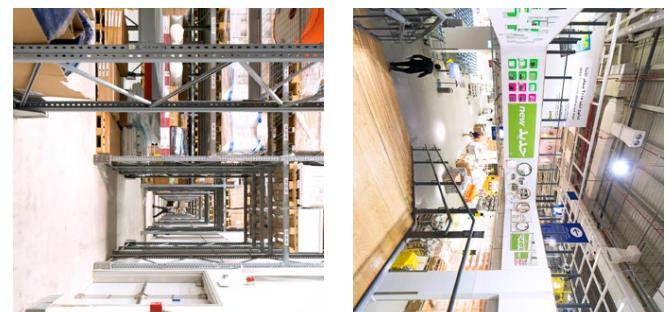
Client
Al Futtaim Commercial and
Administrative Centre SAE (AFCCAC)

Services
Cost Management

A state-of-the-art shopping and the country's first store for the Swedish giant. The store is developed in accordance with IKEA's global standards and requirements. IKEA is part of the Cairo Festival City development which comprises of residential, commercial and retail projects.

Challenges

- Scale and magnitude of tenant changes.
- Adhering to IKEA's strict requirements and quality standards
- Number and magnitude of claims due to civil unrest, increased taxation on cement and steel, and extension of time due to design changes.
- Abortive efforts due to frequent design changes.
- Having more than one designer IKEA with overlapping design liabilities.
- Coordination with CFC mall works



Client
Al Futtaim Commercial and
Administrative Centre SAE (AFCCAC)

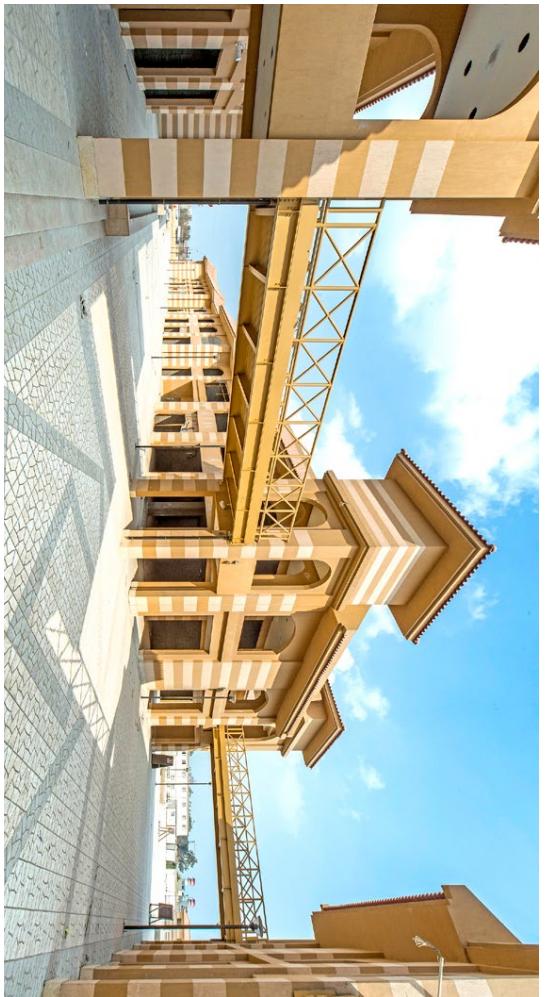
Services
Cost Management

Detailed Services
Full scope post-contract cost management services including:

- Value Engineering
- Risk Management
- Interim and Final Valuations
- Change Control/ Management
- Cash Flow/ Earned Value Projection



- Innovation and added value
- Re-measured the entire project that produced a different quantum than what was historically certified and agreed.
- Managed to bridge the gap and agree the final account with both client team and contractor, complete with all supporting back-up, earning the respect of all parties involved.



Client DAMAC Properties

Services

Cost Management

Damac Park Avenue – Sheikh Zayed City

6 OCTOBER, EGYPT

Park Avenue is a flagship shopping mall in West Cairo consisting of over 800 retail units and 250 offices spread over nearly 140,000 square metres. Boasting the largest underground basement structure in the Middle East (as at 2014), the 42,000 square metre footprint represented one of Damac's key ventures in Egypt, and allowed for 3000 vehicle parking spaces.

The architecture of this unique mall is a blend of classic and oriental facades, rich in decorative details, wood work and accentuated sloped roof tiles.

Challenges

- Appointed to arbitrate the growing gap between Contractor's and Client's final accounts, we were faced with considerable lack of organised documentation in our quest to discover and validate the project's first three years of history.
- Dealing with numerous contractors amid a very tight deliverables schedule.
- Frequent design changes by tenants and landlord.



City Centre Almaza

Cairo, Egypt

Client
Majid Al Futtaim Properties (MAFP)

Services

Cost Management

Construction of a five-star super-regional shopping mall with a built up area of circa 285,000 square metres and gross leasable area of circa 103,000 square metres. The mall comprises two retail levels, a basement plus car park decks, and will boast the finest range of retail outlets including anchors, unique selling points, leisure and entertainment.

