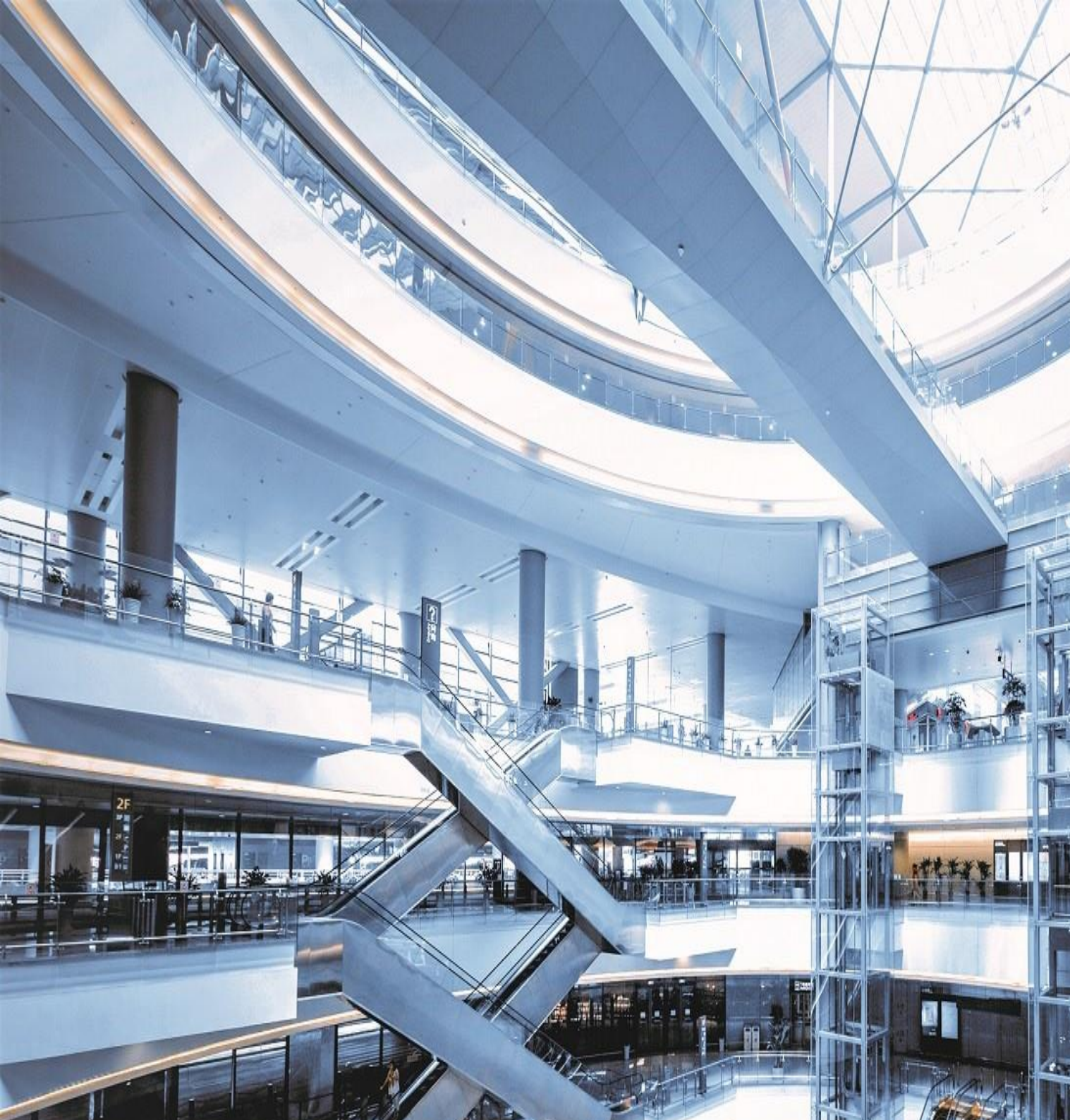




Turner & Townsend

# Capability statement 执行能力陈述书

Retail  
零售业



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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

