



CAPABILITY STATEMENT



貝鐳華顧問有限公司
工料測量師：工程採購，
合同及造價顧問
工程項目經理

BERIA CONSULTANTS LIMITED
Quantity Surveyors: Construction Procurement,
Contract & Cost Consultants
Project Managers

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INTRODUCTION

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Beria Consultants Ltd. welcomes the opportunity to demonstrate the many tangible benefits that may accrue by procuring our services to achieve the objectives on the proposed project.

For over 20 years, we have provided an extensive, independent range of experience and quality services to the international property and construction industry. As one of the fastest growing, globally aware and innovative industry service consultants, Beria Consultants Ltd. has delivered some of the best developments in Hong Kong and Mainland China, details of which are include in this Capability Statement.

We are renowned both for our consistency across the organisation and for thinking outside the mould.

Knowledge gained from all previous and current similar projects will be shared with your project and we will deliver innovation by developing new techniques and tailoring existing services to meet the specific requirements of your project.

We take ownership of your objectives as if they were our own and, as we do with all our clients, we aim to enjoy a long-term relationship with you through our commitment to quality, accuracy and timely advice.

Personal care and attention to detail is given to every project.

OUR CAPABILITY

Core Services:

- Quantity Surveying and Cost Management

Established in 1990, Beria Consultants Ltd is a multi-disciplined consultancy practice based in the Greater China Region.

Currently we have 6 offices in the Greater China Region which include Chengdu, Guangzhou, Hong Kong, Macau, Shanghai and Shenzhen with Hong Kong being the Regional Headquarters. Other overseas and associated offices are located in Australia, Singapore, Malaysia, Thailand and Vietnam.

Our in-situ capability allows us to understand the different cultures, systems and materials, regulations and methods currently utilised in the construction industry throughout the world



OUR CAPABILITY

Sector Knowledge:

Hospitality	Aged Care	Industrial/Manufacturing/Warehouses
Residential	Education	Leisure/Recreation
Commercial	Health Care	Public and Government Services
Retail	Heritage	Institutional

We operate in the following key property and construction industry disciplines:

- Project Management
- Quantity Surveying and Cost Management

As you will see from our complete list of services offered under the Services section of this document, we have an enormous capacity to assist you in most, if not all, aspects of your project. This includes project programming, value management, property services, etc.

The major benefit you gain through our diversity of expertise in specialised areas of our industry is that, by contracting the services you require for your current project through Beria Consultants Ltd., you will have these services managed through one consultancy. As our previous experience has shown, when you on a major property or construction project, nothing beats consistency of quality, service, personnel, knowledge, communication and responsibility.

We believe a project is all about people and you have to engage appropriate parties to be successful. We foster and encourage teamwork, mutual trust and respect.

We offer a proactive, professional, ethical and innovative approach to your project. We see ourselves as your champion and we take pride in attaining the optimum outcome for you.

As this document outlines, Beria Consultants Ltd. possess the knowledge, experience and capability to deliver real innovation to achieve your objectives.

OUR EXPERIENCE



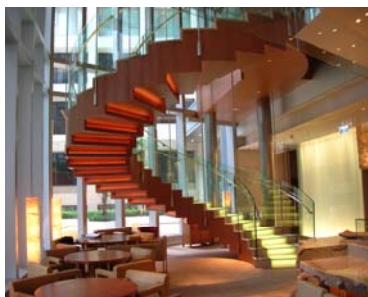
Our Experience

Beria Consultants Ltd. has worked on some significant projects, diverse in scale and type. Typical projects include:

China (Including Hong Kong):

