



Turner & Townsend

# Capability Statement 执行能力陈述书

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## Commercial 商业

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# Making the difference 创造与众不同的价值

## Market-leading

### 引领市场

We are a market-leading capital programmes professional services company trusted to drive better business outcomes for our clients across all sectors. With a heritage rooted in cost and commercial management we have a deep and tacit understanding of capital programmes, and apply this expertise to drive industry best practice and innovation.

作为深受信任的市场领先的资本项目专业化服务公司，我们旨在帮助所有领域的客户取得更佳商业表现。我们深耕于成本和商业管理，深谙资本项目的运行之道，并运用专业知识推动行业最佳实践的发展，实现变革。

## Independent

### 独立机构

With complete independence from the supply-chain, we put client's interests first, protecting you by providing an un-conflicted and uncompromised service to solve your specific challenges.

作为一家完全独立于供应链之外的公司，我们将客户利益放在第一位，提供非冲突性和非折中性的服务，确保解决您的具体问题。

## Trusted partners

### 值得信赖的合作伙伴

We turn data into insights to confidently make informed decisions faster, achieving higher levels of performance and minimising risk for our clients.

我们在数据中得出见解，所以有信心能很快地做出明智的决策，从而将客户的风险最小化并实现更好的业绩。



# Where we work 我们的足迹

## Global expertise delivered locally

### 全球专业 服务本地

We are one global business providing a consistent quality of service to deliver great outcomes for your projects, wherever they are.

我们是一家全球化的公司，可为全球各地的客户提供始终如一的服务，交付优质的项目成果。

Operating in over 130 countries around the world, our teams work together to tackle projects collaboratively to a common set of high standards to make sure you see results quickly.

业务范围覆盖全球 130 多个国家，我们的团队相互协作，共同按照统一的高标准处理项目，确保您在短时间内就可以看见成效。

As we continue to grow our footprint we transfer knowledge between people, regions and sectors. This extensive knowledge and global experience helps us to think and innovate ahead of the market to deliver the best outcomes for our clients.

随着我们不断地扩大业务版图，我们在不同的人、地区及领域间传递知识。丰富的知识及全球化的经验可以让我们采取领先于市场的思维，并率先开始变革，向客户交付最佳的成果。

**North America (19)** Calgary, Chicago, Denver, Edmonton, Fort Worth, Houston, Los Angeles, Miami, Mountain View, Nashville, New York, Ottawa, Phoenix, San Francisco, Seattle, Tampa, Toronto, Vancouver, Washington DC

**北美 (19)** 卡尔加里，芝加哥，丹佛，埃德蒙顿，沃斯堡，休斯敦，洛杉矶，明尼阿波利斯，山景城，纳什维尔，纽约，渥太华，凤凰城，旧金山，西雅图，坦帕，多伦多，温哥华，华盛顿特区

**Latin America (7)** Bogota, Buenos Aires, Lima, Mexico City, Rio de Janeiro, Santiago, São Paulo

**拉丁美洲 (7)** 波哥大、布宜诺斯艾利斯、利马、墨西哥城、里约热内卢、圣地亚哥、圣保罗

**UK and Ireland (18)** Aberdeen, Bath, Belfast, Dublin, Birmingham, Bristol, Cambridge, Cardiff, Edinburgh, Glasgow, Leeds, London, Manchester, Newcastle, Nottingham, Reading, Sheffield, Teesside

**英国 (18)** 阿伯丁、巴斯、贝尔法斯特、伯明翰、布里斯托尔、剑桥、卡迪夫、都柏林、爱丁堡、格拉斯哥、利兹、伦敦、曼彻斯特、纽卡斯尔、诺丁汉、雷丁、谢菲尔德、提塞德

**Europe (20)** Amsterdam, Atyrau, Basel, Berlin, Frankfurt, Hamburg, Istanbul, Krakow, Madrid, Milan, Moscow, Munich, Paris, Rome, St Petersburg, Stavanger, Stockholm, Vienna, Warsaw, Zurich

**欧洲 (20)** 阿特劳、阿姆斯特丹、巴塞尔、柏林、汉堡、法兰克福、伊斯坦布尔、克拉科夫、马德里、米兰、慕尼黑、莫斯科、巴黎、罗马、圣彼得堡、斯塔万格、斯德哥尔摩、维也纳、华沙、苏黎世

**Africa (9)** Cape Town, Dar es Salaam, Durban, Gaborone, Harare, Johannesburg, Kampala, Nairobi, Maputo

**非洲 (9)** 开普敦、达累斯萨拉姆、德班、哈博罗内、哈拉雷、约翰内斯堡、坎帕拉、马普托、内罗毕

**Middle East (6)** Abu Dhabi, Doha, Dubai, Muscat, Dammam, Riyadh

**中东 (6)** 阿布扎比，达曼，多哈，迪拜，马斯喀特，利雅得

**Asia (16)** Bangalore, Beijing, Ho Chi Minh City, Hong Kong, Jakarta, Kuala Lumpur, Macau, Manila, Mumbai, New Delhi, Seoul, Shanghai, Shenzhen, Singapore, Tianjin, Tokyo