A key project objective is to become a leading sustainable development, targeting LEED gold standard, which requires a high degree of effective cost planning and early recognition of economy/in design.

Challenges

- Control of design and cost to meet the Client's Budget.
- Concept and schematic design carried out remotely by international consultants in UK.
- Local/ international consultants' communication and information sharing.
- Height restrictions requiring the implementation of traffic solutions to the roads around the site and adjacent works by the Egyptian military.
- Aggressive programme for the project.



- Innovation and added value
- Benchmarking project against on-going retail projects of similar standards.
 - Budget control using VE workshops and design cost monitoring.
 - Maintaining the balance between project/ design quality and the authorised Client Budget.
 - Meeting strict programme milestone dates.
 - Monitoring of design development and costing key options.
 - Close liaison with international and local consultants by Gleeds
- Detailed Services
- Full scope of pre-contract and post-contract cost control services including:
 - Cost Planning
 - Value Engineering
 - Production of BoQ and PTE
 - Risk Management
 - Contractor Selection
 - Interim and Final Valuations
 - Change Control/ Management
 - Cash Flow/ Earned Value Projection
 - Value Engineering
 - Cost/ Financial Reporting
 - Contract Advice
 - Economic Reporting

**Client**

Majid Al Futtaim Properties (MAFP)

Services

Cost Management

City Centre Alex

NEW CAIRO, EGYPT

Suitably located on the Alexandria Cairo Desert Road, opposite to the Alexandria International Park, City Centre Alexandria is just 15 minutes from downtown. The landmark shopping centre has in 2015 completed a massive extension programme that has increased the total number of retail stores in the mall from 97 to over 160, spread over a trading area of 60,370 square meters.

With an eclectic mix of world class brands and retailers, a 14,771 square meters Carrefour Hypermarket, seven-screen renaissance cinema, an international food court and the popular family entertainment destination -Magic Planet- City Centre Alexandria is the biggest shopping mall in the city. It provides an international shopping experience to the residents and visitors of Alexandria.

Challenges

- Control of cost to meet the Client's Budget.
- Aggressive programme for the project.

Innovation and added value

- Maintaining the balance between project/ design quality and the authorised Client Budget.

- Meeting strict programme milestone dates.
- Close liaison with International and local consultants by Greeds

Detailed Services

Full scope of post-contract cost control services including:

- Interim and Final Valuations
- Change Control/ Management
- Cash Flow/ Earned Value Projection
- Value Engineering
- Cost/ Financial Reporting
- Contract Advice
- Economic Reporting

Infrastructure





Cairo Festival City-District Cooling Plant

Client
Al Futtaim Real Estate Development
S.A.E. (AFRED)

Services
Cost Management

Consisted of a panelled-beam building with total height 9 metres and an area of over 6,000 square metres. The project, procured on a design & build basis, was delivered over two phases. The first phase involved the provision of six chillers with a total capacity of 12,500 tonnes of refrigerant capacity, and the second phase was an upgrade to reach a total capacity of 27,500 tonnes of refrigerant.

Challenges
The project, being procured on a Design and Build contract, involved client-initiated variations that were a significant challenge to assess the impact of change.

Innovation and added value

Saved the client around USD 1.65 million in the negotiation stage through a precise review of scope and client requirements along with the D&B contract price breakdown and concept design.

Detailed Services

- Full post-contract Quantity Surveying services;
 - BOQ production
 - Interim and final valuations



Cairo Festival City-Electrical Substation

Client
Al Futtaim Real Estate Development
S.A.E. (AFRED)

Services
Cost Management

This project involved five buildings with a total gross area 2,000 square metres, a high voltage (HV) substation with a capacity of 66kV/22kV, HV equipment, HV cabling of total length 115km and fibre optics cables with a total length of 46 km.

Challenges
Dealing with two Contractors on the same project and dealing with two consultants with one payment process, change control process and final account

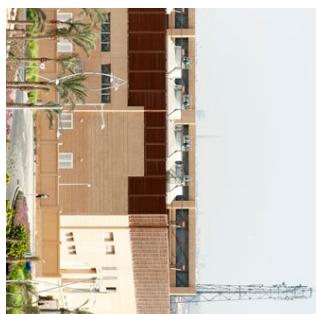
Innovation and added value

Saved the client over USD 2.5 million in post contract variations

Detailed Services

Full Scope of Pre and Post Contract Project and Cost Management

- Detailed Services
Full pre and post Quantity Surveying Consultancy Services:
- Cost Planning:
 - Tender action
 - Value Engineering
 - Risk Management
 - Cost, Financial Reporting
 - Change Control
 - Interim And Final Valuations
 - Contract Advice



Cairo Festival City – Facilities Management Building

Client
Al Futtaim Real Estate Development
S.A.E. (AFRED)

Services
Cost Management

The project comprises the construction and fit-out of two stories and basement, which is concrete framed building with medium level of finishes. The building is procured to allow accommodation of the facility management team that will work on the operation of the whole CFC development.