- Proposed Shangri-la Hotel in Xiamen, Fujian Province, Mainland China RMB¥1,000M
- Proposed Resort Hotels at Sunny Bay, Sanya, Hainan Province RMB¥3,000M
- Proposed Renovation Works for Crowne Plaza, Beijing RMB¥56M
- Proposed Renovation Works for Inter-Continental, Hong Kong \$90M
- Proposed Renovation Works for Inter-Continental, Pudong, Shanghai RMB¥40M
- Proposed Renovation Works for Portman Ritz-Carlton, Shanghai RMB¥110M
- Proposed Radiance Hotel at Minhang District, Shanghai, Mainland China RMB¥103M
- Proposed Renovation Works for Park Hotel in Wuxi, Jiangsu Province, Mainland China RMB¥105M
- Proposed Garment and Shoes Factory in Fuzhou, Fujian Province, Mainland China RMB¥18M
- Proposed Factory Building for Toolz in Dongguan, Guangdong, Mainland China RMB¥48M
- Proposed Office Building in Caohejing Hi-Tech Park, Shanghai, Mainland China RMB¥147M
- Proposed Alteration and Addition Works at Tai Tam Road, Hong Kong \$110M
- Proposed Fitting Out Works for Zuma Japanese Restaurant at Levels 5 & 6 of the Landmark Atrium, Central, Hong Kong \$28M
- Proposed Residential Redevelopment at Tai Po Road, Ma Liu Shui, Hong Kong \$340M
- Proposed Renovation Works for Boutique Hotel in Jingan District, Shanghai, Mainland China RMB¥25M
- Proposed Development for Wen Jun Distillery (including Guest Houses) at Qiong Lai, Sichuan Province, Mainland China RMB¥45M

OUR EXPERIENCE



China (Including Hong Kong):

- Proposed Renovation Works for Inno Hotel in Dongguan, Guangdong Province, Mainland China RMB¥20M
- Proposed Commercial Development at Lo Nan Road, Whampoa District, Guangzhou, Mainland China RMB¥1150M
- Proposed Office Building in Lujiazui, Pudong, Shanghai, Mainland China RMB¥1100M
- Proposed Commercial and Residential Development in Anshan, Liaoning Province, Mainland China RMB¥1400M
- Proposed Hotel, Service Apartments, Offices and Commercial Development in Wuxi, Jiangsu Province, Mainland China RMB¥1645M
- Proposed Residential and Commercial Development in Chengdu, Sichuan Province, Mainland China RMB¥2500M
- Proposed Commercial, Residential and Hotel Development in Shenyang, Liaoning Province, Mainland China RMB¥2500M
- Proposed Redevelopment for Holiday Inn By Express Corporation Square, Beijing, Mainland China RMB¥64M
- Hoya Lens Factory, Whampoa, Guangzhou, Mainland China RMB¥87M
- Cold Store at Lianhuashan, Panyu, Mainland China RMB¥70M
- Cold Store at Lianhuashan, Panyu, Mainland China RMB¥47M
- YKK Shenzhen Factory, Mainland China RMB¥56M
- Proposed Epson Factory, Shenzhen, Mainland China RMB¥130M
- Proposed Commercial Building in Dongguan, Mainland China RMB¥306M
- Proposed Residential Redevelopment for Anshan Stadium, Phase I & II, Anshan, Liaoning Province, Mainland China RMB¥650M
- Proposed Residential Development for Henderson Arch of Triumph Phase II, Changsha, Hunan Province, Mainland China RMB¥700M
- Proposed Commercial Development for Tieleng New City Phase 1, Tieleng, Liaoning Province, Mainland China RMB¥400M

OUR EXPERIENCE



China (Including Hong Kong):