**亚洲 (16)** 班加罗尔、北京、胡志明市、香港、雅加达、吉隆坡、澳门、马尼拉、孟买、新德里、首尔、上海、深圳、新加坡、天津、东京



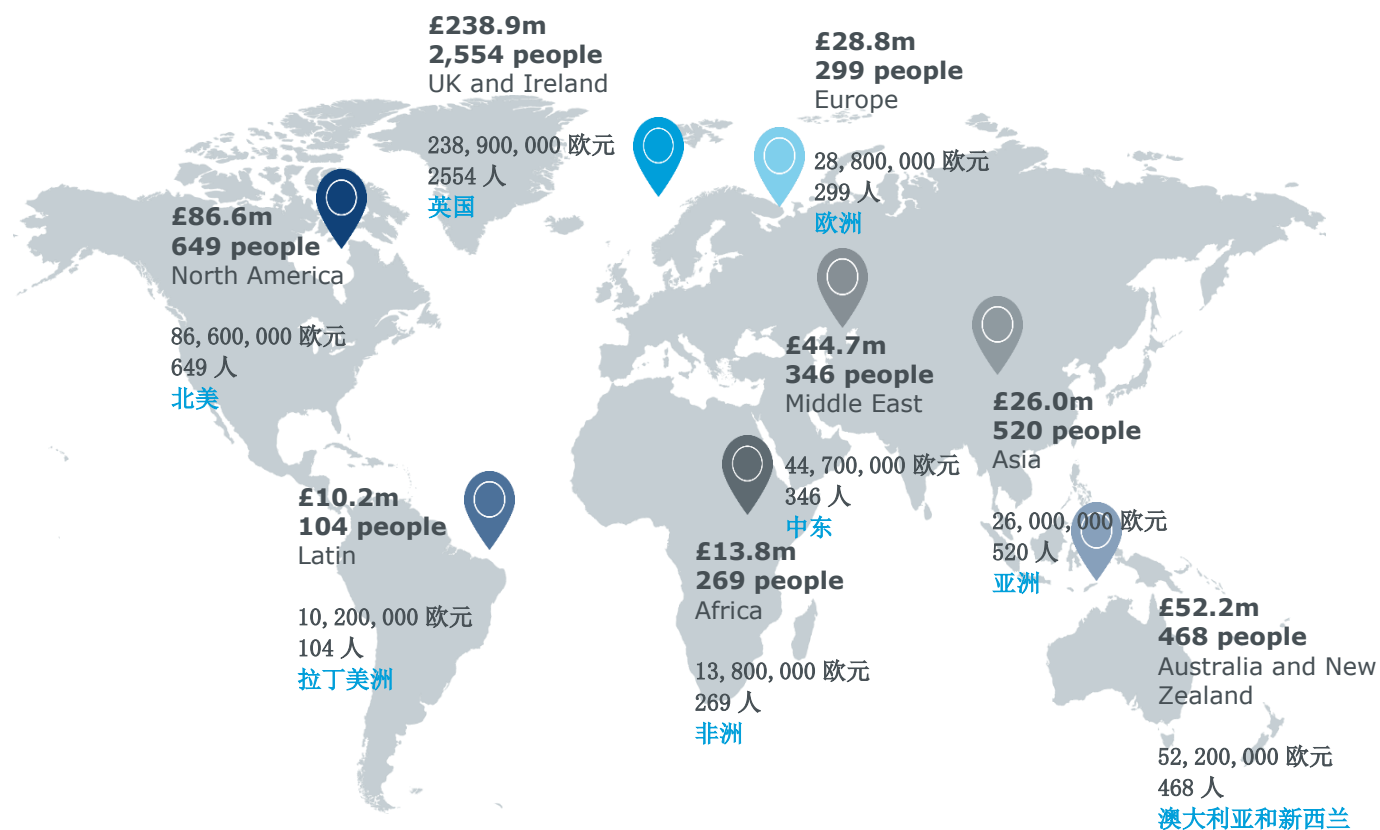
## Where we work 我们的足迹

**Australia and New Zealand (13)** Adelaide, Auckland, Brisbane, Cairns, Canberra, Christchurch, Darwin, Gold Coast, Melbourne, Perth, Nadi, Sydney, Townsville

**澳大利亚和新西兰(13)** 阿德莱德、奥克兰、布里斯班、凯恩斯、堪培拉、基督城、达尔文、黄金海岸、墨尔本、珀斯、纳迪、悉尼、汤斯维尔

**Total (108)**

总计 108 个城市



## Where we work 我们的足迹

### Our China footprint

#### 中国区足迹

Turner & Townsend has been active in China since 1996 and have offices in Shanghai, Beijing, Shenzhen, Macau, Tianjin and Hong Kong. We have delivered more than 1000 projects in over 81 locations across China, including Haikou, Hong Kong, Urumqi, and Harbin.

特纳唐逊自 1996 年进军中国市场以来，一直在积极发展业务，并且已经在上海、北京、深圳、澳门、天津和香港设立办事处。我们已经在海口、香港、乌鲁木齐和哈尔滨等 81 个中国城市完成了 1000 多个项目。

We help clients to deliver inward investment projects as varied as hi-rise commercial and/or mixed use developments, automotive and food retail roll-out programmes, semiconductor plants, manufacturing facilities, warehouses, head office buildings, rare earth metals foundries, research and development campuses, and consulate and embassy buildings. We also work on large scale development projects in China and overseas with Chinese multinationals.