The new FM building will be comprised of offices, showers, locker rooms and workshop areas for equipment, in addition to loading and unloading areas.

The project fund is from international financial institution. The project is procured under traditional route on remeasurement basis and according to a be-spoke contract.

Challenges

- Inflation of prices during tender stage
- Innovation and added value
 - Realising a VE saving
 - Negotiate with the contractor to reach a value that satisfies the client's budget



Cairo Festival City-Landscape and Fountains

Client
Al Futtaim Real Estate Development
S.A.E. (AFRED)

Services

Cost Management

- The project consists of:
 - Site wide landscape including (landscape Paths, Roundabouts, Public Parking areas, Junctions and Entry Statements).
 - Green areas and parks.
 - Site Wide Way-finding signage and urban furniture.
 - Water Features and Animated Fountains.

Challenges

- Managing the Main Contractor's (Management Contractor) Procurement activities to ensure best value for the client, by reporting all activities by Contractor and challenging their strategies and influencing the whole process
- Complete redesign early on in the contract led to a number of claims

Innovation and added value

- Agreed and negotiated framework agreement with Irrigation supplier that will save millions of pounds in the future

Detailed Services
Full pre and post Quantity Surveying Consultancy Services including:

- Cost planning
- Tender action
- Value Engineering
- Risk Management
- Cost, Financial Reporting
- Change Control
- Interim And Final Valuations
- Contract Advice



Cairo Festival City- Linked Plaza, Amphitheater and Tunnel

Client
Al Futtaim Real Estate Development
S.A.E. (AFRED)

NEW CAIRO, EGYPT

Services

Cost Management

Tunnel of keystone Entrances & Reinforced Concrete box – Total Length 190m and Height 7m. Linked Plaza of Amphitheatre total area 6,000m² and height 7.5m with two floors building for underground facilities.

Challenges

An innovative method of construction using keystone for tunnel entrances.

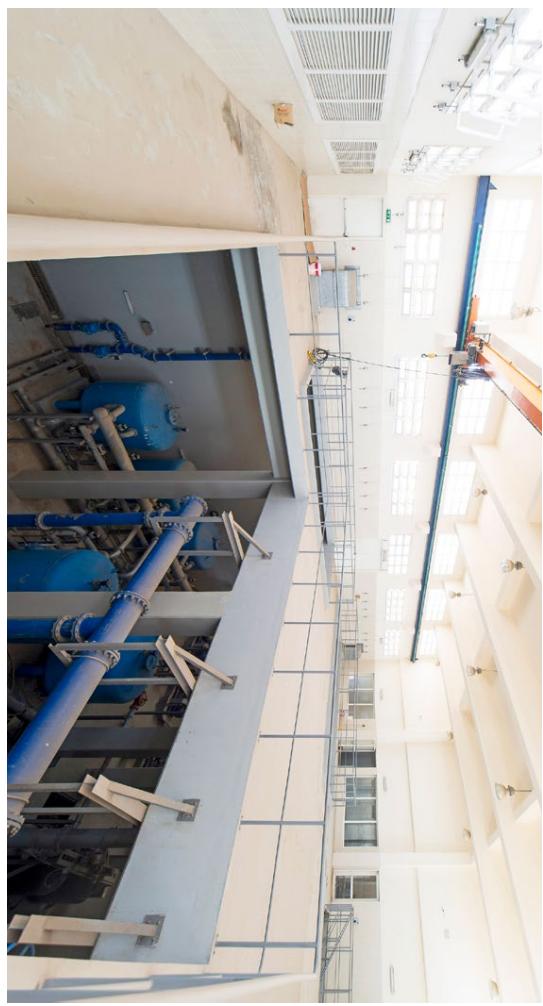
Innovation and added value

Realising a VE saving based on this innovative construction technique worth nearly EGP 1 million.

Detailed Services

Full pre and post Quantity Surveying Consultancy Services:

- Cost planning
- Tender action
- Value Engineering
- Risk Management
- Cost/ Financial Reporting
- Change Control
- Interim And Final Valuations



Cairo Festival City- Sewage Pumping Plant

Client
Al Futtaim Real Estate Development
S.A.E. (AFRED)

NEW CAIRO, EGYPT

Services

Cost Management

Comprises of seven buildings of area 1,300m² with underground tank of capacity 2,000m³ and four pumps with capacity 2,304m³/hr.

Challenges

- Dealt with the ECGD fund challenges arising from monitoring and controlling the procurement sources of materials and subcontracts.
- Managing the ECGD funds strict requirements in terms of payment durations (only 10 days).

Innovation and added value

Saved the client over USD 14 million in negotiations for post contract price changes related to escalation and ECGD fund requirements under contract conditions.

