



**DPS** PROJECT  
MANAGEMENT  
w w w . d p s p m . c o m



***“Assuring targets to our clients”***



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## 1. INTRODUCTION

The full development of property investment implies carrying out ever more complex and numerous stages until promoters have achieved their business objectives.

The fundamental stages of the process are:

- *Planning the investment*
- *Carrying out the investment*
- *Managing of the investment*

In turn, each of these stages is the sum of numerous management activities:

- *Planning the investment.*
  - Available capital.
  - Financing.
  - Returns and profitability expectations.
  - Search for land or property.
  - Prior definition of the product.
  - Analysis of financial viability.

- *Carrying out the investment.*

- Management of the financing.



- Purchase of land or property.
- Drawing up projects.
- Marketing and sale of the product.
- Processing documents and licences.
- Planning and contracting the work.
- Tracking and control of costs, deadlines and quality.
- Reception and entry into operation of the building.

- *Management of the investment*

- Handing over the work to the buyers, or
- Implementation, maintenance and management of occupation costs.

The short deadlines demanded by the market, high competitiveness, the existence of copious applicable legislation at different levels and the participation of numerous agents from distinct specialities that the process requires accentuate the complexity of the same in such a way that *success is conditional on the capacity for:*

- *Global vision.*
- *Knowledge of the environment.*
- *Planning.*
- *Management.*
- *Negotiation.*
- *Coordination.*
- *Control.*

that the investor has in the financial, technical and commercial areas.

*The participation of an external team of specialised collaborators for the support of the investor in all stages or some of them is undoubtedly of inestimable help in ensuring objectives. As well as the savings generated, this*

*enables the investor to dedicate time and management to the key points of the business, the search for and management of land and its sale.*

The contracting of companies specialising in project management and construction, or for the management of construction alone, is a common practice in the USA and Europe's most advanced countries. In Spain this is a practice that is growing at a rate of 30% a year.

These specialised companies carry out all the technical-economic tasks for the promoter that arise throughout the work, and manage the same in line with the promoter's criteria and final decision, but carrying out all the specialised management and control work for him.

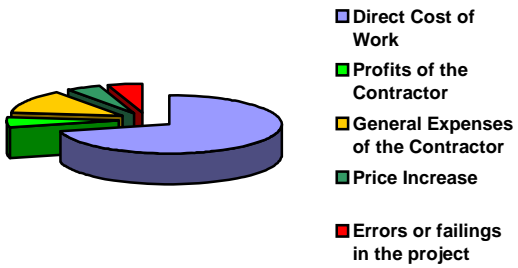
Thus, the promoter recovers time to dedicate to the key of his business, the search for and management of land in good conditions and the sale of products.

With this help the promoter can opt to contract the work by either plots or packages, recovering all or part of the general costs and profit that the general contractor has incurred.

In any event, technical control from the drawing up of the project, the proper management of contracting the work, and its supervision and coordination during the same by specialised personnel notably reduces the costs, and saves all or some excess costs due to changes, errors or a lack of clarity in the project.

These savings, which can be more than 20% of the cost of the work, are compiled for informational purposes in the following graphs.