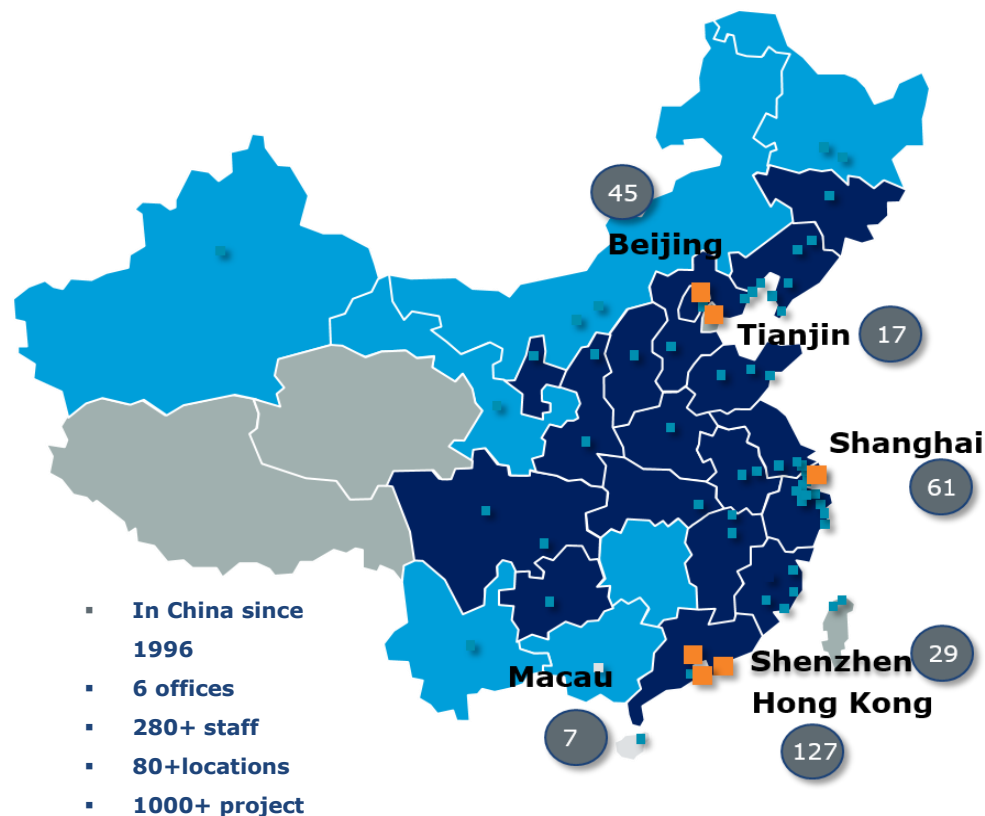
我们帮助客户完成各种对内投资项目，如商业及综合大楼开发、汽车及食品零售推广项目、半导体工厂、生产设施、仓库、总部大楼、稀土金属铸造厂、研发园区、领事馆和大使馆建筑。我们还与中国的跨国公司合作完成中国和海外的大型开发项目。

The breadth and depth of this experience has given us a comprehensive understanding of the complexities of investment and development in China, and an equally invaluable database of supply chain, cost benchmark data and other construction industry information across China.

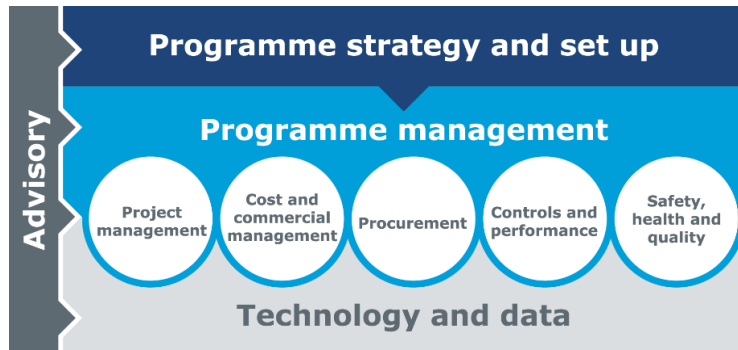
广泛和深入的经验使得我们更加全面地了解在中国进行投资和开发的复杂性，同时我们还建立了有关供应链、成本基准数据和中国其他建筑行业信息的宝贵的数据库。

We are one global business providing a consistent quality of service to deliver great outcomes for your projects, wherever they are.

我们是一家全球化的公司，可为全球各地的客户提供始终如一的服务，交付优质的项目成果。



# What we do 我们的业务领域



Our services cover the full spectrum of programme management requirements, from advisory to project delivery to post-project operational readiness, and support the full range of stakeholders in complex programmes.

我们的服务囊括了项目管理各方各面的要求，从咨询、项目交付到后期运营准备，并且可以为综合项目中的所有利益相关方提供支持。

We take ownership of the performance agenda throughout, always looking for better ways to improve our client's financial and contractual position.

我们全程掌握项目履行进度，坚持不懈地寻找更好的方法，改善客户的财务及合同状况。

Our depth of experience enables us to fully understand the challenges, plan for the desired outcomes, access the right capability, manage ambiguity, and continually apply data and insights to inform decision-making.

丰富的经验将有助于我们充分理解问题，规划预期成果，获得相匹配的能力、管理分歧，并且持续运用数据和理论来指导决策过程。

## Programme strategy and set up

### 项目战略和启动

Setting up for success – building the right capabilities and execution plan to drive clear programme outcomes.

