

**areen**procurement

Purchasing and Logistics Services

We have over 30 years' experience delivering exceptional Interior Design and cost-effective Procurement solutions to an international client base.

We work efficiently and effectively to make our clients' vision reality.

areen

design

PASCALL

+WATSON

RICHMOND

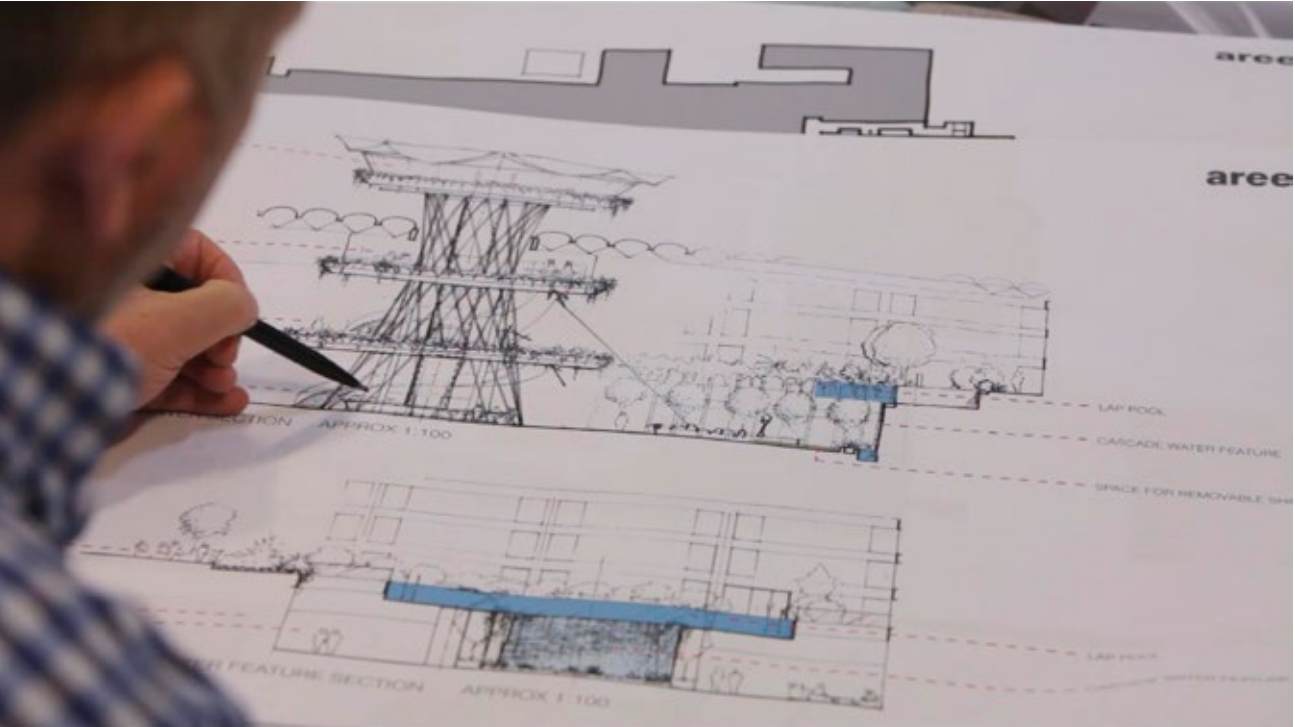
The Areen Group is made up of three autonomous companies with complementary skills in Interior Design, Architecture and Procurement.

Areen was founded in 1985 and has since grown to employ over 300 people today.

