

Spectrum Partners

Introduction

Spectrum Partners is a property consultancy dedicated to providing a high quality, comprehensive range of services. We aim to maximise your property objectives and are committed to exceeding your expectations.

Our strength lies in our ability to quickly perceive and interpret your needs. We have an acute profit sense and can resolve complex property issues over a wide range of property types.

The directors of Spectrum Partners have a broad experience base. As stakeholders in the business, they have a vested interest in ensuring the success of all services provided.

Spectrum Partners offers the following services:

- **Development Management**
- **Property Site Sourcing and Sale**
- **Property Advisory**

Expertise

Development Management

Spectrum Partners understands the importance of identifying key issues at the commencement of a project. We can focus your project resources to deliver the most time-effective programme and realise the full commercial potential of your project.

We tailor our Project / Development Management services to meet your precise needs. This includes managing all elements of the property development process including:

- Site identification, sourcing and feasibility preparation
- Property acquisition
- Development of project brief and implementation
- Rezoning submissions
- Consultant and contractor appointment
- Project design
- Statutory approvals
- Contract management
- Relocation services
- Financial reporting
- Construction management
- Performance monitoring
- Leasing and/or sale of the completed project
- Fit out coordination

Property Site Sourcing and Sale

We can maximise your opportunities to source acquire and sell property, from rolling out a retail store network through to the acquisition or sale of development sites and investment property.

This process includes:

- understanding and clarifying the project brief
- preparing the property sourcing strategy
- full market analysis, and
- property identification and development options.

We undertake comprehensive due diligence, handle purchase or lease negotiations on your behalf, and complete the necessary documentation. We also manage the space planning, construction and facilities management process.

In the last 12 months alone Spectrum Partners has coordinated the sale of property with a value in excess of \$100 million.

Property Advisory

Spectrum Partners' results-oriented property consulting services will align your real estate activities with your broader business objectives.

Property advisory services include:

- tenant advocacy
- strategic portfolio reviews
- outsourcing tender and contract negotiation
- service level preparation, and
- process efficiency reviews.

Spectrum Partners also provides asset and lease management services and strategic project management.

Spectrum Partners has negotiated leases for more than 100,000 sqm of space for clients over the last 2 years.

Experience

With over 40 years combined experience, Spectrum Partners' directors have managed a variety of complex commercial, industrial and retail property projects.

Recent projects

Spectrum Partners has been appointed Development Manager for Allianz Insurance Group on the redevelopment of the forecourt of 2 Market St Sydney. This project consists of a new 7 storey office building and approx 3,000 sqm of retail space with a value of over \$40 Million.

Spectrum Partners' managed the preparation of a detailed property value study for a high profile Sydney CBD building owned by a major Australian corporate. The subject property is approx 15,000 sqm of retail and commercial space. The study included a wide range of property value options with a construction cost of around \$25 million. Spectrum Partners is now engaged to manage the development process, with DA preparation underway.

We are currently managing a project to deliver 15,000 to 20,000 sqm of office space for a major corporate in the suburbs of Sydney. This process requires Spectrum Partners to locate, lease and provide development management services for this "A Grade" office building.

We are also managing the development of a land subdivision on the Mid North Coast of NSW and strata conversion of a 4,000 sqm heritage office building in the Newcastle CBD.

Clients

Spectrum Partners' clients include some of Australia's leading property owners and occupiers including Westpac Ltd, David Jones Ltd, Commonwealth Bank, Dymocks, Allianz, AIG and Yum! Restaurants.

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