成功启动——建立正确的能力和执行计划，形成明确的项目成果。

## Programme management

### 项目管理

Looking at the big picture, driving better overall outcomes, and having real confidence your programme is under control.

从大局出发，推动更好的整体成果，对项目的掌控有十足的把握。

## Project management

### 专案管理

Delivering project success through effective planning, the right team and rigorous controls.

通过有效的规划、合适的团队和严格的控制实现项目的成功。

# What we do 我们的业务领域

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## Cost and commercial management

### 成本和商业管理

Driving and safeguarding your commercial interests from start to finish.

自始至终确保并提升您的商业利益。

## Procurement

### 采购

Developing and delivering procurement and supply chain strategies that get the best results from the market.

开发和交付可从市场中获得最佳成果的采购及供应链战略。

## Controls and performance

### 控制和绩效

Applying robust and pro-active controls from a clear baseline to deliver confidence in programme and project performance.

基于明确的基线标准，应用稳健和前瞻性的控制，树立客户对方案和项目履行的信心。

## Safety, health and quality

### 安全、健康和质量

Embedding the strategies and culture that support effective operations and maintain a safe and healthy environment.

采纳能够支撑有效运作并维持安全健康的环境的战略和文化。

## Technology and data

### 技术和数据

Unlocking the potential of technology, data and information modelling to drive performance, support great decision-making and create collaborative working environments.

挖掘技术、数据和信息模式的潜能，推动项目履行，支持重大决策制定，并创造协同工作环境。

## Advisory

### 咨询服务

Independent advice to help make your business and investments a success.

独立的咨询服务帮助您企业和投资取得成功。



# Commercial Statement 商业板块陈述

## Building the future

### 打造未来

Funders, lenders and developers are demanding more from their asset portfolios than ever before. This is not just about cutting costs and reducing exposure to commercial risk. It is also about thinking laterally to improve income generation and development value which the wider market may have missed or does not see.

投资者，贷款人和开发商对他们的资产组合的要求比以前更加严格。不仅仅是关乎削减成本和降低商业风险的问题。同时还需要采取横向思维，从而增加创收，并且提升在更大的市场中可能会被忽视的发展价值。

Turner & Townsend is focused on delivering relevant, high quality, expert services.

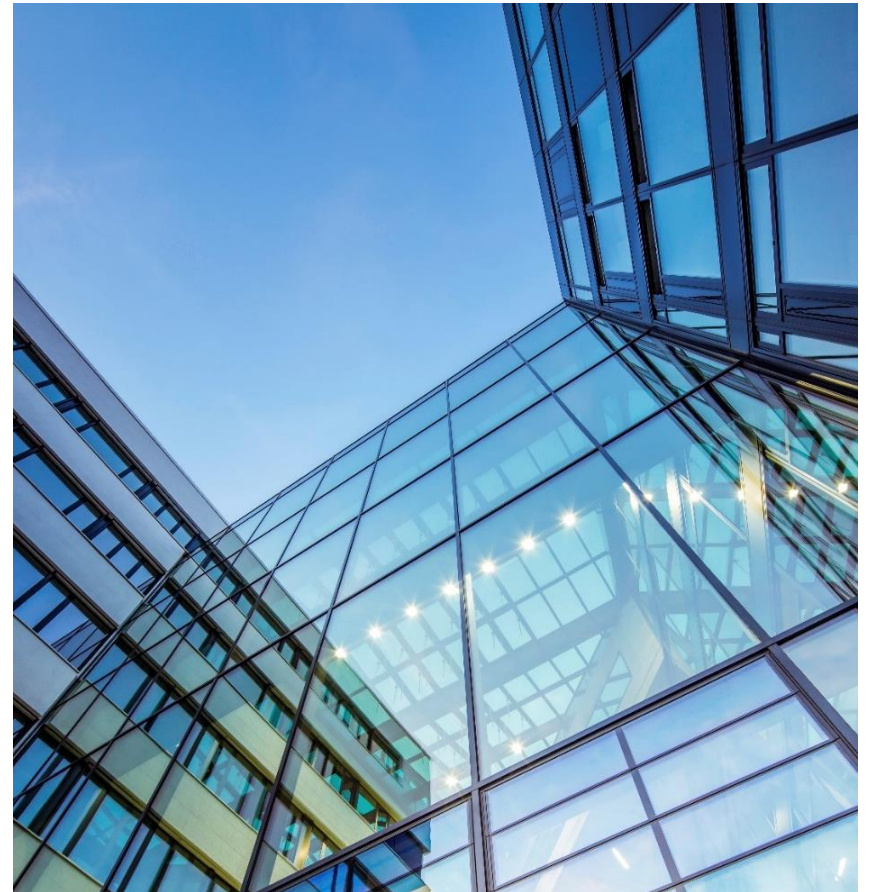
特纳唐逊专注于提供目的明确的、高质量、专业化服务。

## How do we add value?

### 我们如何提升价值？

- Matching finance profile to deliverability  
匹配财务状况和交付能力
- Responding to changing market demands  
响应市场需求变化
- Maximising value  
将价值最大化
- Scrutinising marketability, adaptability and operability  
审查适销性、适应性和可操作性

- Maintaining cost predictability  
维持成本预算



### Providing solutions

#### 提供解决方案

For our commercial office clients, property is the second highest cost to their business after people and there is increasing recognition of the role that workplace has to play in attracting and retaining the talent that is so important to companies in a knowledge based economy.