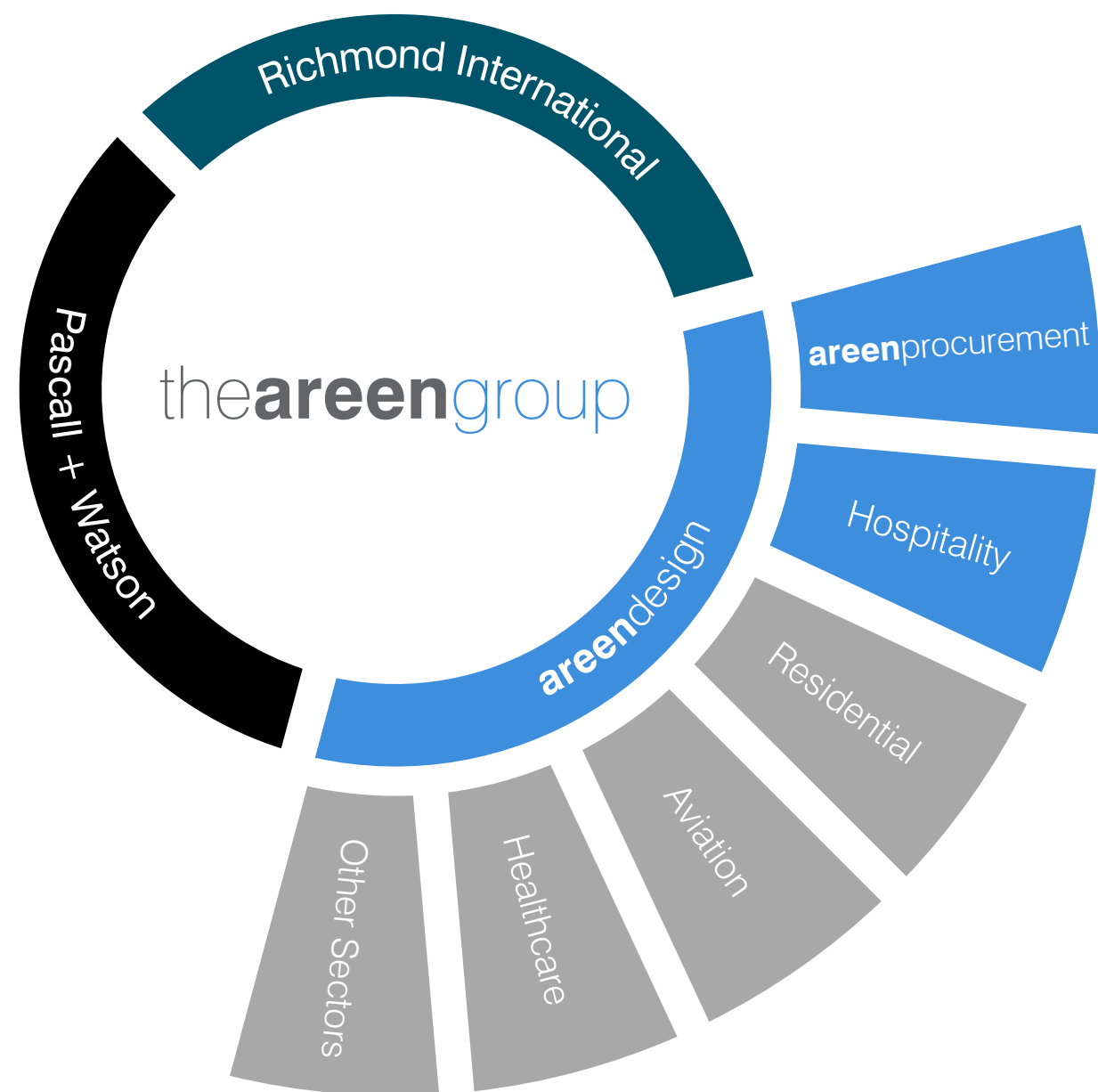
Our Offices



retail  
residential  
hospitality  
aviation  
healthcare  
commercial  
education  
civic&cultural

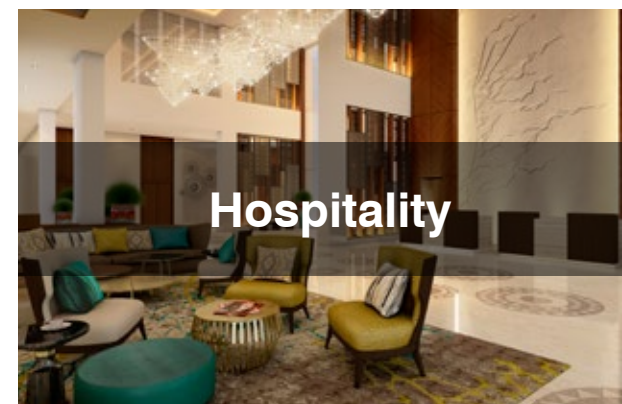






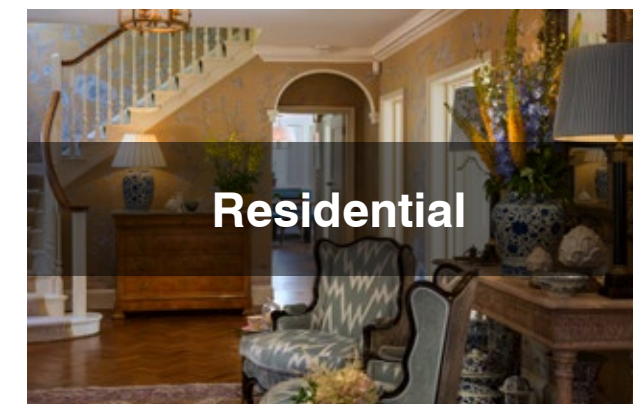
## Procurement

We are able to manage the design, development, production, supply and installation of any and all of the fittings necessary to bring our clients' interiors to life.



## Hospitality

We create interiors that are as hard working as they are beautiful, to suit not only the end users' expectations, but also our clients' cost plans.



## Residential

From Royal palaces to city centre apartments, we offer a tailored approach to deluxe interior design. With luxury furniture and fittings attuned to our clients' needs, we are experts in streamlining the art of living.



## Aviation

We deliver expansive projects balancing the complexity of functionality with ease and comfort of travel. We create efficient spaces with the feel of hospitality and the reassurance of security.



## Healthcare

We believe environment is an integral part of the healing process. We use our skills in hospitality design to create spaces that work as hard as the healthcare professionals that use them.



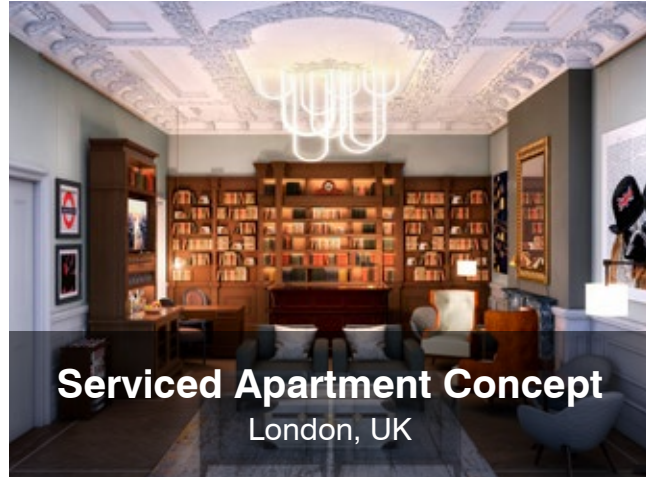
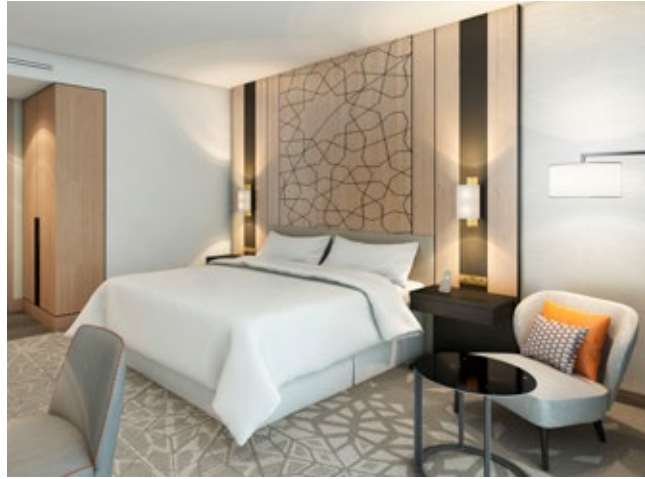
## Other Sectors