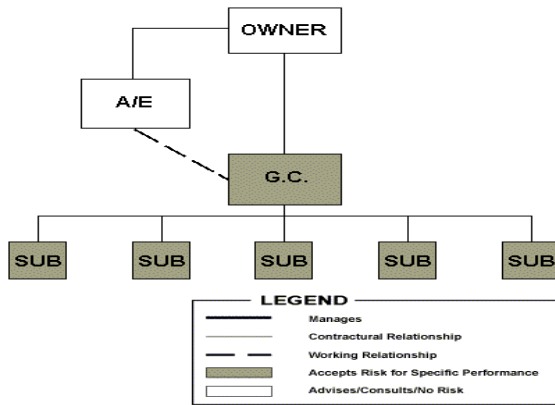
TRADITIONAL COST  
FRAMEWORK



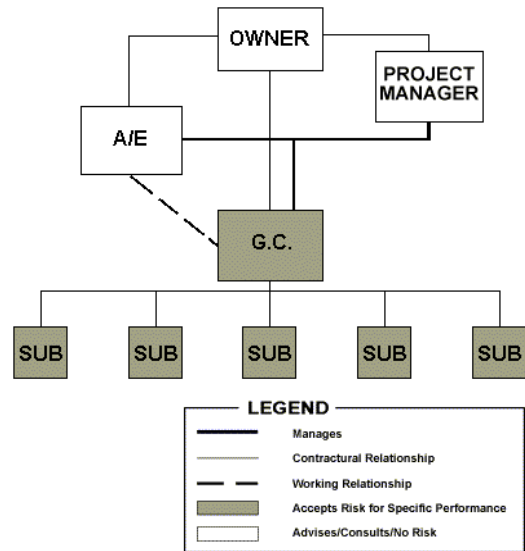
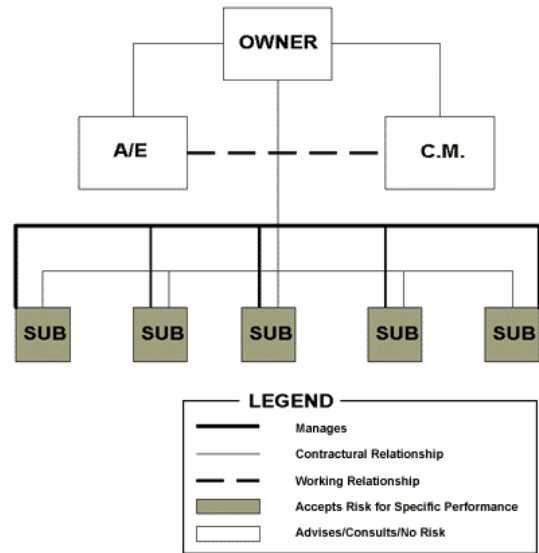
COST FRAMEWORK WITH  
PROJECT MANAGER



TRADITIONAL WORK FRAMEWORK



FRAMEWORKS OF WORK WITH PROJECT OR CONSTRUCTION MANAGER



## **2. ABOUT US**

**DPS PROJECT MANAGEMENT** is a company specialising in assisting property promoters, which was created in May 2004.

It currently operates in Madrid, eastern Spain, and Ibiza.

It is made up of *professionals and outside collaborators with broad experience in the construction, property and investment sectors, throughout the Spanish territory, who have an in-depth understanding about all the mechanisms and organisation of construction and property companies.*

The service of assistance to the investor in the management of the project is based on a *relationship of trust* between the client and the team carrying out the project.

For **DPS PROJECT MANAGEMENT**, as well as the *professional experience, responsibility and transparency* of each of the members of our team is the best asset we can offer our clients.

**DPS PROJECT MANAGEMENT** is involved in the investments of its clients,

and fees can be linked to the reduction of costs that promoters obtain via their management.

Its aim is to always provide the client with the maximum added value, *reducing investment risks, reducing costs, ensuring deadlines and minimising and managing conflicts.*

The achievement of these objectives is based on the wide range of experience and training of the team in the tasks of:

- *Planning.*
- *Negotiation.*
- *Supervision and control.*
- *Management.*

### 3. SERVICES WE OFFER

#### Project Management

Conceptual Phase	⇒	Viability Study
Definition Phase	⇒	Drawing up of Projects
Execution Phase	⇒	Contracting and carrying out the work
Termination Phase	⇒	Delivery of the property

This is a service of *Integrated Management of Construction Projects* that achieves a global vision of the project and notably reduces the cost of the total investment. It covers, among other things, the pre-stage of a viability study, supervision of projects, selection and contracting of the construction companies, supervision of construction through completion, delivery and entry into operation of the building, assisting the investor technically and coordinating the whole process.

An important part of excess costs during the process is due to errors, contradictions, a lack of clarity or changes in projects during the construction phase because they have not been checked in enough detail before the tender for work.

The management of the project and its continued supervision, the confirmation that the plan meets the necessities of the client and legal structures, that it can be carried out with a reasonable construction method, and furthermore defines the work with clear criteria that avoid queries or discussions during execution. This work saves most deadline extensions and cost increases that arise during work.



### Construction Management

This is a service of *Management during the Construction Phase, selecting the most appropriate company* by cost, length of time and quality, establishing *contract models*, carrying out *follow up and control of the execution*, coordinating and supervising the processes and costs, *guaranteeing that the demands of the client laid out in the contract are met*.

Depending on the type of work, its size, location and other factors, the decision to contract and execute the work by plot or package can save the investor more than 20% in relation to the envisaged cost with a single contractor, with the following advantages:

- Economic savings on the final cost, by eliminating general expenses and the industrial profits of the main construction company, which can be of the order of 19% of the cost of the material execution of the work.
- Greater control over the selection of the specialised companies that must carry out each stage.
- A better situation for negotiating the costs of possible changes, extensions or quality controls to introduce into the project during the execution of the work.
- Greater control over the execution of the work, its qualities and deadlines.
- Lower investment risks, by not depending on a single company.