对于我们的商务办公客户而言，房产是仅次于人员的第二大成本，人们越来越意识到工作场所在吸引和挽留人才方面所起到的作用，这对于处在知识经济的企业尤为重要。

A focus on reducing overhead costs combined with changing working practices that are aimed at driving workplace efficiency and promoting increased collaboration, is leading some corporate clients to consolidate their operations, moving from multiple sites into a single office or campus.

关注如何降低管理费用，并改变工作方法，旨在提高办公场所效率和促进协作，促进我们的公司客户整合他们的业务，从多地办公转变为统一的办公区或学院。

Some large global corporates are adopting programme management techniques as a means to aggregate and outsource the management of their real estate requirements and create competitive advantage by improving performance [enabling], managing risk [assuring] and reducing costs [optimizing].

一些大型全球化公司正在采用项目管理技术整合并外包不动产的管理需求，通过改善绩效[促进]、管理风险[保障]和降低成本[优化]来构建竞争优势。

In order to maximise this asset, CRE departments are challenging their real estate strategies to achieve greater operational efficiencies, high space utilisation and are seizing opportunities to secure long-term rental values for their existing portfolio or through new acquisition.

为了使该资产最大化，CRE 部门正在改变其不动产策略，以实现更高的运营效率和空间利用率，同时也正在把握机会，确保其现有资产组合的长期租赁价值，或是进行新的并购。

Turner and Townsend has the capability to support our commercial office clients wherever they are doing business with a range of services that meet their property and project needs throughout the asset lifecycle, from property acquisition through to programme and project delivery and ongoing maintenance and operation.

特纳唐逊有能力向我们的商务办公客户提供一系列满足其财产和项目需求的服务，贯穿整个资产生命周期，从财产收购、项目和计划交付，到持续的维护和运营。

We work with our commercial office clients to understand their needs and develop bespoke solutions that deliver the right outcomes.

我们与商务办公客户开展合作，了解他们的需求，为其量身打造个性化的解决方案，力求交付最佳的成果。



At the heart of our offer is a proven track record in Programme Delivery, Capital Project Delivery and Strategic property advice.

我们在项目交付、资产计划交付和战略财产咨询方面的良好口碑，是我们的业务核心所在。

### Our understanding

#### 我们的运作流程

#### Key success factors 关键成功因素

- **Affordability**-aligning site infrastructure commitments, massing, density and output specification levels to residual land valuations.  
负担能力——根据剩余土地价值调整现场建设施工承诺、体块、密度和产出规格等级。
- **Programming**-profiling capital receipts to offset early stage enabling and construction cash flow.  
规划——分析资本收入以抵偿早期的启动及建设现金流。
- **Building strong teams**-employing the right skills from appropriate global organisations to interpret your need, secure planning and funding and design and construct your asset.  
建立强大的团队——利用合适的国际公司的专业技术解读您的需求，保障规划和资金来源，设计和建造您的资产。
- **Governance**-identifying the best method of managing risk and directing and controlling your project and programme.  
管理——识别风险管理的最佳方法，指导和控制您的计划和项目。
- **Holding third parties to account**-ensuring that statutory and third party approvals are secured to budget and programme.  
要求第三方承担责任——确保预算和方案已获得法定的和第三方的批准。
- **No surprises**-addressing any risks and issues that arise, and if problems, discrepancies or conflicts occur, providing solutions that protect your interests.  
没有意外——解决出现的任何风险和问题，如果出现问题、分歧或冲突，我们会提供保障您的权益的解决方案。

*"I was looking for a team, looking for something I felt comfortable with. Turner & Townsend has joined us and become an extension of us. They have their independence which is important to us. They have an edge against which we can test ourselves... But importantly, they look at what needs to be done and work with us in doing it – that is massively important on a big project."*

**Bernard Ainsworth, Project Managing Director, London Bridge Quarter Development**

*"我在寻找一个团队…寻找让我感到自在的团队…特纳唐逊加入了我们，成为了我们的臂膀。他们拥有自主性，这对我们来说很重要。我们可以利用他们的优势审视自己。重要的是，他们关注的是真正的需求，并与我们密切合作，解决这些问题——这一点在大项目上显得尤为重要。"*

**伯纳德·安斯沃斯，伦敦大桥开发项目管理总监**



# Case studies

## Lenovo Global HQ, Beijing



### Client 客户

Lenovo  
联想（北京）有限公司

### Value 价值

RMB 2.8 Billion  
人民币 2.8 亿

### Programme 工期

September 2012 – August 2014  
2012 年 9 月-2018 年 8 月

### Client's requirements 客户需求

Turner & Townsend has been engaged to provide programme, project management and cost management services for a Fortune 500 company's new headquarter campus project located in Beijing.

特纳唐逊一直致力于为位于北京的联想总部项目提供设计方案，项目管理和成本管理服务等。

The project will be developed in two construction phases and consists of office buildings, a research and development centre, meeting rooms, training centre and a showcase for products.

该项目将分两个阶段建设，由办公楼，研发中心，会议室，培训中心和产品展示中心等单体组成。

The client intends to build the project as multi-functional, international headquarters and the landmark building of Zhongguancun Software Park.