We have extensive experience in Commercial, Retail, Education and Civic & Cultural sectors, with a breadth of projects realised around the world.





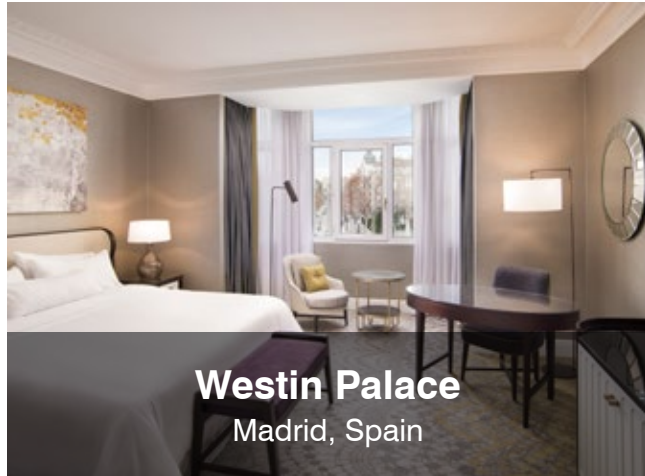
**Marriott Residence Inn**  
Al Khobar, Saudi Arabia



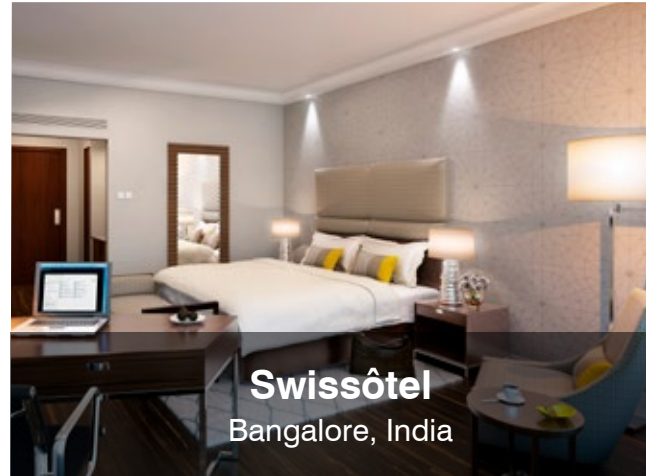
**Serviced Apartment Concept**  
London, UK



**Marriott Courtyard**  
Al Khobar, Saudi Arabia



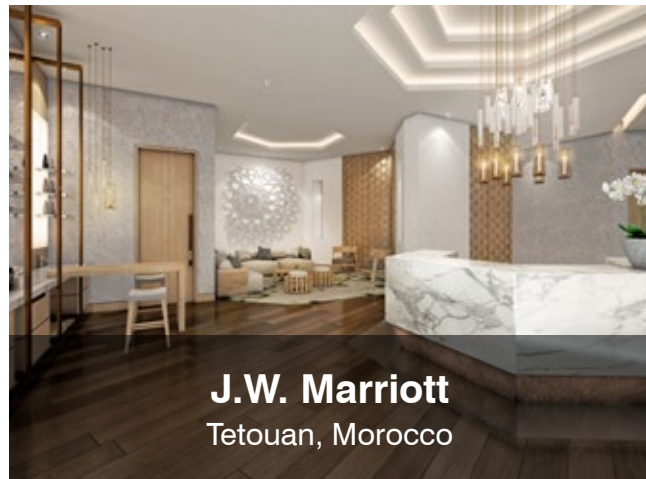
**Westin Palace**  
Madrid, Spain



**Swissôtel**  
Bangalore, India



**Hilton Cape Sierra**  
Freetown, Sierra Leone



**J.W. Marriott**  
Tetuan, Morocco







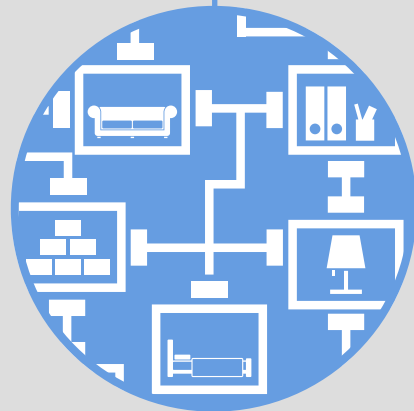
## 1. Sourcing

Custom sourcing and production management of special finishes, furnishings or unique branding merchandise.



## 2. Quality Control/ Quality Assurance

Quality management from pre-production through to packaging.



## 3. Procurement

Complete procurement services on behalf of a client, from bill of quantity to installation of

- Architectural Materials
- Furnishings (FF&E)
- Operating Supplies (OS&E)



## 4. Turnkey Supply

The supply of all loose furnishings and hotel equipment under a single contract.