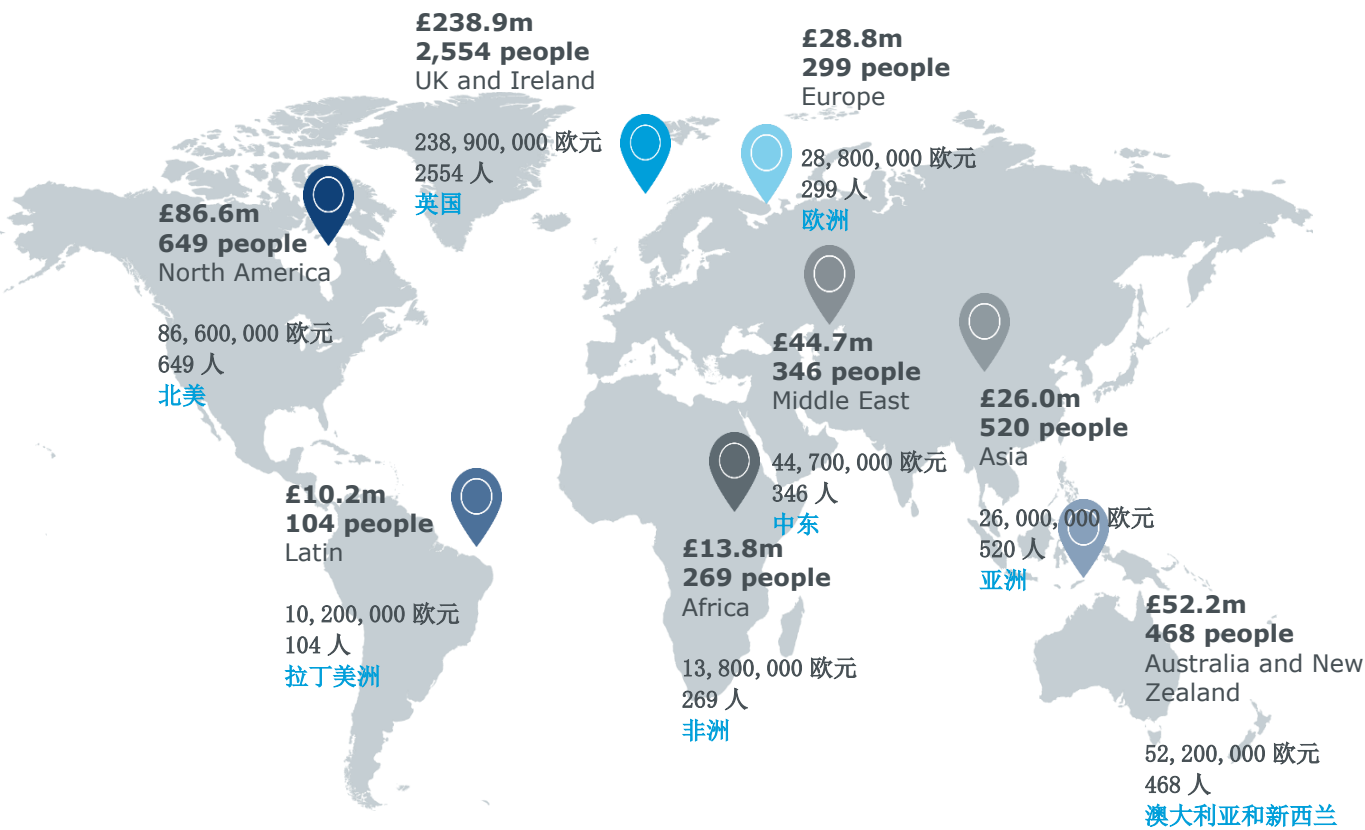
# Where we work 我们的足迹

**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.

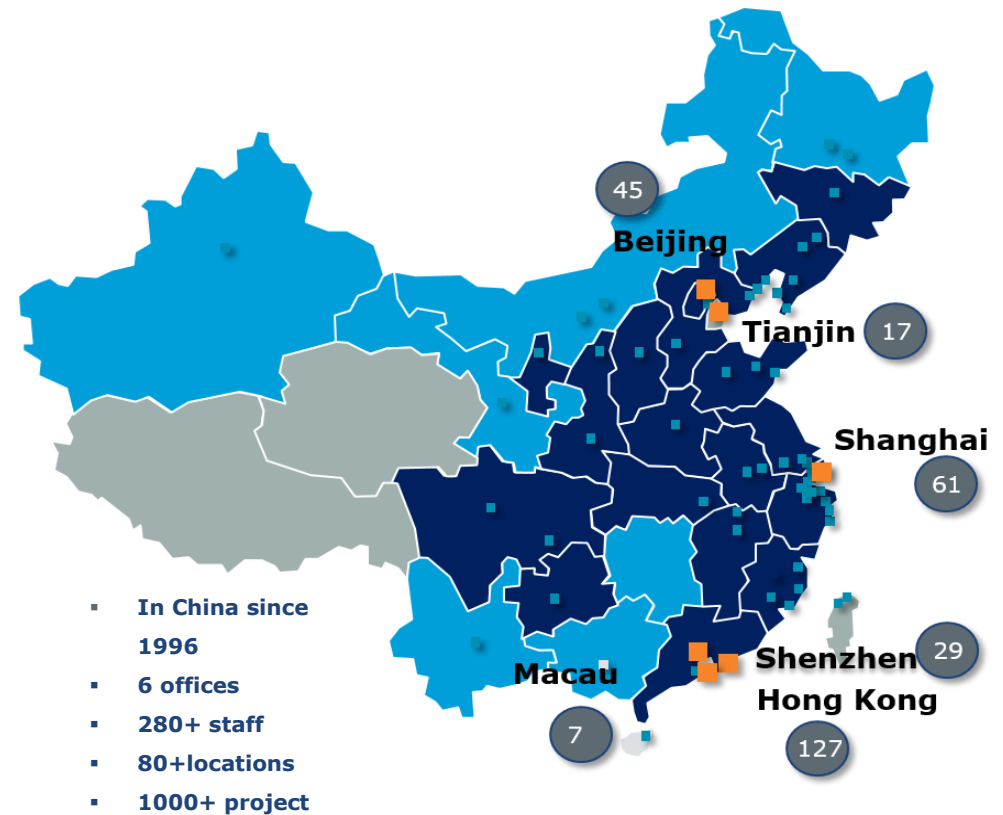
我们帮助客户完成各种对内投资项目，如商业及综合大楼开发、汽车及食品零售推广项目、半导体工厂、生产设施、仓库、总部大楼、稀土金属铸造厂、研发园区、领事馆和大使馆建筑。我们还与中国的跨国公司合作完成中国和海外的大型开发项目。

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.

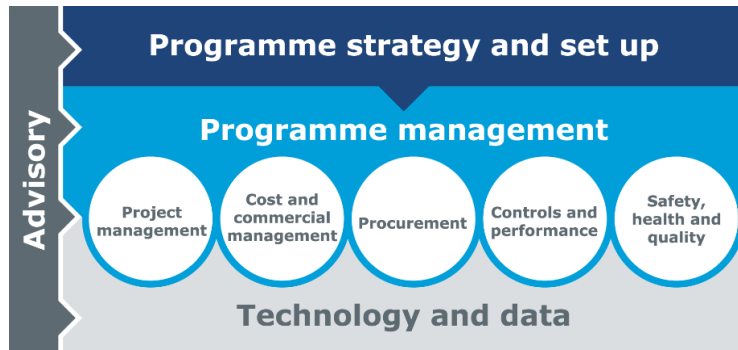
广泛和深入的经验使得我们更加全面地了解在中国进行投资和开发的复杂性，同时我们还建立了有关供应链、成本基准数据和中国其他建筑行业信息的宝贵的数据库。

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。



# Retail Statement 零售业领域经验

## The consumer revolution

### 消费者革命

The political environment, economic outlook, geographic coverage, product lines and technology all have a significant impact on a retailers overall business strategy which in turn influences capital and operational expenditure.

政治环境、经济前景、地理覆盖范围、产品线和技术都对零售商的整体商业战略产生重大影响，进而影响资本和运营支出。

Whether your development plans are for a one off flagship, or a global rollout programme, our team of retail experts have the experience, knowledge, data, intelligence, tools and systems to work with you to create competitive advantage, enhance your brand and create value.