客户打算把该项目建成多功能的国际总部和中关村软件园的标志性建筑。

### Our contribution 特纳唐逊的贡献

On behalf of the client, Turner & Townsend is responsible for:

特纳唐逊作为代甲方，主要职责如下：

- Design management;  
设计管理
- Authority procedure management;  
政府流程管理
- Procurement strategy and management  
质量管理
- Quality management  
安全和环境管理



## Fortune 500 HQ Beijing Campus

- Safety and environmental management  
Archive and information management  
文档和信息管理
- Final completion & acceptance,  
maintenance management service  
完工、验收和维修服务管理

We have followed the defined process and timeline, while being flexible in finding solutions and responding to immediate issues raised by the client.

我们遵循既定的流程和时间表，同时寻求解决方案，并快速回应了客户提出的紧迫问题。

### **Making the difference 创造非凡的价值**

Drawing on Turner & Townsend's experience with office building complexes, we will provide professional advice to the client with respect to owner's requirement study, authority procedures, construction and procurement management to move management. We helped to establish the project management procedure and workflow, prepared the design task brief, construction quality, program, cost and HSE management processes.

丰富的办公建筑经验，特纳唐逊将为客户提供专业权威的程序，施工，采购管理。我们建立了项目管理程序和 workflows，编制设计，施工，质量控制，成本控制和安全管理流程。

We provided a team of 16 staff to work together with the client's project team, providing timely, efficient and professional service on site.

我们提供了 16 名工作人员与客户的项目团队一起，提供及时高效而专业的服务。



# Case study

## ByteDance Beijing Office



### Client 客户

ByteDance  
今日头条

### Value 价值

Confidential 保密

### Programme 工期

June 2016 to March 2017  
2016 年 6 月到 2017 年 3 月

### Appointment duration 预计工期

June 2016 to March 2017  
2016 年 6 月到 2017 年 3 月

### Client's requirements 客户需求

ByteDance appointed Turner & Townsend as the Project Management consultant on its new Beijing office in Zhongweitong Plaza, Haidian District.

今日头条任命特纳唐逊为其位于海淀区中卫通广场的新北京办事处的项目管理顾问。

The project is a 20,000m<sup>2</sup> workspace fit-out including canteen, gym and other facilities. The overall programme is 10 months. Other requirements include LEED certification. The client also appointed Turner & Townsend as the quantity surveying/cost management consultant on this project under separate service agreement.

该项目是一个 20,000 平方米的工作空间装修，包括食堂，健身房和其他设施。整个计划是 10 个月。其他要求包括 LEED 认证。客户还根据单独的服务协议任命特纳唐逊为该项目的数量测量/成本管理顾问。

### Our contribution 特纳唐逊的贡献

Due to the tight timeline, Design & Build (D&B) procurement route has been selected. Turner & Townsend assisted ByteDance to compile user's requirements for the D&B tender invitation. We also provided technical and commercial evaluation on design proposals to ensure user's requirements are met. Other services include:

由于时间紧迫，选择了设计与建造（D&B）采购路线。特纳唐逊协助今日头条编制用户对 D&B 招标邀请的要求。我们还提供了有关设计方案的技术和商业评估，以确保满足用户的要求。其他服务包括：

- Procurement support and contract negotiation, including Jianli (supervisory engineer) and LEED consultant  
采购支持和合同谈判，包括监利（监督工程师）和 LEED 顾问
- Design review during design development stage following the appointment of D&B contractor  
在 D&B 承包商任命后的设计开发阶段进行设计审查
- Contract administration  
合同管理

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- Cost and commercial management□

成本和商业管理

我们应用此项目的系统和经验教训，以支持今日头条在单独预约下设立新办事处。

- Construction management, including quality assurance and Health & Safety□

施工管理，包括质量保证和健康与安全

- Testing, commissioning and handover management

测试，调试和移交管理

### **Making the difference 创造非凡的价值**

- We deployed a team with different technical expertise, such as LEED AP, MEP engineer and registered cost engineer, to support the client to achieve the pre-defined project objectives.

我们部署了一支具有不同技术专长的团队，如 LEED AP，MEP 工程师和注册成本工程师，以支持客户实现预定义的项目目标。

- Through our effective project management approach and tools, the project is on track to achieve the completion.

通过我们有效的项目管理方法和工具，该项目有望实现完成。

- We apply the systems and lessons learned on this project to support ByteDance setting up new offices under separate appointment.

# Case study

## GSK Hangzhou office fit out



### Client 客户

Bloomberg 布朗伯格

### Value 价值

Confidential 保密

### Programme 工期

2017

### Appointment duration 预计工期

2017

### Client's requirements 客户需求

Turner & Townsend was appointed to provide Project Management & Cost Management Service for fitting-out a commercial office of 300 square meters, the new office contains 49 workstation, 2 small meeting rooms, 2 small meeting alcoves and broadcast studio.

特纳唐逊被任命为 300 平方米的商业办公室提供项目管理和成本管理服务，新办公室包括 49 个工作站，2 个小型会议室，2 个小型会议室和广播工作室。

The project was delivered within agreed budget, timeline, no any major EHS & quality Non-compliances. And also delivered smooth & seamless migration experiences.