## 5. Project Logistics & Installation

- Export & Import Management
- Tax administration
- Freight consolidation
- Programme Management
- White-glove installation



RETAIL

## Hudson's Bay

Various Locations, Netherlands

10 Stores

AVIATION

## King Abdul-Aziz Int. Airport

Jeddah, Saudi Arabia

PTB 766,000m<sup>2</sup>



HOSPITALITY

## Westin Palace

Madrid, Spain

467 Keys

HOSPITALITY

## Sheraton

Antananarivo, Madagascar

224 Keys



HOSPITALITY

## Hapimag

London, UK

40 Apartments



HOSPITALITY

## J.W. Marriott

Tetouan, Morocco

188 Keys

AVIATION

## Blaise Diagne Int. Airport

Dakar, Senegal

20,000,000m<sup>2</sup>



HOSPITALITY

## Marriott Courtyard

Riyadh, Saudi Arabia

200 Keys

HOSPITALITY

## 4 & 5\* Hotel Complex

Makkah, Saudi Arabia

9,760 Keys





## Westin Palace

Madrid, Spain



Executive Guest Room



# Westin Palace

Madrid, Spain



**Left** Executive Suite Living Area,  
Executive Suite Bedroom

**Right** Executive Guest Bedroom





## Private Residence

Hampshire, United Kingdom



Entrance Hall



## Private Residence

Hampshire, United Kingdom



**Left** Lounge Area, Dining Area,  
Bedroom

**Right** Summer House





# King Abdulaziz International Airport

Jeddah, Saudi Arabia



Railway Station



# King Abdulaziz International Airport

Jeddah, Saudi Arabia



**Left** International Hub, Automatic People Mover Platform, Gates and Piers

**Right** Transport Hub Aquarium





# King Abdullah Specialist Children Hospital (KASCH)

Riyadh, Saudi Arabia



Children's Play Area



# King Abdullah Specialist Children Hospital (KASCH)

Riyadh, Saudi Arabia