Detailed Services

Full post-contract Quantity Surveying services:

- BOQ production
- Interim and final valuations



Client
Al Futtaim Real Estate Development
S.A.E. (AFRED)

Cairo Festival City-Site Wide Main Service Networks and Roads

NEW CAIRO, EGYPT

Services

Cost Management

The underlying infrastructure networks that connect the various CFC projects together within the overall plot of land. The project comprised of:

- Nearly 240,000 square metres of asphalt roads and interlocked tiles,
- An irrigation network of over 12km.
- A portable water network of 8km.
- A waste water network of 14km.
- An electrical network consisting of 80km of medium-voltage cables.
- State-of-the-art street lighting consisting of over 500 poles and connected by 24km of cables.
- A district cooling network covering 17 km of piping.
- A fibre optics network utilising of 67km of fibre optic cables.

Challenges

- The effect of inflation on the price fluctuation mechanisms of the contract, given that ECOD fund requirements dictated a portion of materials to be imported (custom duties).
- Interface with governmental bodies responsible for incoming mains and natural gas - challenge in managing payments.
- The contract being a re-measurable type involving extensive quantification efforts.

- Unexpected soil conditions underground requiring soil remediation and replacement

Innovation and added value

- Given the lack of commercial information being received, Gleeds advised the Engineer to "fix" the disputed rates on several occasions - a recommendation adopted and agreed by all parties.
- Achieved a firm saving worth over EGP 120 million by challenging the contractor's submission for price fluctuation.

Detailed Services

- Full post-contract Quantity Surveying services including:
- BOQ production
- Interim and final valuations



Cairo Festival City- Water Pumping Plant

NEW CAIRO, EGYPT

Client
Al Futtaim Real Estate Development
S.A.E. (AFRED)

Services

Cost Management

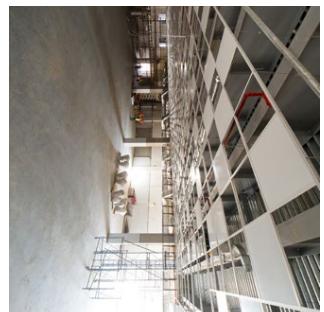
A pumping plant that comprised of five buildings with a total area of circa 1,800 square metres, two underground tanks of capacity 10,000 cubic metres and three pump sets with over capacity 918 cubic metres per hour.

Challenges

- Effect of inflation on the price fluctuation mechanisms of the contract.
- Contract being a re-measurable type involving extensive quantification efforts.

Detailed Services

- Full post-contract Quantity Surveying services:
- BOQ production
 - Interim and final valuations



Detailed Services

- Full Scope of Pre and Post Contract Project and Cost Management, including:
- Master schedule to fulfil client's main milestones
- Management and coordination of design
- Preparation of procurement strategy
- Management of tender process
- Cost estimation and budgeting
- Value Engineering
- Risk management
- Change control
- Reporting to the client



Cairo Festival City-Command and Control System

Client
Al Futtaim Real Estate Development
S.A.E. (AFRED)

NEW CAIRO, EGYPT

Services

Cost Management

High standard fit out for office building of an area of 750 m²; City Building Management System; Integrated Sustainable Operations Platform (ISOP) process driven roadmap to sustainable operations over the life cycle of the assets, namely: irrigation, street lighting and traffic systems, retail mall, office buildings, facility management yard and offices.

Challenges

An aggressive fast-track programme

Innovation and added value

Issuing a full final account within two weeks of construction completion.

Detailed Services
Full pre and post Quantity Surveying Consultancy Services:

- Cost planning
- Tender action
- Value Engineering and Risk Management
- Cost/ Financial Reporting
- Change Control and Contract Advice
- Interim And Final Valuations

A photograph of an industrial refinery at dusk or night, with illuminated structures against a dark sky.

Industrial



Bonjorno Coffee New Manufacturing Facility

E-SQUARE INDUSTRIAL PARK, 6TH OF OCTOBER, EGYPT

Client
Nestle

Services
Project Management
Cost Management

Gleeds were responsible for the management of all phases of the project to provide an entirely new manufacturing facility for this locally based manufacturer of popular coffee products.

Gleeds' Project Management team supported their ambitious plans to expand their range and increase production capacity through the development of an entirely new manufacturing facility in 6 October City, Cairo. Gleeds led the project at every stage starting with capturing the client's aspirations and progressively compiling and refining cost plans, developing procurement strategies and bringing on-board a locally-based design team with the necessary experience and capability. During the design phase our client reviewed their original requirements and significantly increased the scope of their plans which now involve investment in state-of-the-art equipment sourced in Western Europe. Gleeds successfully managed and coordinated this process.

Challenges

- Project started off from a very general state with the Client requesting a new factory. The Client could not specifically dictate his requirements for the new factory as the options were numerous.