该项目是在商定的预算，时间表内交付的，没有任何主要的 EHS 和质量不合规。并提供顺畅无缝的迁移体验。

### Our contribution 特纳唐逊的贡献

Bloomberg appointed Turner & Townsend to provide professional project management and cost management for Shanghai Office Expansion Project, our services including:

布朗伯格任命特纳唐逊为上海办事处扩建项目提供专业的项目管理和成本管理，我们的服务包括：

- Property handover  
财产移交
- Cost Planning;  
成本计划;
- Bloomberg Stakeholders management  
利益相关者管理
- Procurement and tendering for D&B GC  
D&B GC 的采购和招标
- Furniture/IT/Security suppliers management

## GSK Hangzhou office fit out

家具/ IT /安全供应商管理

- Design Management

设计管理

- Contract management & administration;

合同管理和行政管理;

- Risk management;

风险管理;

- QA/QC management;

质量保证/质量控制管理;

- HSE management

HSE 管理

- Migration plan and management;

移民计划和管理;

- Handover management and Final accounting

移交管理和最终会计

- Delivered the project according to approved timescales and budget, the project was delivered on time and 15% under the budget.

根据批准的时间表和预算交付项目，项目按时交付，15%在预算范围内交付。

- Delivered a smooth and seamless experience for Bloomberg into the newly office.

为 Bloomberg 提供顺畅无缝的体验到新办公室。

- Multifunctional IT system standards achieved

实现多功能 IT 系统标准

- Indoor Air Quality standards achieved & agreed process enabled vision for end users

实现了室内空气质量标准，并为最终用户提供了商定的流程愿景

- No major EHS & quality non- compliance issues

没有重大的 EHS 和质量违规问题

- Work closely with project team with high ethos & tenacity to deliver the project

与具有高度精神和坚韧的项目团队密切合作，以实现项目

### Making the difference 创造非凡的价值

Turner & Townsend proactive work closely with Bloomberg project manager and stakeholders, the project was delivered to Bloomberg within project objectives and Bloomberg's expectation as below:

特纳唐逊积极与项目经理和利益相关者密切合作，该项目在项目目标和布朗伯格的预期下交付如下：

# Case study

## Microsoft Retail Stores China



### Clients 客户

Microsoft China  
微软中国

### Value 价值

Confidential 保密

### Programme 工期

2017-ongoing  
2017 年至今

### Appointment duration 预计工期

2017-ongoing  
2017 年至今

### Client's requirements 客户需求

Microsoft's Shanghai SMSG Office, (2GG) comprises SMSG, WDG and Corporate Functions. The office is located on 8F-10F at Grand Gateway Tower 2, Xuhui District. The leased area covers 5,025.63sqm (54,096 sqft) with a usable area of 3,761 net sqm (40,483 sqft). The existing lease expiry is 31 January 2019. The building is considered Grade A.

微软上海 SMSG 办公室（2GG）包括 SMSG，WDG 和企业职能部门。办公室位于徐汇区港汇大厦 2 座 8F-10F。租赁面积为 5,025.63 平方米（54,096 平方英尺），可用面积为 3,761 平方米（40,483 平方英尺）。现有租约到期日为 2019 年 1 月 31 日。该建筑物被视为 A 级。

Microsoft are currently seeking to engage a Tier 1 Project Management (T1 PM) firm and professional services consultants as required to undertake due diligence and confirm the ability to implement space optimization of the current floors, the potential opportunity to reduce their existing leasable area as well as exploring the possibility and options for a relocation.

微软目前正在寻求聘请一级项目管理（T1 PM）公司和专业服务顾问，以进行尽职调查并确认实施现有楼层空间优化的能力，以及减少现有可租赁区域的潜在机会 探索搬迁的可能性和选择。

### Our contribution 特纳唐逊的贡献

Turner & Townsend has been appointed as project and programme manager. Services provided by Turner & Townsend include:

特纳唐逊已被任命为项目和项目经理，提供的服务包括：

- Due diligence and space optimization  
尽职调查和空间优化
- Design management and design review  
设计管理和设计审查
- Work closely with Microsoft the appointed broker to assist the negotiations with the landlord with respect to Microsoft's technical requirements and in order to finalise the deal.



## Microsoft Retail Stores China

与微软的指定经纪人密切合作，协助与房东就微软的技术要求进行谈判，并最终完成交易。

- Determine the constraints associated with existing base building

确定与现有基础建筑相关的约束

- Due diligence undertaken should identify all constraints, risks and costs likely to impact a potential project in the existing location.

进行尽职调查应确定可能影响现有地点潜在项目的约束，风险和成本。

- On-site management and daily reporting

现场管理和日常报告

and status allows Microsoft to efficiently review the status within very short times and focus on project that require immediate attention and actions.

我们的高级项目审核报告包含主要可交付的里程碑和状态，使 Microsoft 能够在极短的时间内有效地审核状态，并专注于需要立即关注和行动的项目。

- Our leading on the research and development helping Microsoft to come out with solutions and decisions

我们在研发方面处于领先地位，帮助微软推出解决方案和决策

□

## Making the difference 创造非凡的价值

- Our in-depth understanding of fit out projects and pro-active and professional working attitude guarantee the compliance for delivered project.

我们对装修项目的深入理解以及积极主动和专业的工作态度保证了交付项目的合规性。

- Our competent knowledge and invaluable experiences in China programmes bring certainty to delivery schedule.