无论您的开发计划是样品旗舰店，还是全球推广项目，我们的零售专家团队都可以利用经验、知识、数据、智能、工具和系统，与您一起创造竞争优势、提升品牌和创造价值。

Specific areas of focus to enhance performance and create value improvement include:

提高绩效和创造价值改进的具体领域包括：

- Leveraging the scale of your business to optimise cost 提高您的业务规模以优化成本
- Efficiency of process and cost through standardisation 通过标准化提高过程和成本的效率
- Programme level approach to provide a single source of the truth 提供单一真相来源的程序级方法



- Specialist Mechanical, Electrical and Plumbing services cost assurance 专业的机械、电气和管道服务的成本保证
- Capital investment planning and management 资本投资计划与管理
- Asset optimisation through alignment of expenditure to core strategic objectives 通过将支出对准核心战略目标来优化资产

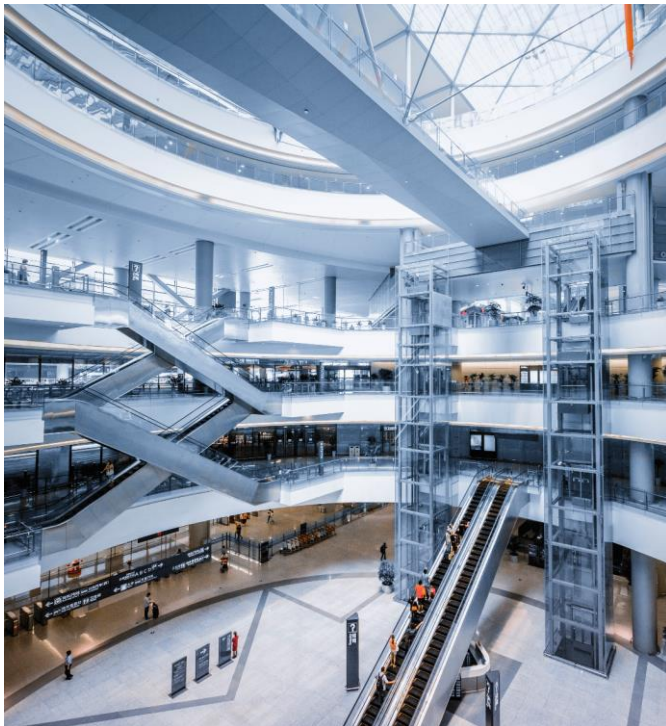
### Our understanding

#### 我们的理解

The retail sector is changing at an unprecedented pace driven by different customer behaviours, omni-channels, statutory regulation, capital reallocation, shareholder demands, social media and globalisation.

在不同客户行为、多渠道、法定监管、资本重新配置、股东需求、社交媒体和全球化的驱动下，零售业正以前所未有的速度发生改变。

Retail projects and programmes need to be delivered at optimum pace whilst maintaining flexibility to adapt to changing market conditions.



零售项目和方案需要以最佳速度交付，同时保持灵活性，以适应不断变化的市场条件

### Critical success factors for retail projects and programmes

#### 零售项目及方案的关键成功因素

- No compromises on the customer journey 确保顾客良好的购物体验
- Flexibility to adjust programme focus and volumes to reflect changing business requirements and market impacts 灵活地调整方案的重点和数量，应对不断变化的业务需求和市场影响
- Maximum brand exposure 品牌曝光率最大化
- Speed to market 上市速度快
- Real-time transparent reporting at programme level to enable informed decision-making 在程序级上实时透明汇报以实现知情决策
- Robust governance to protect the brand 健全的管理机制，为品牌提供保护
- Reduced risk 风险减少
- Capital efficiency 资本效率

### What we bring to ensure success 我们如何确保成功

- A first-class well-resourced team experienced in delivering fast-paced retail projects and programmes 一流的资源团队，在提供快节奏的零售项目和方案方面经验丰富。
- Genuine MEP specialists to drive the correct solutions 真正的 MEP 专家，形成正确的解决方案
- World-class supply chain management and procurement expertise to leverage scale 世界级供应链管理和采购专业知识，提高规模
- Demonstrable value through peer group benchmarking and value-for-money assessments 通过同级别群体基准设定和资金价值评估，获得更多价值
- Programme-level methodology, systems and tools to create intelligent programme management 创建智能计划管理的方案级方法、系统和工具
- Leadership to achieve most appropriate outcome for you 领导实现最合适的结果

# Case studies

## Nike sports



### Client 客户

Nike Sports (China) Ltd  
耐克运动

### 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

Nike intends to build 3 new wholesale stores located in Chongqing, Hangzhou and Suzhou, aiming to increase the sales for Nike products and also raises the targets as Cost Efficiency, Better Quality and Secure Timeline.

