

CASP-R ...on a page

What is CASP-R?

A management consultancy firm specialising in corporate real estate across Asia, headquartered in Hong Kong.

What clients do you serve?

- **Corporate Occupiers**
Typically we provide best practice advice to businesses with accommodation in multiple locations. We design accommodation strategies and manage real estate services procurement that directly supports business plan objectives, from cost reduction to new business ventures.
- **Asset Managers and Investors**
We can assist in a number of areas across the real estate investment cycle. Such areas include assisting our clients with the incorporation of a tax-efficient investment vehicle, establishing back-office systems for management and reporting, conducting pre-acquisition due diligence, advising on improving operational performance of the asset, change management, asset audits and disposition strategy.

What services do you provide?

We work outside the usual real estate 'comfort zone', on matters such as strategy development, business planning, services procurement and in/outsourcing advice, estate organization design, feasibility studies, governance and policy, and cost

reduction programmes. We can act as project team managers where a number of specialists need coordinating on behalf of the client sponsor.

What don't you do?

We are independent of those in the real estate market who broker transactions or contract day-to-day management and services i.e. we are not a brokerage house, a property management company or facility service provider. This independence allows us to determine the best services sourcing regime for our clients and where appropriate, manage the service procurement and audit contract compliance.

How can we engage CASP-R?

We provide 4 approaches:

- **Interim management**
e.g. where an organization needs short to medium term real estate management support, working inside the business, usually before a permanent appointment can be made.
- **Retained adviser**
e.g. where an organisation needs continuity of expert advice without the need for employing a real estate manager.
- **Project consultancy**
e.g. where a client team needs to be strengthened in respect of real estate orientated skills, and someone to act as an interface with the real estate services market.

- **Commercial services**
e.g. cost reduction partnership, where CASP-R identifies cost saving initiatives and then executes for an incentive fee.

How are you regulated?

We are regulated by the Royal Institution of Chartered Surveyors, and operate in accordance with their regulations.

How do you charge for your services?

Whilst no assignment is too small, we only accept assignments where we can add value. As such, each fee agreement is tailored to an assignment's specific value adding outcomes. Fee structures can be a combination of fixed price and hourly rate based on agreed budget fees or a percentage of savings.

I'm interested, who do I contact?

Please call **Marcus Bowen** on +852 9369 9007 or email to marcus.bowen@casp-r.com to arrange a meeting. We can then discuss how CASP-R can best add value and provide you with a proposal for your further consideration.



INDEPENDENT CORPORATE REAL ESTATE ADVISERS

Hong Kong T: +852 8170 1055 E: info@casp-r.com

www.casp-r.com