**Left** Individual Treatment Bays,  
Patient Room, Nurse Station

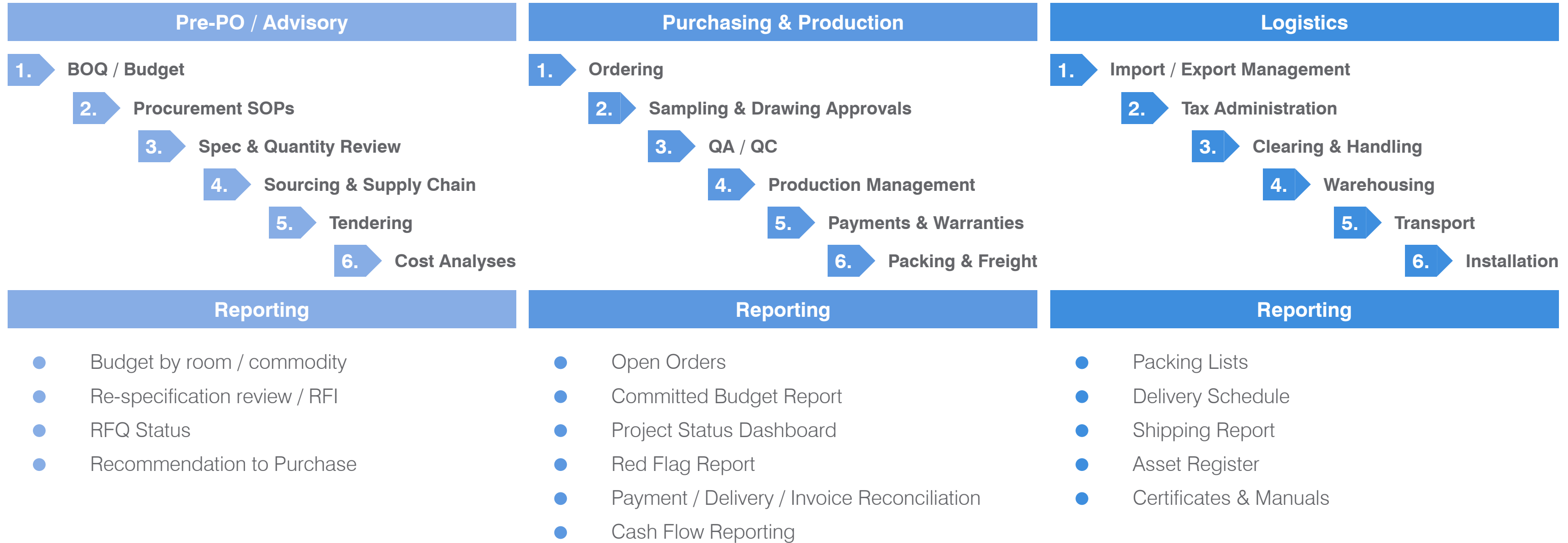
**Right** Commissioned Artwork







## Scope of Services

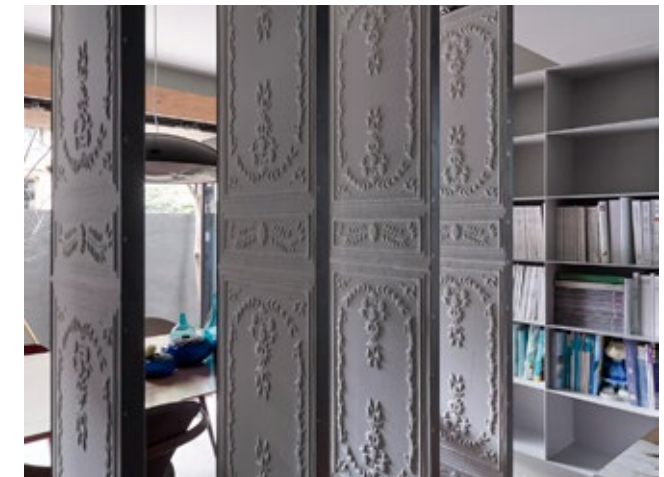
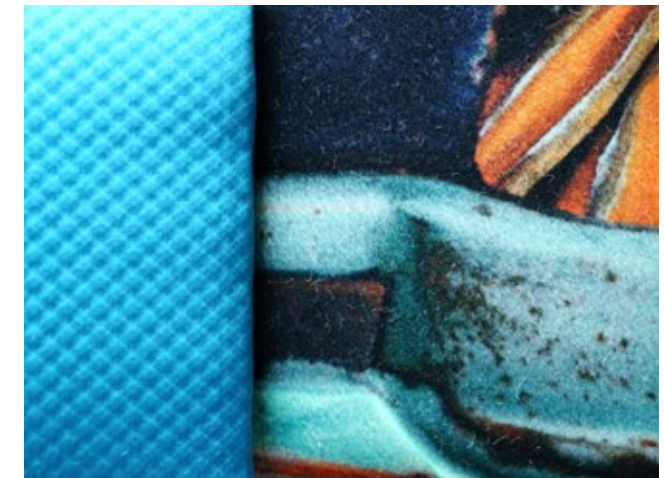
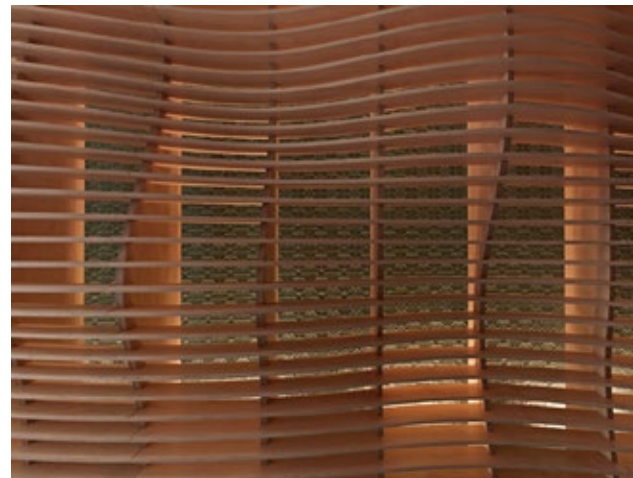
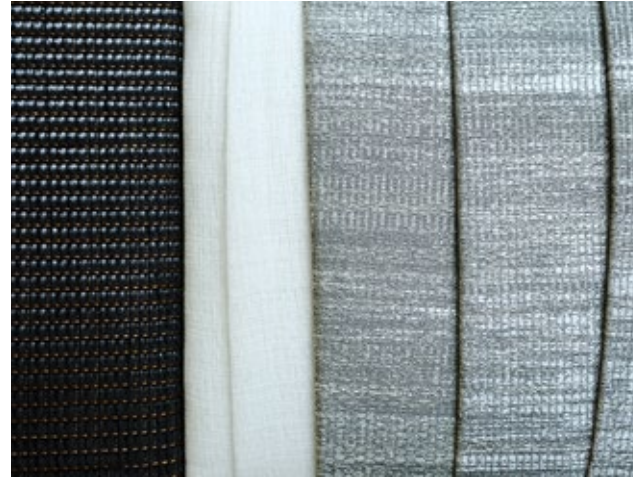






## Sourcing Expertise: Joinery & FF&E

- Accessories, Planters & Decorative Craft
- Art, Mirrors & Framing
- Carpets, Rugs & Flooring
- Drapery & Window Treatment
- Fabrics, Leathers & Vinyls
- Casegoods Furniture
- Custom Joinery & Carpentry
- Office Furniture
- Outdoor Furniture
- Upholstered Furniture
- Softgoods Fabrications
- Sunshades & Awnings
- Wallcoverings







## Sourcing Expertise: Operating Supplies

- Accessories
- Amenities
- Baby & Infant supplies
- Banqueting & Conference Equipment
- Buffet Items, Displays & Mobile Cooking
- Tableware
- Coffee Machines & Equipment
- Bedding
- Flatware
- Foodservice Equipment & Transport
- Wine Service, Bar & Cigar
- Glassware
- Gym Equipment
- Health & Safety Equipment
- Kitchen Equipment & Utensils
- Laundry Equipment
- Bed, Bath & Table Linen
- Beds & Bed-sets
- Material Handling
- Waste Management
- Cleaning/Housekeeping Equipment
- Washroom/Changing Room Equipment
- Engineering/Maintenance Equipment
- Minibars
- Office Equipment
- Sports & Recreational Equipment
- Safes
- Spa & Beauty Equipment
- Uniforms
- Utility Vehicles
- Groundskeeping & Florist Equipment
- Security & Access Control Equipment
- IT, Telecommunications/Entertainment
- Audio & Visual Equipment
- Whitegoods