- Proposed Residential Development in Xiamen, Mainland China	RMB¥78M
- Proposed Residential and Commercial Development at YLTL No. 518, Yuen Long, Hong Kong	\$1,200M
- Proposed Student Residence (Site 1) for Wu Yee Sun College, Chinese University of Hong Kong	\$330M
- Proposed Student Residence at Lung Wah Street, Kennedy Town for University of Hong Kong	\$800M
- Proposed Swimming Pool Complex in Area 2, Tung Chung, Hong Kong	\$399M
- Proposed Student Hostel (Phase 3) at Chatham Road North / Fat Kwong Street for the Hong Kong Polytechnic University	\$600M
- Proposed Residential and Commercial Development at Hing Hon Road, Hong Kong	\$450M
- Proposed Residential and Commercial Development at Wong Tai Sin, Hong Kong	\$1500M
- Proposed West Rail Property Development at TW7, TWTL No. 403, Tsuen Wan West	\$2500M
- Proposed R&D Office Building at Hong Kong Science Park	\$400M
- Composite Development at Po Kong Village Road and Hammer Hill Road, Hong Kong	\$500M
- HOS Development at Fung Wo Lane, Shatin Area 8, Hong Kong	\$118M
- On Yiu Street District Depot and Substation Building, Hong Kong	\$40M
- Tseung Kwan O 400 KVA Substation Building, Hong Kong	\$80M
- Regional Term Contract for Maintenance Works (Regions North 3 and 4) 1998/2000	\$143M
- Proposed Residential Development at Kam Tsin Tsuen, Sheung Shui, Hong Kong	\$20M
- Superstructure Works for Proposed Industrial / Office Building at Tai Nan West Street, Cheung Sha Wan, Hong Kong	\$60M
- Proposed Residential Redevelopment at Ma Tong Road, Yuen Long, Hong Kong	\$75M
- Proposed Residential Redevelopment at Mount Davis Road, Hong Kong	\$102M

OUR EXPERIENCE



China (Including Hong Kong):

- Superstructure Works for West Kowloon Reclamation 'A' Substation & Maintenance Depot \$120M
- Construction of New Substations at Tai Tao Tsuen, So Kwun Wat, Lee On Estate and Ma On Shan \$90M
- Design and Construction of New Substations at Hoi Shing Road, Yau Tong Bay, Ping Shan and Tai Kok Tsui \$168M
- Construction of New Substations at Hin Wo Lane, Cha Kwo Lane and Tin Shui Wai \$91M
- Fitting Out Works for Lane Crawford Department Store at the then "Titus Square", Hong Kong \$28M
- Fitting Out Works for Lane Crawford Department Store at Pacific Place, Hong Kong \$11M
- Fitting Out Works for River Trade Terminal Offices, Tuen Mun, Hong Kong \$20M
- Renovation and Alteration Works for Lane Crawford Department Store at Asia World, Taipei, Taiwan \$20M
- Term Contract for Renovation and Alteration Works for City University of Hong Kong \$18M
- Enhancement and Maintenance Works for Slopes and Retaining Walls in the Vicinity of Substations and Overhead Lines Towers, Hong Kong \$52M

OUR EXPERIENCE



China (Including Hong Kong):

- Fitting Out Works for CLP Power's Customer Services Centres at Tuen Mun, Tsuen Wan and Tsimshatsui	\$25M
- Construction of New Substations at Hunghom Bay and Pak Shek Kok	\$72M
- Construction of New Substation at Shatin Racecourse, Shatin	\$47M
- Alteration and Addition to Department Store at Mei Foo Sun Chuen	\$28M
- Design and Construction of New Substations at San Shek Wan, Sham Mong Road and Ping Che	\$90M
- Redevelopment of Hong Chi Pinehill Schools Nos 1 & 3 at Nam Hang, Tai Po, N. T.	\$125M
- Proposed Addition and Alteration Works to Hong Kong Air Cargo Terminals at Hong Kong International Airport	\$30M
- Proposed Cross Boundary Ferry Terminal at Hong Kong International Airport	\$20M
- Construction of Local Open Space in Area 14, Tuen Mun (Mouse Island)	\$26M
- Construction of District Open Space in Area 7, Tung Chung	\$55M
- Construction of District Open Space at Cherry Street, Tai Kok Tsui	\$80M
- Construction of New Substation at Discovery Bay North	\$40M
- Construction of New Substation at Mai Po, New Territories, Hong Kong	\$60M
- Construction of New Substation at Wan Po Road, Hong Kong	\$40M
- Design and Construction of New Substation at Container Terminal 9, Kwai Chung, Hong Kong	\$44M
- District Term Contract for Maintenance & Renovation Works for Sheung Kwai Chung, Tsing Yi and Kowloon East for Kwai Chung, Tsing Yi and Kowloon East for Hong Kong Housing Authority	\$185M