Challenges existed also with working within the yearly calendar making sure the factory operation is not affected, especially during the high peak winter season.
Coordinating the design between the process manufacturer in Germany with the mixers manufacturer and the local design of the factory.
The initial study of the Project showed that the land area proposed by the Client for the factory would not allow for all the factory requirements.

Innovation and added value

Gleeds compiled a thorough report for expansion options, simplifying the wide range of overwhelming options to a confined list of alternatives making it simple for the Client to make a well-studied decision. Options included for local and international options for the factory design, with pros and cons of each route.
Prioritized client requirements while working closely with the designer to yield a concept design capable of incorporating the focal elements of the factory, including space for future expansion.
Negotiated the offers from the process designers and reduced initial offers significantly.
Gleeds supported our client successfully negotiating the challenges the project faced along with the Egyptian economy in late 2016.

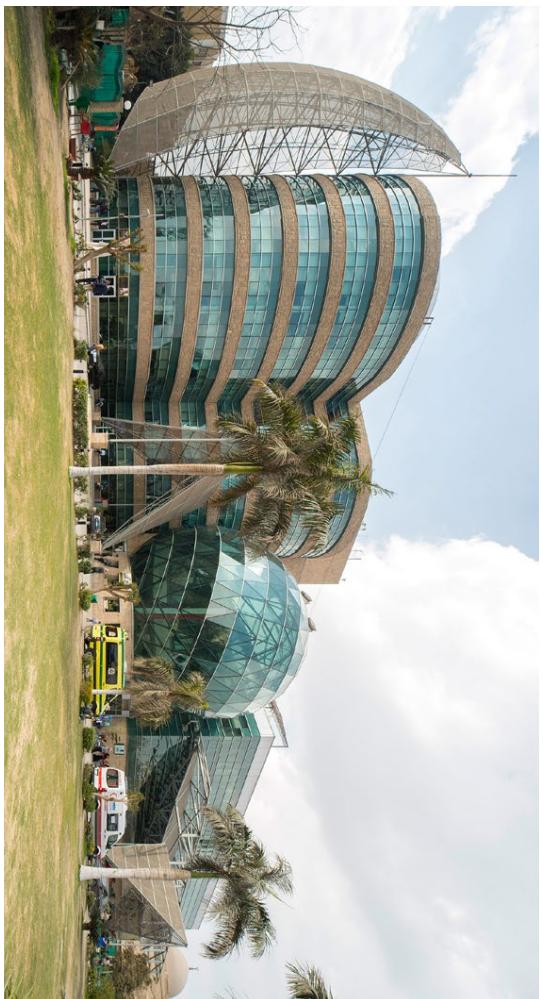
Detailed Services

Full scope of pre and post contract services including:

- Contract administration
- Establishing Client's requirements
- Selection and procurement of Design Consultants including specialists
- Site supervision
- Value engineering
- Budgetary advice and cost reporting



Health



Children Cancer Hospital Foundation 57357

CAIRO, EGYPT

Client
Shaker Consultancy Group
Services
Cost Management

Construction of two new buildings adjacent to the existing 53753 Cancer hospital in Cairo. Buildings are constructed on two parcels of land, which have been donated to the hospital. The project consists of (Expansion I) the treatment tower - 2,280m² and (Expansion II) the tower that contains a radiology unit, health sciences academy and research institute - 2,380m² respectively.

Challenges

- Challenging structural designs requiring know-how and expertise.
- Addressing the already-existing hospital and maintaining its operation without any disruption.
- Introducing the idea of an automated car park as one of the options.

Innovation and added value

- Achieving tight deadlines and satisfying the clients requirements and needs
- Providing the client with numerous options, in order to aid the decision making process



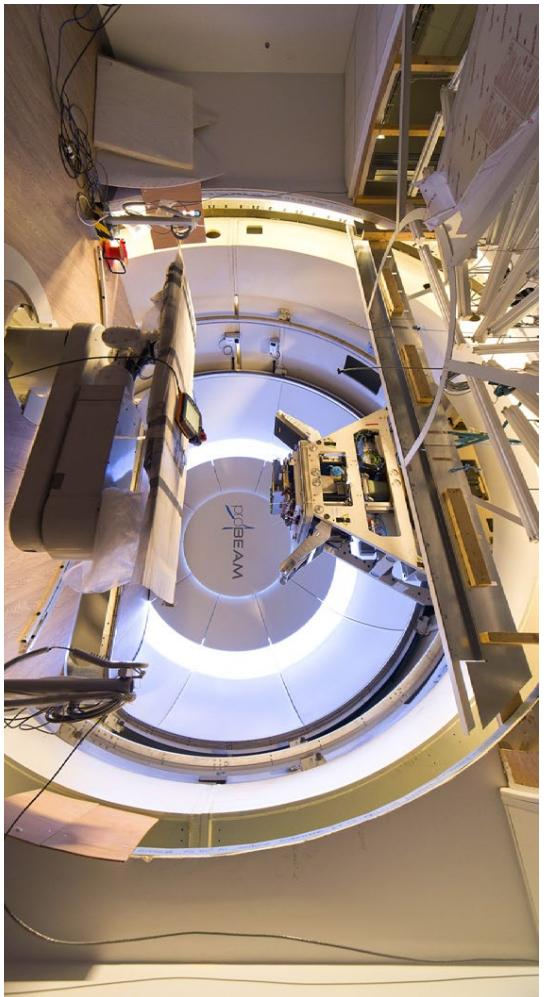
Detailed Services

Full scope of pre- contract cost management services including

- Cost estimates
- Cost planning
- Budget review
- Preparation of Bills of Quantities
- Pre-tender estimates