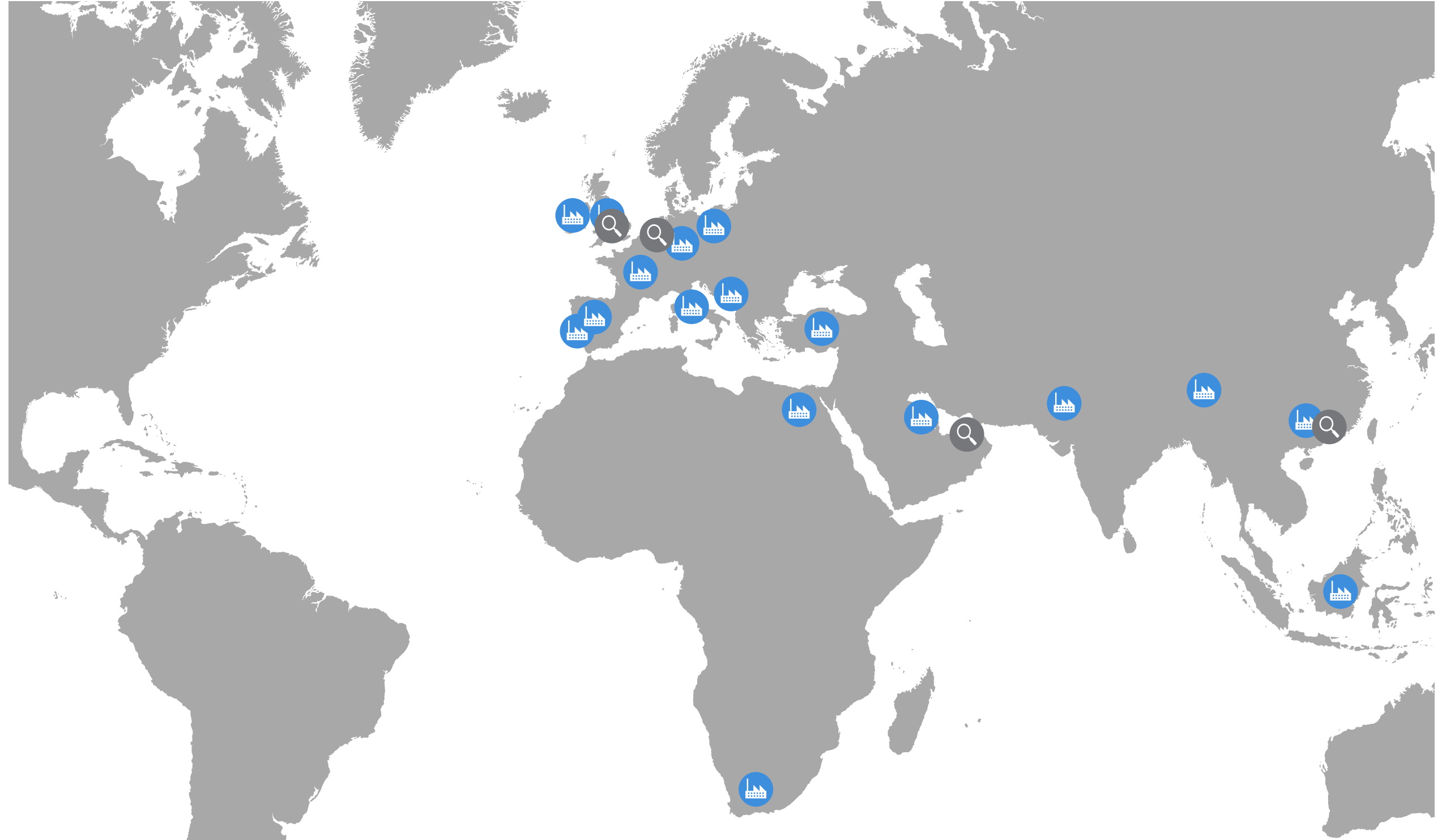




**FF&E Production**



**Quality Control**





## Procurement: APC

- Procurement and tracking technology
- Centralised project information
- Transparency across all purchasing stages
- 24/7 client access via a secure web-based portal
- Tracks individual items from budget through all the procurement stages to final installation
- Allows proactive identification and resolution of potential obstacles

areen

design

Client Net

Items / Books / Orders / Reports / Help / Log Off

Project

L543-04 Salmania Palace Tangiers

Location

101000104

Item Ref

Item Desc

Part No

Page Length

10 Lines

Components

Exclude

Output

Screen

Item

Order

Image

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Search

Clear

Item Index

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Selected Item

3754/312869

Locn Code	Locn Name	Item Ref	Item Description	Image
101-00-01-04	Office / Waiting	AR1030	artwork	
101-00-01-04	Office / Waiting	AR1031	artwork	
101-00-01-04	Office / Waiting	AR1303A	ROYAL PORTRAIT artwork	
101-00-01-04	Office / Waiting	AR1303B	ROYAL PORTRAIT artwork	
101-00-01-04	Office / Waiting	AR1303C	ROYAL PORTRAIT artwork	
101-00-01-04	Office / Waiting	AS1030	ashtray	
101-00-01-04	Office / Waiting	CG1030	desk chair	
101-00-01-04	Office / Waiting	CG1031D	visitors chair	
101-00-01-04	Office / Waiting	CL1200B	armchair	
101-00-01-04	Office / Waiting	CP-030	carpet	