OUR EXPERIENCE



China (Including Hong Kong):

- Supply & Installation of 132kV and 400kV Overhead Tower Power Line \$115M
- Design, Supply and Installation of Overhead Tower Power Lines including Pole Installation and Vegetable Management \$200M
- Slope Improvement and Other Geotechnical Works in the Vicinity of Substations and Overhead Lines Tower in Shenzhen, Mainland China \$40M
- Design and Renovation Works for Shatin Centre and Shamshuipo Centre for CLP Power Hong Kong Ltd. \$64M
- Design and Renovation Works for CLP Power's Head Offices at Argyle Street \$28M
- Construction of Substations at Ma Wan, Lai Cheung Road, Wang Tau Hom, Junk Bay Road, Airport 'D', Yu Wing Street, Chui Ling Road \$650M
- Proposed Residential Redevelopment at No. 1 Gough Hill Road, The Peak, Hong Kong \$115M
- Commercial Building Development at Nos. 32-40 Yiu Wa Street, Causeway Bay, Hong Kong \$103M

Our Team

Beria Consultants Ltd. is proud of the skills, talents and experience of its entire staff. We are regarded as a highly professional team, each member of which is an expert in his or her specialist field within the global property and construction industry. Our expertise spans the full spectrum of the property and construction industry.

Our directors take responsibility for management of all our consultancy commissions. They have an unequalled depth of knowledge and understanding of the industry whether it is cost, project, asset and facilities or development management.

Our Team / Division is led by Project Director who has vast experience in managing various nature and scale of capital and renovation projects in the Region. The team will ensure excellent, prompt and professional service at all times.

SERVICES



Services

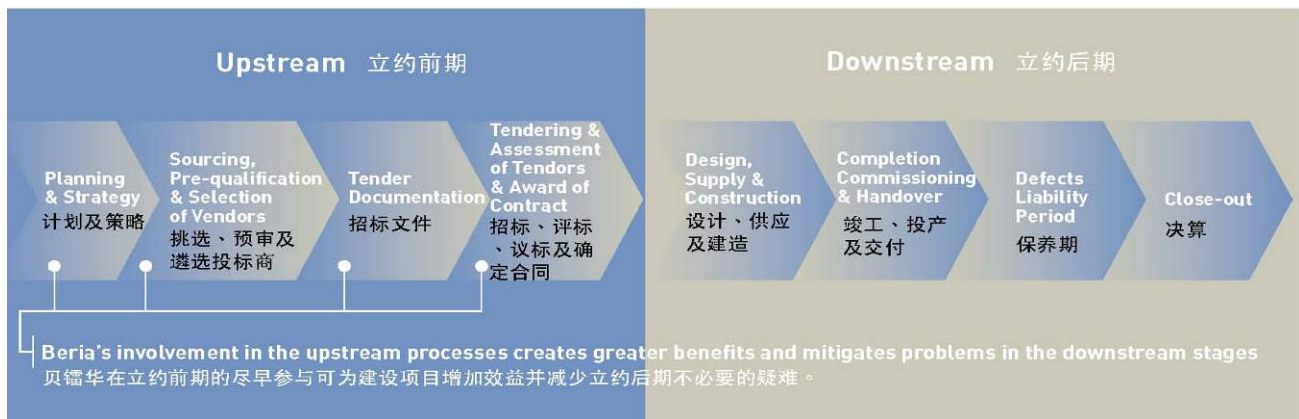
Beria Consultants Ltd. is a diverse, multi-disciplined property and construction consultancy practice.

We offer a wide variety of specialist professional services from pre-construction through to completion, advice on operations and maintenance through to disposal.

We understand that the needs of every project differs, as do each Client's desired outcomes. Your project may benefit from one or several of our services.