The continuous monitoring of the execution enables economic control of the same, ensuring the control of costs and reducing increases or delays.



### *Technical Assistance for “turn-key” purchases*

Service for investors who want to purchase a turn-key building or facility, and who need *the technical assistance necessary to guarantee that the process of design and delivery to be carried out by the vendor meets all the specifications in the contract.*



### *Other Technical Assistance Services*

- Viability Analysis.
- Project Supervision.
- Supervision of work phases.
- Search for and selection of planners, control companies etc.
- Search for and selection of construction companies, providers etc.
- Drawing up contracts.
- Planning, follow up and control of works.
- Liquidations.

In more detail, the services that **DPS PROJECT MANAGEMENT** can carry out are the following:

**1. Viability analysis.**

Viability Study of the investment, in comparison with possible alternatives.

**2. Organisation and general management**

- ✓ General programming / planning of the investment.
- ✓ Planning of treasury flow
- ✓ Preparation of the initial budget estimate.
- ✓ Organisation, coordination and interrelations of all acting parties.
- ✓ Document management.
- ✓ Following up relations with the different Organs of the Administration.
- ✓ Technical assessment of the property to define project requirements.
- ✓ Management of licences and permits.

**3. Project management.**

- ✓ Search for and selection of suitable design team.

- ✓ Coordination and monitoring of the drawing up of the projects (basic, executive, legal and commercial).
- ✓ Auditing of projects. Coherence with the requirements for the property.
- ✓ Verification of the existence of the totality of the documentation.
- ✓ Analysis of the construction conditions, deficiencies and lack of definition.
- ✓ Technical auditing of the facilities.
- ✓ Review of the status of measurements.
- ✓ Analysis of the fulfilment of Regulations.
- ✓ Coordination with other participating parties (OCT, Health and Safety, Quality Control Laboratory, etc.) and with public bodies.
- ✓ Control and monitoring of the scheduling.
- ✓ Determination of budgetary objectives.

**4. Pre-construction management.**

- ✓ Contracting strategy.
- ✓ Proposal for the definition of packages or plots
- ✓ Tender. Study of the bids.
- ✓ Consulting in the contracting process.

**5. Construction management.**

- ✓ Planning. Control and monitoring of the work program. Anticipation of conflicts.
- ✓ Control and monitoring of new approaches or ideas by the Executive Works Manager.
- ✓ Control of execution.
- ✓ Monitoring of the fulfilment of the measures set forth in the health and safety plan at the work.
- ✓ Analysis, control and management of modifications and unforeseen events.
- ✓ Monitoring of Quality Control.
- ✓ Coordination between contractors and other parties involved in the project, coordination with commercialisation agents and third parties.
- ✓ Documentation and information (control and distribution of the documents).
- ✓ Management of the work meetings.
- ✓ Carrying out of reports of works monitoring.
- ✓ Continuous economic control of the status of the work.

#### **6. Reception phase.**

- ✓ Revision of the executed work and control of irregularities.

- ✓ Control and monitoring of the final tests and start-up of the facilities.
- ✓ Coordination with the intervening parties in legalisation matters.
- ✓ Monitoring of the final collection of documentation and writing of the Building Book by the Executive Works Managers.
- ✓ Reception, along with the Executive Works Managers, and payment for the works.
- ✓ Consulting, planning and contracting of maintenance.
- ✓ Operations plan.

#### **7. Guarantee period.**

- ✓ Service for the promoter for any imperfection in the building, stemming from poor execution or hidden defects.
- ✓ Coordination of post-sales repairs. Cost management of the repairs with the contractors involved.



**4. CONTRACTS BEING EXECUTED**

The contracts that **DPS PROJECT MANAGEMENT** currently has that are being executed are the following:

#### MADRID

- Construction Management of building for 66 flats in Getafe, Madrid. Cooperativa “Virgen del Rosario”. **Construction Phase.**
- Construction Management of building for 66 flats in Vallecas, Madrid. Cooperativa Estudio 2004. **Construction Phase.**
- Construction Management of building for 113 flats in Torrejón de Ardoz, Madrid. Cooperativa Virgen de los Nudos. **Construction Phase.**
- Project and Construction Management of a 35,000 m<sup>2</sup> building for the headquarters, warehouse and logistics centre in Vicálvaro, Madrid. Centro Farmacéutico Nacional. **In Project Phase.**