Project

L543-04 Salmania Palace Tangiers

Item Id

3754/312869

Location

101-00-01-04 Office / Waiting

Item Ref

AR1030

Description

artwork

Part No

AS PRINT 1A S118 & S84 SLIP INSIDE SMALL MOUNT, MOUNT 8491

Quantity

1.00 EA

Dimensions

Width: 600.00 MM

Height: 1,000.00 MM

Order Details

Purchaser

Areen Design

O/N

79169/49058

Issue Date

19-Apr-2016

Supplier

Project Art

Status

OIS order shipped to site

Ordered By

Kathryn Lemkus

Destination

MA

Page 1 of 3

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	Location Code	Item Ref	Item Desc	Net Qty	UOM	Supplier	Part Number	Actual Currency	Actual Rate	Actual Total	Budget Currency	Budget Rate	Budget Total
1	101000102 - Master Bedroom	CG1001	armchair	1.00	EA	AJ Brett & Co Ltd	ANTIQUE - CLIENTS	UKP	0.00	0.00 UKP	0.00	0.00	0.00
2	101000102 - Master Bedroom	CG1001	upholstery fabric	2.00	LM	Pierre Frey	CAVARI LIBELLUL	UKP	44.00	88.00 UKP	50.00	100.00	100.00
3	101000102 - Master Bedroom	CG1001	upholstery fabric	7.00	LM	Pierre Frey	CAVARI LIBELLUL	UKP	44.00	308.00 UKP	50.00	350.00	350.00
4	101000102 - Master Bedroom	SS1001	sofa	1.00	EA	David Seyfried	MARHAM 2.5 SEA	UKP	1,970.00	1,970.00 UKP	1,970.00	1,970.00	1,970.00
5	101000102 - Master Bedroom	SS1001	upholstery fabric	18.00	LM	Leleuvre	COSMOS NEPTUNE	UKP	36.57	658.26 UKP	36.57	658.26	658.26
6	101000104 - Closet	CG1002	armchair	1.00	EA	AJ Brett & Co Ltd	ANTIQUE - CLIENTS	UKP	0.00	0.00 UKP	0.00	0.00	0.00
7	101000104 - Closet	CG1002	upholstery fabric	1.50	LM	Osborne & Little	KEDIRI SILK 2 F575	UKP	46.50	69.75 UKP	50.00	75.00	75.00
8	101000104 - Closet	CG1002	braid	6.00	LM	Houles UK	NEOX 31101-9915	UKP	3.44	20.64 UKP	5.00	30.00	30.00
9	101000104 - Closet	CN1001	curtain makeup	2.00	PR	A.T. Cronin Ltd	TO CUT MAKE & FIT	UKP	1,412.50	2,825.00 UKP	1,412.50	2,825.00	2,825.00
10	101000104 - Closet	CN1001	curtain fabric	18.00	LM	Osborne & Little	KEDIRI SILK 2 F575	UKP	46.50	837.00 UKP	50.00	900.00	900.00
11	101000104 - Closet	CN1001	sheers fabric	8.00	LM	Richmond Saville	1471037-01	UKP	25.00	200.00 UKP	50.00	400.00	400.00
12	101000104 - Closet	LT	lamp shade	0.00	EA	Vaughan	CUSTOM PLEATED	UKP	0.00	0.00 UKP	0.00	0.00	0.00
13	101000105 - Bedroom 2	BL2001	blind	3.00	EA	A.T. Cronin Ltd	TO SUPPLY & FIT X	UKP	250.00	750.00 UKP	0.00	0.00	0.00
14	101000105 - Bedroom 2	BL2001	blind	1.00	EA	A.T. Cronin Ltd	LABOUR COST TO	UKP	750.00	750.00 UKP	0.00	0.00	0.00
15	101000105 - Bedroom 2	LT1002	wall light	2.00	EA	Original BTC Ltd	TASK SHORT WALL	UKP	124.00	248.00 UKP	124.00	248.00	248.00

Item Summary

Item Ref:

CG1002

Item Desc:

armchair, small

Quantity:

1.0 EA

Item Id:





## Contracting Options: Offer Type

### Procurement Agent

### Turnkey Contract

#### Form of Appointment

#### Procurement Scope

#### Procurement Agent (PA) / Supply

#### No. of POs for Approval (e.g. 5\* Hotel)

#### No of Invoices to be Processed to Vendors

#### Foreign Exchange Risk

#### Payments to Specified Suppliers

#### Payments for International Freight & Handling

#### Payments for Import Duty

#### Cost of Financing

#### Accounts Administration

#### VAT Administration

#### Purchase Order Generation & Management

#### Schedule Management \*\*

#### Freight & Handling Management

#### Warehousing

#### National Logistics & Installation

#### Consultancy contract - Fee based

#### FF&E + Custom Production

#### PA

#### PA + Accounting

300

300

600-900

600-900

#### Purchase Order

#### FF&E + Custom Production

#### Supply / Non-Disclosed

0

3

#### Key

- by Client
- by Areen
- Administered by Areen Funded by Client

\*\* Schedule risk reduced under PA + Accounting model.



“I must say this is one of the best designed,  
documented and managed projects  
we have seen in recent years.