Client
Shaker Consultancy Group
Services
Cost Management

- Innovation and added value
 - Design challenged throughout the procurement process and responded accordingly.
 - Contribution to risk management procedures to ensure evolving design reserves/ contingencies managed effectively commensurate with the complexity of the project.



**Children's Cancer Hospital Egypt (CCHE)
Proton Therapy Vault**

CAIRO, EGYPT

Client
Ion Beam Applications SA
Services
Cost Management

Cost management services for the Proton Therapy Vault containing the Proteus One system to be built adjacent to CCHE 57357 Outpatient Centre. The Proton Therapy Vault will be the first of its kind in the country.

Challenges

- Establishing a detailed budget; appropriately proportioned and analysed to support separate funding streams;
- Understanding of the extensive and complex design offering a bespoke solution to the operational requirements of CCHE and its subsequent impact on budgets.
- Complex interface of design and logistics in construction and buildability variables dependent upon specific specialist proton beam equipment suppliers.
- Substantial radiation screening to the proton beam unit in the form of concrete massing together with lead lining and uplift of concrete structure to the MRI and CT scanner units.



Edutainment



Cairo Festival City- KidZania Edutainment Centre

Client
Al Futtaim Real Estate Developments
(AFRED)

NEW CAIRO, EGYPT

Services
Cost Management

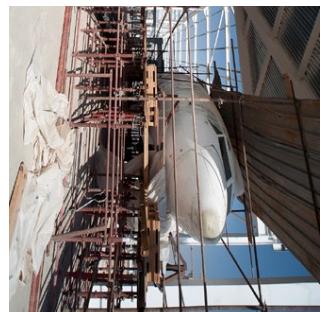
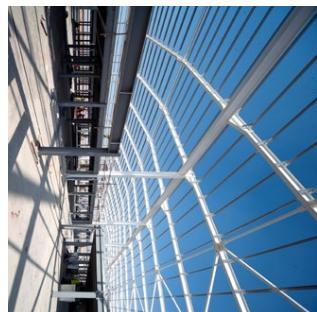
KidZania is an award winning concept recognized worldwide. It is Cairo's first edutainment park of its kind for children. The project consists of three retail box units; two speculative and one purpose-built unit for KidZania with a GBA of approximately 11,000m².

Challenges

- Fast track project with tight construction duration.
- Disruption of construction process due to late approval of building permits which led to demobilisation and remobilisation by Contractor.

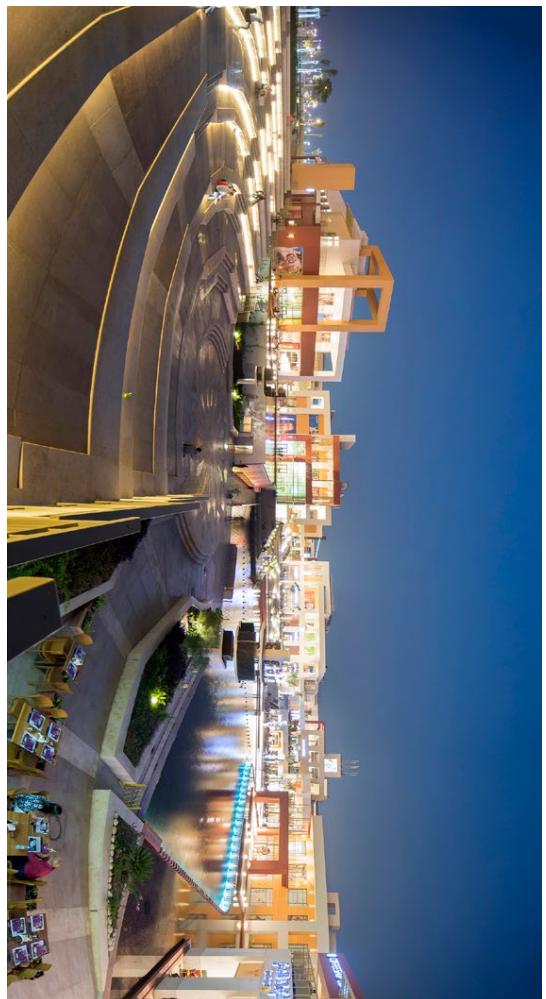
Innovation and added value

Saved the Client over USD 1.64 million in the contract sum by assessing and minimising the demobilisation and remobilisation costs as a result of construction disruption.