#### ALMERIA

- Construction Management of building for 60 flats in Vera, Almería. Proyecciones Inmobiliarias XXI S.L. **Finished.**
- Construction Management of building for 16 flats in Vera, Almería.. (Entorno Rústico, S.L.) **Terminado**
- Construction Management of of building for a “Cortijo” Restaurant, “Loma Blanca” in Los Gallardos. (Entorno Rústico, S.L.) **Finished.**
- Construction Management of a Lizarran Restaurant, in Vera. (Entorno Rústico, S.L.) **Finished.**
- Construction Management of building for 40 flats in Garrucha, Almería. INGOFERSA S.L. **Construction Phase.**
- Project and Construction Management of 816 flats in Garrucha, Almería (INGOFERSA S.L.) **Project Phase.**
- Construction Management of building for 40 flats in Garrucha, Almería. INGOFERSA S.L. **Construction Phase.**
- Construction Management of building for 42 flats in Mojacar. (Promo 92 S.L.) **Construction Phase.**
- Construction Management of building for 30 flats in Cuevas del Almanzora. (Arco S.L.) **Construction Phase.**
- Project and Construction Management of 174 single-family housing units in Los Gallardos, Almería. **Project Phase.**
- Urban Development Management of 1,400.000 m<sup>2</sup> in Los Gallardos, Almería. **Project Phase.**

## ALICANTE

- Works Management and Construction and Development Management of 400,000 m<sup>2</sup> in Lliber, Alicante. BTB Construcciones. **In Project Phase**
- Technical Assistance for the tender to the dealership of a plot for the construction and operation of a five star hotel in the complex Ciudad de la Luz, Alicante. IMMOKONZAPT AG, Hilton International. **Finished.**
- Project and Construction Management of a single-family house in Rincón de Loix, Benidorm. **Construction Phase.**

## IBIZA

- Project and Construction Management of nine single-family housing units in Cala Vadella, Ibiza. Puig des Fornas S.L. **Construction Phase.**

## MURCIA

- Project and Construction Management of 60 attached houses in Molina del Segura, Murcia. BOUYGUES INMOBILIARIA. **Construction Phase.**
- Project and Construction Management of 1.800.000 m<sup>2</sup>. in Murcia ( INGOFERSA, S.L) **Project Phase.**

## TOLEDO

- Project and Construction Management of 16 flats in Olias del Rey. (Entorno Rústico S.L.) **Construction Phase.**
- Project and Construction Management of 59 flats in Seseña. (Arco S.L.) **Project Phase.**
- Project and Construction Management of 40 flats in Corral de Almaguer. (Promociones Almaguer S.L.) **Construction Phase.**
- Continued Technical Assistance and Real Estate Management for the following groups:
  - Grupo Centro Farmacéutico Nacional, S.A.
  - Grupo Proyecciones Inmobiliarias XXI.
  - Grupo Entorno Rústico.

Likewise, market, urban and real estate viability studies have been carried out for several promotions in Valencia, Alicante, Murcia, Almería, Ibiza y Madrid.





**5. TEAM OF PROFESSIONALS**

**Javier Poole Derqui**

Age 42 years old. **Civil Engineer** from the Universidad Politécnica in Madrid, 1987. Presented post-graduate studies in the **General Management Program** at the IESE Business School in 2002-2003 in Madrid, courses in **Negotiation** with the training consultants Belae, Bert & Branch, for **Motivation and Management** with Krauthammer International, for **Finances for Managers** at the Instituto de Finanzas in Madrid, for **Technical Optimisation in Construction** with Dragados, Bouygues and Hollandsche Beton Groep in Madrid, Paris and Delft, as well as numerous courses about organisation, planning, prevention, quality and the environment throughout his career.

His professional work has principally been developed in the sector of **construction and real estate**, initially with the corporate group SUX. S.A., developing and operating tourist and hotel industry infrastructures in Minorca and, between 1988 and 2003 at the **Grupo Dragados**.

In his professional career with the Grupo Dragados, he has worked both with contracts for all types of **Public Administrations (City Councils, Autonomous Communities, Ministries)** and for private clients, from small companies through the most **important national Real Estate Companies (Vallehermoso, Urbis, Metrovacesa, etc.)**, in specialities for roads, railways, hydraulic works, housing, offices, sanitary and industrial works, etc., from management and leadership positions, with multi-disciplinary teams of up to 250 people reporting to him and with an annual turnover of 100 million euros.