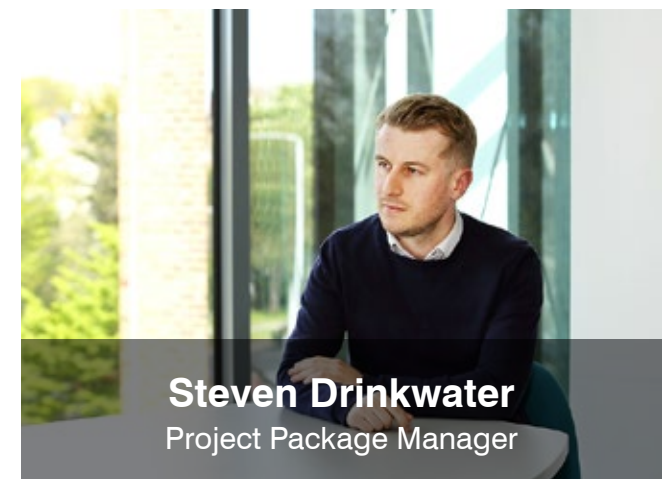
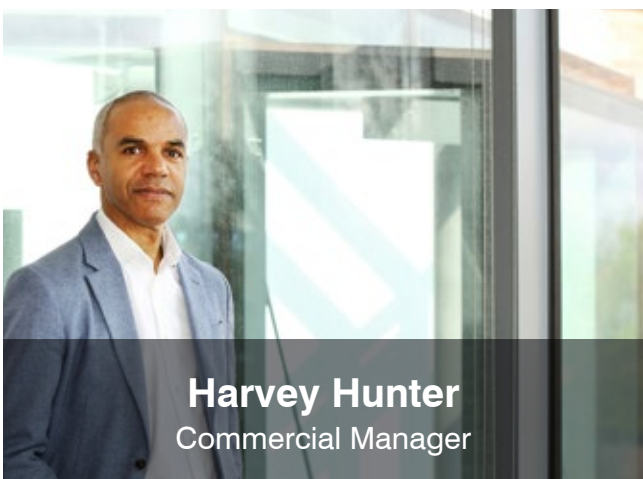
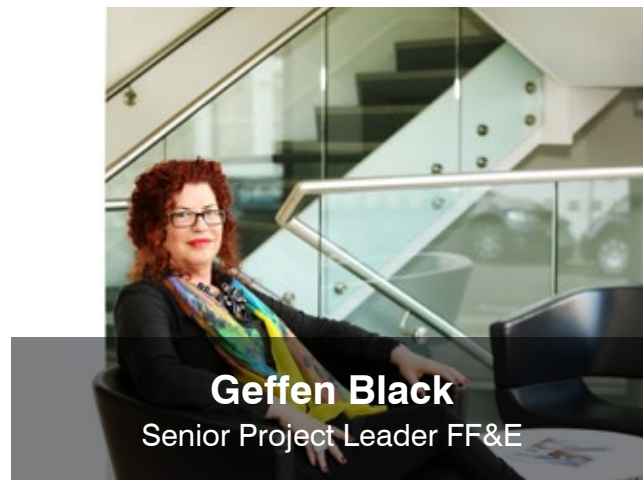
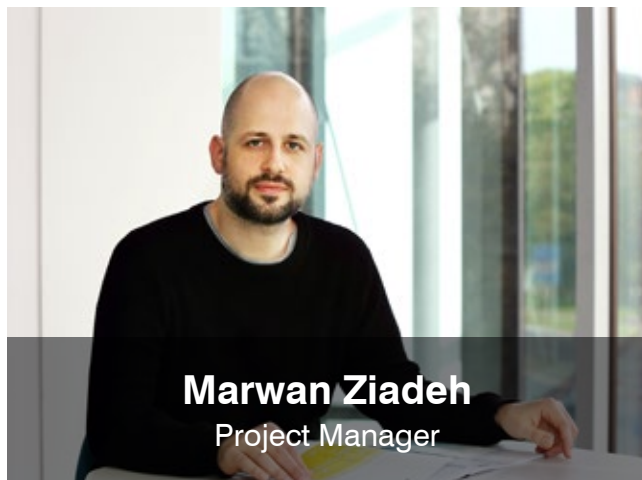
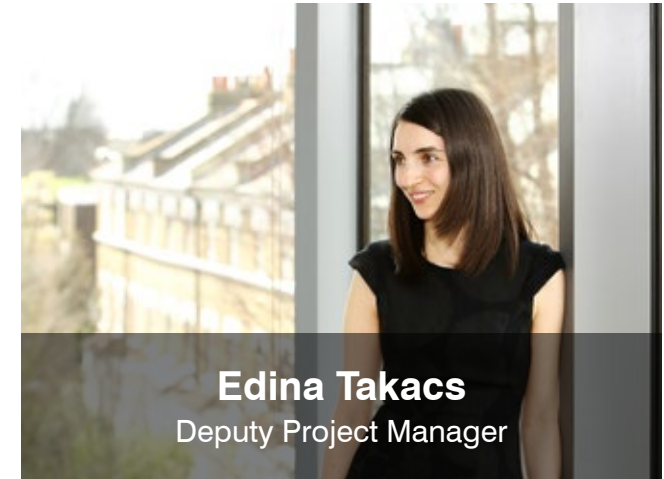
The result of having the right teams  
with the proper skills and attitude is that  
we get the right product;  
a great example of the Sheraton brand.”  
Andrew Baker, **Starwood Hotels & Resorts Worldwide.**



“Areen Design consistently delivered  
first-class services, on time  
and within budget.”

Sameer Ayouby, **Fairmont Raffles Hotels International,**  
**Makkah, Saudi Arabia.**







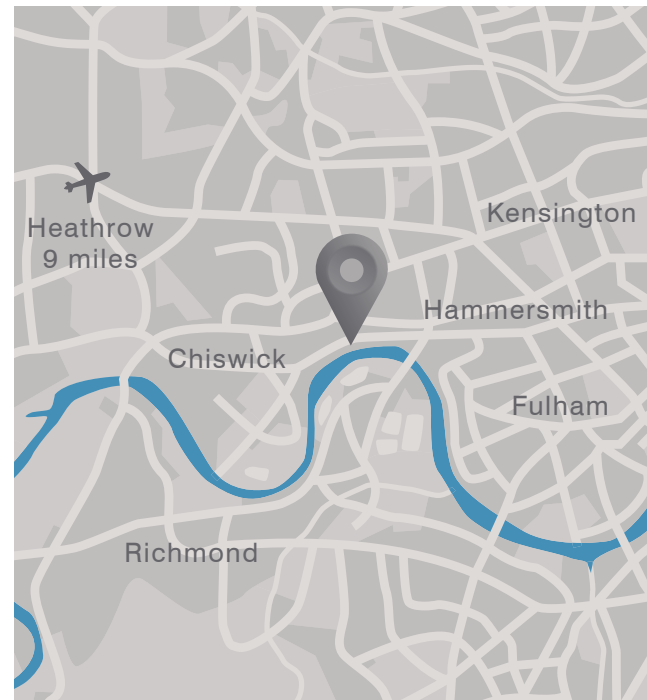
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