Detailed Services
Full scope of pre and post- contract cost control services including

- Cost planning
- Tender action
- Value Engineering
- Risk Management
- Cost, Financial Reporting
- Change Control
- Interim and Final Valuations
- Contract Advice



Cairo Festival City Amphi-Theatre

NEWCAIRO, EGYPT

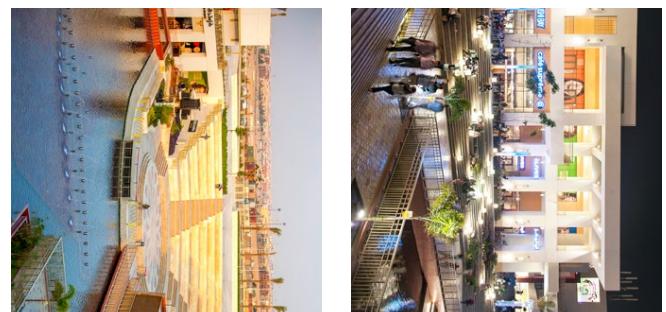
Client
Al Futtaim Real Estate Developments
(AFRED)

Services
Cost Management

The mall includes a village area, with some 35 restaurants surrounding a water fountain and an amphitheater with a total area 6,000 m² and height 7.5m with two floors building for underground facilities.

Challenges

- Producing an estimate at a time when inflation was unstable in the Egyptian market
- Accommodating a number of tenant changes before issuing to tender Scale and magnitude of late tenant changes.
- Number and magnitude of claims due to civil unrest; increased taxation on cement and steel, and extension of time due to design changes.
- Abortive efforts due to frequent design changes.
- Having more than one designer (for mall and IKEA) with overlapping design liabilities.
- Disruption of construction process due to late approval of building permits which led to demobilisation and remobilisation by Contractor
- Interface with governmental bodies responsible for incoming mains and natural gas - challenge in managing payments



- Innovation and added value
- Gained respect of and confidence by Client following our advice, improved relationship with AlFuttaim.
 - Gleeds efforts in pre-contract resulted in our appointment post contract
 - Issuing a pre-tender estimate with a high degree of accuracy
 - Gleeds efforts in pre-contract resulted in our appointment post-contract
 - In CFC mall , Gleeds saved the client over USD 295 million on contract sum at pre-tender stage by de-risking the project and recommending a different procurement route.
 - In CFC mall , Gleeds saved the client circa USD 6 million at post-contract stage by challenging the contractor's claimed prices for variations and negotiating agreement.
- Detailed Services
- Full scope of pre and post- contract cost control services including:
- Cost planning
 - Tender action
 - Value Engineering
 - Risk management
 - Cost/Financial Reporting
 - Change Control
 - Interim and Financial Valuations
 - Contract Advice

- Tenant to Landlord Negotiations.
- Project Controls
- Liaison with Main Hotel Construction Management Team



Genting Casino

NILE CORNICHE, CAIRO, EGYPT

Client
Genting Casino
Services
Project Management
Cost Management

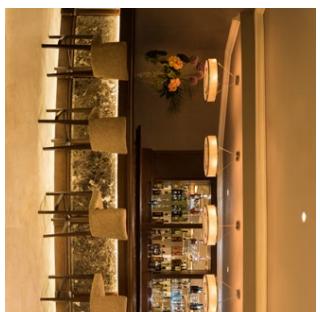
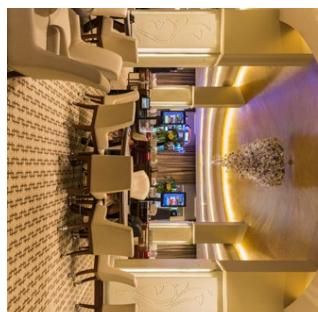
Gleeds have been appointed by Genting UK to manage the fit-out of the Casino Concession within the prestigious Ritz Carlton Hotel situated on the Banks of the River Nile, close to both the world-renowned Egyptian Museum and the iconic Tahrir Square

Challenges

- Delivering a project which is culturally sensitive in the Cairo market.
- Sourcing local materials and suppliers while meeting international quality expectations
- Managing conflicting expectations from too many stakeholders.
- Coordinating the works of several contractors and suppliers working simultaneously.

