



HOTEL & FLC INVESTMENTS

Hotel & FLC investments are very different when compared to other real estate investments, due to their variable occupancy and rate levels, need for expert management, labor intensive nature and varying guest demands. For this reason, it is very important to plan right before making the investment decision. The most important factors affecting the decision making process are; evaluating the market, the location, the permits, the market demands and the financial feasibility analysis that results from the analyzing these factors. Prior to moving into the design process, the parameters mentioned above should be analyzed carefully, and the right concept should be planned to provide the best fit for the project criteria. Subsequently, positioning the product, choosing the suitable Hotel & FLC brand, and deciding on the management model are important steps to be taken before designing the hotel. Following the investment decision, preparation of plans complying with international standards, and implementing on the construction site are very costly steps, that include hidden costs, that usually can not be foreseen. Particularly, Hotel & FLC investments that require continuous approval of international Hotel & FLC chains result in increased time and costs in the absence of an expert team.

METROTEL HOTEL & LIFE FUTURE CENTER INVESTMENT CONSULTANCY

Our expert team, that have achieved important know-how, having worked on many projects with international Hotel & LFC chains, develop tailor-made solutions, and help investors decrease time and investment costs during the project development stages.

OUR SERVICES INVESTMENT DECISION GUIDANCE

- Review of location
- Market analysis, identification of demand generators
- Competition analysis
- Determination of key count and facilities
- Review of zoning status
- Determining the concept
- Financial feasibility and analysis
- Project financing application

CONCEPT DESIGN

- Specify the concept and/or Hotel & LFC brand according to the location, market, financial feasibility and zoning status
- Determine the room count, distribution, functions and facilities
- Supervise and direct architectural plans and interior design

OPERATOR/FRANCHISOR SEARCH, AGREEMENT PROCESS

- Selection of appropriate brands, presentation of the project to international lodging companies
- Represent the investor and project
- Negotiate initial terms and conditions
- Application forms, preparation and submission of financial and non-financial due diligence documents
- Tracking the documents and getting the approvals
- Legal support (optional)
- Legal and commercial comments to the Agreements (optional)



TECHNICAL DEVELOPMENT SERVICES
(Architecture, Interior Design, Mechanical and Electrical)

- Plan the front of house and back of house facilities
- Ensure the compliance of the project with the local and international fire and life safety (FLS) standards, (NFPA)
- Preparation of preliminary plans, design development plans & specifications, final plans & specifications

ARCHITECTURAL AND TECHNICAL CONTROLLER/INSPECTION SERVICES

- Manage the approval processes with the management/franchise company technical teams
- Supervision of the project to comply with FLS and brand standards
- Coordinate all technical teams
- Inspection of the construction to comply with standards and provide high quality

CONSTRUCTION SUPPLIES, FF&E AND OSE PROCUREMENT SERVICES

- Selection of appropriate supplies/suppliers according to price, quality, warranty and specification criteria
- Ensure and supervise fast delivery
- Ensure that the supplies/suppliers comply with the technical specifications of manager/franchisor standards
- Manage the negotiations and procurement upon investor's demand (optional)

MOCK UP ROOMS ("THE ROOMS" PROJECT)

- Develop the mock up rooms complying with standards in our showrooms
- Supervise of the implementation of the mock up rooms at the construction site

PRE-OPENING SUPPORT

- Preparation of the pre-opening budget
- Search and selection of the management team
- Preparation and implementation of the sales and marketing plan and budget
- Staff search and training support
- Procurement of the initial operational supplies
- Ensure complete and accurate opening of the hotel

HOTEL & FLC MANAGEMENT SERVICES

- Operations, sales & marketing, human resources and procurement services
- Central Hotel & LFC management company support
- Housekeeping, security and food & beverage services
- Staff search
- Budgeting and planning (sales, marketing, operational and capital budgets)
- Operational supplies procurement services
- Quality assurance and performance support