We operate mainly within the Quantity Surveying and Cost Management disciplines. In addition to this discipline, we also offer services in Project Management, Asset & Facilities Management and Development Management.

Project Phases



SERVICES



Project Management

Our Project Management service covers the four main phases of a project – initiation and concept, planning and development, implementation and execution and handover and evaluation.

We provide assistance in your needs determination process by establishing project objectives, undertaking an appraisal of your project and documenting the process in your Project Plan.

We understand time is an objective of any project, but it must be balanced against other principal objectives of cost and quality. Our project programming methods involve assessing all aspects of the working project, time modelling, duration and sequencing. Milestone plans are used to measure, record and report progress against the plan. If progress deviates from the plan, alternatives are reviewed with you to maintain project objectives.

The benefits we offer include:

- ethical management practices
- proactive delivery of Client outcomes
- stringent management plans
- advice on legal contracts to protect your interests
- independent project risk analysis
- understanding of changing project environments
- design management relative to project funding
- co-operative team approach culture

Project Management services:

- Project Review and Appraisal: critical review of all project aspects including definition of objectives and deliverables, leading to conclusive recommendations regarding potential risks and their mitigation;
- Technical Due Diligence: critically analyse the project to ensure the effective co-ordination of design documentation, industry regulations, statutory procedures and contractual obligations/implications;
- Feasibility Study Preparation: analyse and determine the viability of a project based on the provided forecast project budgets utilising our extensive project cost experience;

SERVICES



Project Management services:

- Procurement Strategy Advice: advise on the implementation of procedures and protocols for effective management of project procurement;
- Programming Preparation: review and status of construction and development programs to allow for effective time management and control systems to be implemented for a project;
- Project Team Management: strategic coordination and management of all facts of the development/project process and all parties involved to facilitate delivery of all required project outcomes;
- Project Auditor: auditing of all project aspects on behalf of financial institutions including conditions precedent, progress claims and facility draw downs to ensure adherence to finance facility terms and conditions.

SERVICES



Cost Management/Quantity Surveying:

Beria Consultants Ltd. is one of the largest Cost Management/Quantity Surveying Consultancy Practice in Hong Kong and we pride ourselves on our accurate estimating capabilities. We attach high importance to early high quality cost planning and budgets and we strive to estimate the end costs of the project as accurately as possible. From concept drawings, through tender processes and construction we ensure that realistic budgets are established, maintained and controlled.

Our primary focus is in Value Engineering. Our central goal is to ensure you obtain excellent value in terms of return and investment and that your risk is minimised from the project inception to handover. Our philosophical approach to Value Engineering hinges on the belief that proposed design concepts must link back to your strategic objectives driving the project. It enables project and stakeholder objectives to be achieved at the lowest total cost while remaining consistent with your required level of quality and performance.

We also possess much expertise in Cost In Use and Life Cycle Costing. This process examines all costs associated with the building's life use - including planned functionality, staff numbers, salaries, on-costs, maintenance, food, power, water, sewerage in order to develop an accurate and concise cost plan based on a defined management plan. This cost plan is then used to demonstrate the effects of changes to the management plan and achieve a total life cost of potential changes to the physical building structure.

The benefits we offer include:

- comprehensive early cost advice
- maximised value engineering
- economic appraisal studies
- commercial and legal expertise
- proactive cost management
- depth of knowledge for sharing
- project cost benchmarking analyses
- concise financial reporting
- timeliness of deliverables
- interactive personalised service

SERVICES



Cost Management/Quantity Surveying services:

- Feasibility Studies: calculating development yield utilising our expertise together with appropriate software;
- Economic Appraisals: analysis of quantitative and qualitative impacts on a project to determine a preferred solution;
- Budget Estimates: area based cost estimates reflecting historical cost analysis data of related projects;
- Cost Planning: preparation of functional, elemental & trade package cost plans at varying stages of design development;
- Life Cycle Costing: analysis of nett present value of capital and recurrent costs of projects and/or components;
- Design Evaluation: critique on design from a buildability and efficiency viewpoint;
- Value Engineering: review of building components/elements/areas in an endeavour to reduce cost/improve efficiency;
- Contract Advice: advice on specific clauses relating to payment, delays and damages within a contract;
- Bills of Quantities: preparation of traditional bills, schedules of rates and quantities for tender purposes;
- Tender Evaluation: comparison of tenders received for all forms of contract to confirm the preferred tenderer;
- Evaluating Progress Payment: ensuring value of progress payment submitted by contractor and/or subcontractors is reasonable in terms of works completed;
- Cash Flow Analysis: indicative forecasting and monitoring of cash flow expectations for Clients with respect to progress on projects;
- Financial Reporting: spreadsheet matrix of budgets, costs, variations and expenditure to depict financial status of project on a monthly basis;
- Final Accounts: finalisation of all claims under the contract made by the contractor and/or subcontractors including defects evaluation;
- Insurance Valuations: replacement cost valuations including cost of demolition, temporary accommodation and re-construction;
- PPP Valuer: valuing capital and recurrent cost for long term government projects financed and managed by the private sector;

SERVICES



Assets and Facilities Management:

The range of assets within any organisation is often large, diverse and complex. It may include the structure, plant and specialist equipment, as well as basic equipment which supports the day-to-day operational needs (e.g. telecommunications, IT equipment, photocopiers etc).

We can improve both the financial and physical management of your total assets and link these assets to your corporate strategies and service delivery objectives.

The benefits we offer include:

- reducing your operational risk
- reducing the amount of your recurrent capital investment
- reducing costs of owning assets
- maximising the usage of existing assets
- improving the management and operation of your assets

Assets and Facilities Management - Financial Management services:

- Abatement Review: independent evaluation of abatement regime impacts for Public Private Partnership (PPP) projects;
- Asset Re-evaluation: re-valuation of assets based on the condition and effective life of your assets;
- Asset Registers: fixed asset registers based on either data collected during the construction period or from existing facilities;
- Asset Register software procurement and implementation;
- Property Tax Services: preparation of Decline in Value Schedules (formerly known as Tax Depreciation Schedules);
- Replacement Insurance Valuation: refer to Cost Management/Quantity Surveying services;
- Best Practice Asset and Maintenance Management Reviews: asset management and maintenance management reviews to compare your organisations existing practices with best practice asset management;
- Strategic Asset Planning and Reporting: strategic asset planning and reporting including the preparation of asset management plans to align the cost of assets to your organisation's business objectives.

SERVICES



Assets and Facilities Management - Physical Management services:

- Guidelines for Improved Asset and Facilities Management: the development of detailed guidelines to assist your organisation to implement improved asset and facilities management procedures;
- Preparation of Asset Strategic/Asset Management Plans: the establishment of a short and long term strategy plan that effectively aligns all asset life cycle costs to your organisation's business plan;
- Asset and Facilities Management organisational reviews and improvements;
- Facilities Management Design Review: assesses the impacts of pre tender design on operations costs and facilities function;
- Asset and Facilities Management System(s) Procurement and Implementation: includes the preparation of needs analysis, functional specifications and training and the evaluation, selection and implementation of appropriate Asset and Facilities Management software to meet your organisation's needs;
- Operational Risk Assessment and Development of Operational Risk Management Plans;
- Development of Life Cycle Budgets: life cycle costings including operating, maintenance and replacement costs;
- Preparation of Maintenance and Capital Works Budgets and Plans: maintenance plans (including replacements) and capital works plans;
- Condition Audits of Building Plant and Equipment: building plant and equipment condition audits based on the functionality, criticality and utilisation of assets and the development of realistic maintenance budgets;
- Property Pre-Purchase Reviews: identification of risks and costs prior to property purchase;
- Building Compliance Audits: review and assessment of property risks associated with compliance with past and current legislative requirements;
- Landlord/Tenancy Make Good: assessment of make good costs in accordance with terms and conditions of tenancy agreements;
- Outsourcing Strategies and the Procurement of Asset and Facilities Management services including preparation of tender and contract documents, tender evaluation and negotiation.