我们在中国项目中的专业知识和宝贵经验可确保交付时间表。

- Our high level project review report which comprise of major deliverable milestones

# Case study

## Philips WPI Office Fit-out



### Client 客户

Philips (China) Investment Co., Ltd  
飞利浦投资有限公司

### Value 价值

CNY 38million  
3800 万人民币

### Programme 工期

Sep. 2016 – Jan. 2017  
2016 年 9 月到 2017 年 1 月

### Client's requirements 客户需求

Philips Lighting intend to relocate Shanghai headquarter office from existing building (Nearby Hongmei Road) to a new building( Nearby Hechuan Road), and innovate the working space to Lean working design, the new office is approximately 9771 m2 and with capacity of 807 headcount.

飞利浦照明计划将上海总部办公室从现有建筑（附近的虹梅路）迁至新建筑（附近的合川路），并将工作空间改造为精益工作设计，新办公室面积约为 9771 平方米，可容纳 807 人。

### Our contribution 特纳唐逊的贡献

Turner & Townsend was appointed to provide project management and cost management/quantity surveying services, including:

特纳唐逊被任命为项目管理和成本管理/数量测量服务，包括：

- Overall project execution administration  
整体项目执行管理
- Procurement management;  
采购管理;
- Contract management;  
合同管理;
- Design management  
设计管理
- Site construction management;  
现场施工管理;
- Programme and schedule management;  
计划和进度管理;
- Cost control and management;  
成本控制和管理;
- Testing, inspection and taking-over of premise;

测试，检查和接管前提；

- Coordinate with nominated suppliers for security element, telecommunication/it, door etc.

与指定供应商协调安全元素，电信/门，门等。

### **Making the difference 创造非凡的价值**

Manage the design team to develop a new Work Place Innovation (Lean working) concept from current work place condition.

管理设计团队，从当前的工作场所条件开发新的工作场所创新（精益工作）概念。

Close coordination with all the stakeholders, deliver project smoothly with all the end user supporting.

与所有利益相关方密切协调，在所有最终用户支持下顺利交付项目。

Change management along with the project delivery process, ensure all the staffs understanding the new workplace in advance before move in.

变更管理以及项目交付流程，确保所有员工在搬入之前提前了解新工作场所。

# Our business 我们的生意

We are an independent professional services company specialising in programme management, project management, cost and commercial management and advisory across the real estate, infrastructure and natural resources sectors. 我们是一家独立的专业服务公司，专门从事项目管理，成本和商业管理，以及不动产、基础设施和自然资源领域的咨询服务。

With 108 offices in 45 countries, we draw on our extensive global and industry experience to manage risk while maximising value and performance during the construction and operation of our clients' assets 我们在 45 个国家设有 108 个办事处，利用我们广泛的全球和行业经验，在管理风险的同时，在客户资产的建设和运营过程中实现价值和绩效最大化



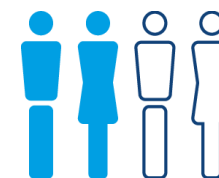
**108**

offices 办事处



**45**

countries 国家



**5,209**

people 人员



**£549m**

turnover 营业额



**94**

languages (including sign languages) 语言



**1946**

established 已完成

# Our growth 我们的发展



**£549m**

turnover 营业额



**£56m**

operating profit 营业利润



**5,209**

people 人员





### Awards

#### 获奖情况

Selected recent international awards include:

近期获得的国际奖项包括:

- **Construction Excellence SECBE Awards 2018**  
Innovation Award  
阿姆斯特丹创新大奖评选
- **ACE Awards 2018**  
2018 年度 ACE 大奖  
Best UK business performance for large firms  
英国大型企业最佳经营业绩奖
- **MEED Awards 2018**  
National Education Project of the Year  
年度国家教育项目
- **Association of Project Management Awards 2018**  
2018 项目管理协会奖  
Project of the Year: Engineering, Construction and Infrastructure  
年度工程: 工程、建筑和基础设施
- **Royal Institution of Chartered Surveyors Awards 2017**  
2017 英国皇家特许测量师学会奖  
Zoe King, Young Surveyor of the Year  
Zoe King, 年度青年测量师
- **ACE European Awards 2017**  
2017 欧洲 ACE 奖  
Patricia Moore, Sterling Award  
Patricia Moore, 斯特林奖
- **Building Awards 2017**  
2017 建筑奖  
Vincent Clancy, CEO of the Year  
Vincent Clancy, 年度首席执行官

- **South African Planning Institute Awards 2016**  
2016 南非规划研究院奖  
Prestigious Planning Award, Ekurhuleni Or Tambo Aerotropolis Master Plan  
杰出规划奖, Ekurhuleni Or Tambo Aerotropolis 总体规划
- **Qatar British Business Forum 2016**  
2016 卡塔尔英国商业论坛  
Organization of the Year  
年度组织
- **Hong Kong Quality Building Awards 2016**  
2016 香港建筑质量奖  
Grand Award for High Standard of Quality for Hong Kong Housing Society  
香港房屋协会高质量大奖
- **UK STEM Inspiration Awards 2016**  
STEM Ambassador of the Year  
Joanne Haskins, Birmingham  
STEM 年度最佳大使  
乔安娜·哈金斯, 伯明翰
- **The 9th South African Construction Awards 2016**  
2016 第九届南非建筑奖  
Women in Construction Pioneer of Innovation Award  
and Women in Construction Award, Noluthando Moloo, Johannesburg  
建筑先锋女性创新奖和建筑女性奖, Noluthando Moloo, 约翰内斯堡

# Contacts 联系方式

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