耐克计划在重庆, 杭州和苏州建立 3 家新的批发店, 旨在增加耐克产品的销售额, 并提高成本效益, 更好的质量和安全时间表的目标。

### Our contribution 特纳唐逊的贡献

Turner & Townsend is appointed to provide project management service from site takeover till the project closeout.

特纳唐逊被任命从现场收购到项目收尾提供项目管理服务。

Mostly our job responsibilities are as following:

我们的工作职责主要如下:

- Site takeover from Land Lease company  
从 Land Lease 公司收购网站
- Construction management  
施工管理
- Quality management  
质量管理
- Schedule delivery  
安排交货
- Site daily status update & report  
网站每日状态更新和报告

# Nike sports

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- Risk and HSE control  
风险和 HSE 控制
- Final handover to the client  
最终移交给客户

## **Making the difference** 创造非凡的价值

- Requiring General Contractor to have a self check toward the materials 3 days ahead before the installation  
要求总承包商在安装前 3 天对材料进行自检
- We successfully delivered the project with better quality even under the tight timeline.  
即使在紧迫的时间表内，我们也成功地交付了质量更好的项目。



# Case study

## WMF Brand Roll-out



### Client 客户

WMF

### Value 价值

Confidential 保密

### Programme 工期

2015

### Appointment duration 预计工期

2 months  
两个月

### Client's requirements 客户需求

WMF is a high-end tableware and kitchenware brand from Germany. The Sponsor is going to develop a new WMF brand rollout that will span across stores and digital mediums in China. This will help to increase the brand popularity & recognition and expand the Sponsor's market share.

WMF 是德国的高端厨具品牌。主办者旨在开发新的 WMF 品牌，在中国各实体商店和网络媒体间广而告之。有助于提高品牌知名度和认可度，扩大主办者的市场份额。

### Our contribution 特纳唐逊的贡献

Turner & Townsend has been appointed as project manager. Our key tasks are:

特纳唐逊作为项目管理公司，主要职责如下：

- Full Project Management service – Project Execution Plan  
拟写项目执行计划书
- Design management: design services and drawing review  
设计管理，图纸审核
- Coordination WMF different department, regarding the campaign, KV providing  
协调业主各部门和供应商
- Localised critical brand materials such as signage and furniture. Research & Development for the design and materials.  
将品牌元素和材料本地化
- Quality control: fabrication check in the factory before the delivery  
工厂视察，质量控制
- Lead the tendering process of contractor's selection –i.e. in-line store  
主导招投标流程
- On-site management to ensure brand compliance  
现场管理

# WMF Brand Roll-out

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## Making the difference 创造非凡的价值

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

我们对推出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 roll out programmes bring certainty to delivery schedule.

我们在中国的专业知识和宝贵经验推出的计划确保了交付时间表。

- Our high level project review report which comprise of major deliverable milestones and status allows WMF to efficiently review the status within very short times and focus on project that require immediate attention and actions.

我们的高级项目审查报告包括主要可交付的里程碑和状态，使 WMF 能够在很短的时间内有效地审查状态，并专注于需要立即关注和采取行动的项目。



# Case study

## Aston Martin China Rollout



### Client 客户

Aston Martin 阿斯顿马丁

### Value 价值

Confidential 保密

### Programme 工期

2014.10 – 2015.10

### Appointment duration 预计工期

2014.10 – 2015.10

### Client's requirements 客户需求

Aston Martin dealer development team requires programme manager to help with the management, coordination and planning of the dealer development activities in China. A robust project structure will be put in place and the manager would provide the structure and process management required to drive the projects.