At the Grupo Dragados, he has developed his professional career holding positions ranging from **Works Manager and Real Estate Promotional Manager** (Valencia 1988-1994), **Delegate of Alicante** (1994-1998), **Director of the Large Client Division and Civil Works throughout Spain** at TECSA, subsidiary of the Grupo Dragados with headquarters in Madrid, **Member of the board of Darro Inmobiliaria y Financiera**, TECSA real estate client and finally, **Building Manager at Dragados** in Madrid from 2001.

In February of 2004, he started up the operation of **DPS PROJECT MANAGEMENT**, a company where he is the majority shareholder and the Chief Executive.

**José Luis Serna Pérez**

Age 38 years old. **Degree in Professional Training in the Speciality of Works Construction and Buildings from the Instituto Politécnico in Alicante.**

His professional career has developed in the **construction** sector, initiating his career at the offices of Alicante architect Roberto Pérez Guerras, where he remained until 1994 as the Director of Project Delineation and Works Management Director, and has been at the **Grupo Dragados** from 1994 until 2003.

In his professional career within the Grupo Dragados, he has worked both on contracts for all types of **Public Administrations (City Councils, Autonomous Communities, Ministries)** and for private clients, from small companies through the most **important national Real Estate Companies (Vallehermoso, Urbis, Metrovacesa, etc.)**, in specialities for housing, offices, sanitary and industrial facilities, etc.

At the Grupo Dragados, he has developed his professional career holding positions ranging from **Manager of Technical Offices and Executions Manager through Works Manager in all the geographic area of the Community of Valencia.**

In March of 2004, he started up operations at **DPS PROJECT MANAGEMENT**, a company in which he is a shareholder and Production Director.

**Marcela Mendy Pareja**

**Arquitecto Superior. Master in Building Construction.** Universidad Politécnica, Madrid 1999.

He is member of **DPS PROJECT MANAGEMENT** as Project Manager for the Levante area.

**Yolanda Pérez Basanta**

**Arquitecto Técnico.** Universidad Politécnica, Madrid. 2001.

**Alejandro Martos Rodriguez**

**Civil Engineer. Master in Urban Planning.** Universidad Politécnica de Madrid.

He joins **DPS PROJECT MANAGEMENT** as a Project Manager for the Madrid area.

**Susana Novillo Gil**

Age 30 years. Technical Architect by the University of Alicante. It has developed its professional career from 2000 to 2004 in Building companies of Alicante and Murcia like construction person in charge, Site Manager and Director of Work Execution, and previously

like writing collaborator of Projects of Construction, making functions for the Calculation of Structures, Budget, Measurement and Valuation of Work, Fulfilment of Norm and Technical document writing, as well as of control of work and Studies of Security and Health.

#### **Moisés Navarro Fernández**

Age 30 Years. Technical Public Work engineer Specialized in Civil Constructions. It has experience in construction of civil works and has been Industrial Director of the factory of Vanguard Hormigón Moldeado SA in Murcia.

#### **Ana María López Marín**

Age 28 Years. Industrial Technical engineer. Specialized in Industrial Design and Inner, Residual Water purification Urban and Solid Reminders. It has experience in design and assembly of mechanical facilities for construction, Technical office manager of Construction.

#### **Alicia Alcazar Cano**

Technical engineer Topographer. Specialty of Construction. 2.001. Polytechnical university of Granada.

#### **External Partners**

##### **Fernando Gómez Carrasco.**

Technical Engineer of Public Works, specialising in Transport from the Universidad Politécnica in Madrid. He has **31 years of experience within the Grupo Dragados, always working in analysis, planning and works organisation** of all types, oil platforms, civil roads works, ports, housing estates, building, housing, hospitals, industrial warehouses, universities, etc. Accustomed to working with advanced planning and control tools, yields, process planning, time control, efficacy, cost control, with the objective of optimising processes, reducing costs and shortening timelines.

##### **Poole & Poole Architecture and Urbanism**

Architecture Office directed by Miguel Poole, an architect specialising in Urbanism from the Universidad Politécnica in Madrid, 1985. Besides numerous luxury homes and buildings designed, other noteworthy works include architecture development and works management for the hotel Marriot La Sella, in collaboration with the office Wimberly Allison Tong & Goo in London.

**Asociados Técnicos FRD**

Company run by Fernando Rodríguez Delgado, with over 20 years of experience in Technical Services, Works Management, Construction Management in contracts for the Public and Private Administrations throughout the Community of Valencia.

**José Luis Pérez Molina**

Technical Architect, specialising in Structures and Engineering of Public Works from the Universidad de Alicante, with over 20 years of experience as Executive Works Manager and Structures Calculation for building.





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