Innovation and added value

- Client Representative in Cairo
- Cost Management and Quantity Surveying
- Commercial Management
- Construction Monitoring
- Project Management
- Employer's Representative
- Programming/Planning





City Centre Almaza - Vox Cinema

CAIRO, EGYPT

Client Majid Al Futtaim Properties (MAFP)

Services

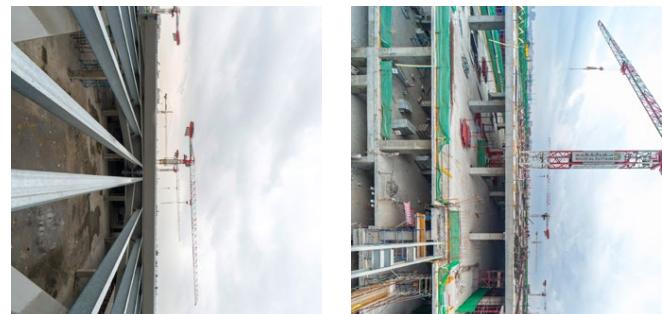
Cost Management

Construction of a five-star super-regional shopping mall with a built up area of circa 285,000 square metres and gross leasable area of circa 103,000 square metres. The mall comprises two retail levels, a basement plus car park decks, and will boast the finest range of retail outlets including anchors, unique selling points, leisure and entertainment. The mall includes a luxury VOX cinema with the complete cold and warm shells works.

A key project objective is to become a leading sustainable development, targeting LEED gold standard, which requires a high degree of effective cost planning and early recognition of economy in design.

Challenges

- Control of design and cost to meet the Client's Budget.
- Concept and schematic design carried out remotely by international consultants in UK.
- Local/ international consultants' communication and information sharing.
- Height restrictions requiring the implementation of traffic solutions to the roads around the site and adjacent works by the Egyptian military.
- Aggressive programme for the project.



Innovation and added value

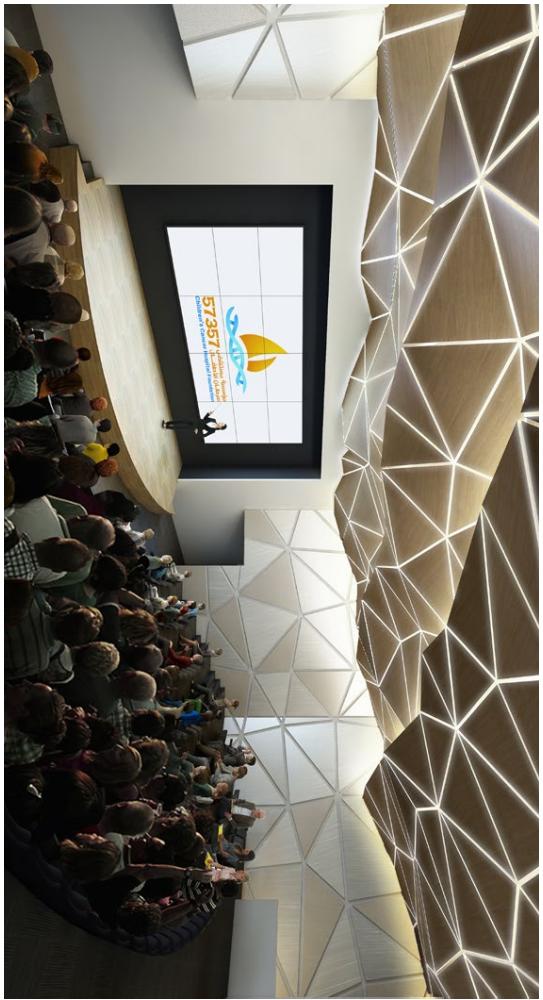
- Benchmarking project against on-going retail projects of similar standards.
- Budget control using VE workshops and design cost monitoring.
- Maintaining the balance between project design quality and the authorised Client Budget.

- Meeting strict programme milestone dates.
- Monitoring of design development and costing key options.
- Close liaison with international and local consultants by Gleeds

Detailed Services
Full scope of pre-contract and post-contract cost control services
including:

- Cost Planning
- Value Engineering
- Production of BoQ and PTE
- Tender Action
- Risk Management
- Contractor's Selection
- Interim and Final Valuations
- Change Control/ Management
- Cash Flow/ Earned Value Projection
- Value Engineering
- Cost/ Financial Reporting
- Contract Advice
- Economic Reporting

- Innovation and added Value
- Achieving tight deadlines and satisfying the clients requirements and needs.
- Providing the client with numerous options, in order to aid the decision-making process.



Children's Cancer Hospital 57357 Extension and Renovation

Client
Shaker Consultancy Group S.A./
Association of Friends of the National
Cancer Institute (AFNCI)

Services

CAIRO, EGYPT

Cost Management

Construction of three new buildings adjacent to the existing 57357 Children's Cancer Hospital in Cairo. Buildings are constructed in two phases and on two donated parcels of land.

The project consists of; Phase I cover the Outpatient Centre building, and Foundation and Administration (SMART) building with a total gross floor area of 90,750m² and 37,100m² respectively; and Phase II cover the Core Medical Centre (300 bed inpatient hospital) with a total gross floor area of 97,100m².

Each building includes an auditorium hall for seminars, lectures and entertainment shows for the children.

Challenges

- Challenging structural designs requiring know-how and expertise.
- Addressing the already-existing hospital and maintaining its operation without any disruption.
- Introducing the idea of an automated car park as one of the options.