阿斯顿马丁的网络发展部意图在中国扩张他们的经销商网络，所以一大波项目正提上议事日程，开拓中国市场和知名度。

### Our contribution 特纳唐逊的贡献

A central programme manager roles and responsibilities would include:

特纳唐逊被指定为项目管理和计划管理公司，职责如下：

- Monitor the programme of works and support the delivery of the programme  
监控工程计划并支持计划的实施
- Assist in the process of dealer development including advising on ways to improve delivery cost and certainty, whilst reducing delivery times.  
协助经销商开发过程，包括就如何提高交付成本和确定性提供建议，同时缩短交货时间。
- Help check and review the dealer detailed design of the facilities to align with the global Aston Martin Corporate Identity in both the exterior and the interior elements. This would primarily be through desktop reviews, however may consist of selected dealer meetings as time allows.  
帮助检查和审查经销商的设施详细设计，以符合外部和内部元素的全球阿斯顿马丁企业形象。这主要是通过桌面评论，但可能由时间允许的选定的经销商会议组成。
- Assist in monitoring approvals requirements and processes.  
协助监控审批要求和流程。
- Monitor key gateways of the project from the design submission and approvals, the contractor appointments and project scheduling, through to ordering of key Brand Items (sign products), and final inspection and acceptance.

# Aston Martin China Rollout

监控项目的关键网关，从设计提交和批准，承包商预约和项目安排，到关键品牌项目（标志产品）的订购，以及最终检查和验收。

- Direct contact with dealers, architects, and contractors to monitor progress along with key agreed milestones as and when necessary.

与经销商，建筑师和承包商直接联系，以便在必要时监控进度以及关键的商定里程碑。

Project manager roles and responsibilities to include the following:

项目经理角色和职责包括以下内容：

- Design consultation at the earliest stage with the dealer to enable as far as reasonably practicable that Aston Martin requirements are adopted into the design at the earliest stage.

尽早与经销商进行设计咨询，以便在合理可行的范围内尽可能在最早阶段将阿斯顿马丁要求纳入设计中。

- Design Checking: Checking the detail design in conjunction with the consultant designers. 设计检查：与顾问设计师一起检查详细设计。
- To offer ideas such as value engineering, possible cost reduction, advice on design improvement and practicality where situation allow.

提供诸如价值工程，可能的成本降低，设计改进建议和情况允许的实用性等想法。

- Set up quality check cycle for each project milestone – site visit  
为每个项目里程碑 - 现场访问设置质量检查周期
- Low Level contractor assessment. The project manager can offer a low level assessment of the dealers proposed contractor to check the suitability of the contractor.  
低级承包商评估。项目经理可以对经销商提议的承包商进行低水平评估，以检查承包商的适用性

## Making the difference 创造非凡的价值

- Our in-depth understanding of high end automotive roll out projects and pro-active and professional working altitude guarantee the compliance for delivered project.  
我们对高端汽车品牌的零售项目经验，可以帮助客户更快更好的交付项目
- Our competent knowledge and invaluable experiences in China roll out programmes bring certainty to delivery schedule.  
我们丰富的知识和经验，可以帮助客户按时按量完工。
- Our high level project review report which comprises of major deliverable milestones and status allows Aston Martin to efficiently review the projects' status within very short times and focus on project that require immediate attention.  
我们行之有效的报告可以帮助客户更好的决策。



# Case study

## Jaguar Land Rover China Rollout



### Client 客户

Jaguar Land Rover China  
捷豹路虎中国

### Value 价值

Confidential 保密

### Programme 工期

February 2010 – Ongoing  
2010 年 2 月至今

### Client's requirements 客户需求

Jaguar & Land Rover wish to establish a modern luxury brand for Chinese customers. JLR China wish to execute a program to include the development and implementation of new dealership facility designs, including both exterior and interior elements, for new and existing automotive dealerships across China over six [6] years.

捷豹路虎希望为中国客户建立一个现代奢侈品牌。捷豹路虎中国希望执行一项计划，包括为中国各地新老汽车经销商开发和实施新的经销设施设计，包括外部和内部元素，为期六年。

### Our contribution 特纳唐逊的贡献

Turner & Townsend has been appointed as concept designer and project and programme managers on behalf of Jaguar Land Rover China. Services provided by T&T include:

特纳唐逊代表捷豹路虎中国被任命为概念设计师和项目经理。我们提供的服务包括：

- Concept Design service;  
概念设计服务;
- Full Project and Programme Management service;  
完整的项目和计划管理服务;
- Design management and design review;  
设计管理和设计审查;
- Coordination between JLR, and dealer, regarding approval of technical issues regarding Dealers design;  
JLR 与经销商之间就经销商设计技术问题的批准进行协调;
- Locally source critical brand materials such as signage, and Furniture;  
在当地采购关键品牌材料，如标牌和家具;
- Creating a project execution plan for the delivery of 80 sites by 2012;  
到 2012 年为 80 个站点的交付创建项目执行计划;