SERVICES



Assets and Facilities Management - Physical Management services:

- Development of Service Level Agreements: for internal and external services that reflect your organisation's service delivery requirements;
- Maintenance staff competency based training: training of all levels of maintenance staff to improve maintenance delivery;
- Sinking Fund Calculations and Budgets: allocation of funds for the future operation and maintenance of your facility;
- Asset Data Collection: electronic capture of asset information, operations and maintenance manuals during the construction or procurement process.

SERVICES



Development Management:

We can provide strategic property development and property investment analysis to the Client.

We look at your development from all perspectives:

What are you buying? Why? Where is the best location? Which is the best site? What design and construction teams are going to best suit your project? What do you want to achieve with this property? Does it fit your overall organisational goals? What is the best use for the development? Do you need a joint venture partner or investors? Who might be suitable?

We can assist you with all these important matters and we can manage all development processes through local councils and statutory bodies.

Development Management services:

- Site Identification and Analysis
- Management of Planning and Design Teams
- Site Planning Assessment
- Management of Content Process through Council
- Highest and Best Use Analysis
- Management of All Commercial Issues Relating to Development
- Advice on Project Funding Structures
- Equity, Senior Debt and Mezzanine Debt Structuring
- Negotiation with Financial Institutions
- Commercial Completion Administration
- Development Risk Assessment and Analysis
- Co-ordination of Market Research and Demographic Assessments
- Creation of Investment Syndicates
- Identification of Joint Venture Partners
- Acting as Advisor for Investor(s)

OUR KNOWLEDGE



Sharing Our Knowledge

At Beria Consultants Ltd. knowledge gained is knowledge shared.

One of the key benefits of our international experience is that all knowledge gained on past and current hotel projects is shared with your current project. This allows us to collate, benchmark and analyse.

We have a cross-organisational commitment to providing comprehensive and efficient systems for global communication, knowledge and data transfer.

This keeps all our staff up-to-date on the latest initiatives, innovations and best practices from around the world.

We also employ video conferencing between offices and our Clients to ensure a seamless transfer of knowledge, information, innovations and ideas. This keeps everyone involved in your project in the loop and allows "face-to-face" delivery and discussion of project information and requirements.

We have the in-house computer networks and specialist software to securely and capably manage all the information for your entire project.

Our offices are networked and have compatible state-of-the-art hardware and software. Our staff primarily uses Primavera and Microsoft Project software packages - but we have the flexibility to use other project programming packages as required, to integrate with your preferred software or systems.

Our hardware includes Celeron, AMD and Pentium equipped desktop PCs and laptops. To protect both your computer operating system and ours, we have installed the corporate edition of Norton Anti-Virus. For document and photography production we have state-of-the-art colour printers/scanners and copiers, colour plotters and digital cameras, as well as digitiser boards.

Our software packages include Microsoft Office, Outlook, Project, Visual Basic and Windows 2000 and XP Operating systems. We currently use two of the world's leading products for estimating and cost planning, Everest and Buildsoft Global Estimating. Other in-house software includes: Ripac (for bill of quantities production), Prolog (project management software), Fincash (cashflow forecasting), Estate master 2003 (feasibility Study Software), plus we have Auto CAD 2000 and Auto CAD Lite.

To ensure our industry reputation for world-class intellectual capital, we have taken care to create a learning environment within our organization, through the training and development of our staff in the skills and techniques required to successfully implement our vision - and your project needs. It's a continuous learning cycle.

Just as we are committed to constantly updating and upgrading our hardware and software we are also committed to continuous staff training and re-training.

We also have independent quality assurance and checking systems in place to monitor progress of your project from beginning to end.

This allows you to rest assured in the knowledge that we are continually sharing and using all our knowledge to deliver the best outcomes for your project.