# Jaguar Land Rover China Rollout

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- On-site management and weekly reporting to ensure brand compliance;  
现场管理和每周报告，以确保品牌合规；

## **Making the difference 创造非凡的价值**

- Our in-depth understanding of JLR corporate identity and pro-active and professional working altitude guarantee the compliance for delivered project.  
我们对 JLR 企业形象和主动和专业工作高度的深入了解保证了交付项目的合规性。
- Custom design solution has been developed to suit different building sizes and shapes in keeping with JLR brand design principles.  
根据 JLR 品牌设计原则，开发定制设计解决方案以适应不同的建筑尺寸和形状。
- City showroom delivered in China market as a new concept to expedite network development expansion.  
城市展厅作为一种新概念在中国市场交付，以加快网络发展的扩展。

# Case study

## Maserati China



### Client 客户

Maserati China 玛莎拉蒂中国

### Value 价值

Confidential 保密

### Programme 工期

June 2012 – Ongoing  
2019 年 6 月至今

### Client's requirements 客户需求

Maserati China wishes to execute an aggressive network expansion plan with an initial planning of 24 new dealerships to be opened in the next 30 months. This will include the first 3S mono brand dealership, which was developed specifically for Chinese market.

玛莎拉蒂中国希望执行积极的网络扩张计划，初步规划将在未来 30 个月内开设 24 家新经销商。这将包括第一个专为中国市场开发的 3S 单一品牌经销商。

### Our contribution 特纳唐逊的贡献

Turner & Townsend has been appointed as project and programme managers on behalf of Maserati China. Services provided by T&T include:

特纳唐逊代表玛莎拉蒂中国被任命为项目和项目经理。特纳唐逊提供的服务包括：

- Full Project and Programme Management service  
完整的项目和计划管理服务
- Design management and design review  
设计管理和设计审查
- Supply chain management. Review and optimise existing supply chain  
供应链管理。审查并优化现有供应链
- Coordination between Maserati and dealer, regarding approval of technical issues pertaining to dealers' design and project execution  
玛莎拉蒂与经销商之间的协调，涉及与经销商设计和项目执行相关的技术问题的批准
- Localised critical brand materials such as signage and furniture.  
本地化的关键品牌材料，如标牌和家具。
- Creating a project execution plan for the delivery of 30 sites  
为交付 30 个站点创建项目执行计划

- On-site management and weekly reporting to ensure brand compliance  
现场管理和每周报告，以确保品牌合规性

## **Making the difference 创造非凡的价值**

Our in-depth understanding of high end automotive roll out projects and pro-active and professional working altitude guarantee the compliance for delivered project.

我们对高端汽车推广项目和主动和专业工作高度的深入了解保证了交付项目的合规性。

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

我们在中国的专业知识和宝贵经验推出的计划为交付时间表带来了确定性。

Our high level project review report which comprise of major deliverable milestones and status allows Maserati to efficiently review the projects' status within very short times and focus on project that require immediate attention.

我们的高级项目审查报告包含主要可交付的里程碑和状态，使玛莎拉蒂能够在极短的时间内有效地审查项目的状态，并专注于需要立即关注的项目。



# Case study

## adidas Sanlitun Store Renovation, Beijing



### Client 客户

adidas Sports (China) Co., Ltd  
阿迪达斯运动

### Value 价值

Confidential 保密

### Programme 工期

July to December 2013  
2013 年 7 月到 12 月

### Client's requirements 客户需求

adidas store in Sanlitun Village Shopping Centre is the largest adidas store in China. Opened in July 2008, it is the first adidas Brand Core Store in China and has a floor area of 3,100m<sup>2</sup> over four storeys.

阿迪达斯位于北京三里屯购物中心的门店是中国最大的门店。2008 年 7 月开业，是阿迪达斯在中国开设的首个品牌店，占地 4 层楼共 3,100 平米。

The renovation project involved structural alteration, minor demolition and façade works, installation of additional lift and new escalators, fixtures and interior fit-out.

该项目涵盖了结构调整、部分拆旧、外立面工程、新增直达电梯和扶手电梯的安装、固定设施以及内部装修。

The new Brand Core Store incorporated different store styles of adidas sub-brands and labels, including adidas Originals, adidas NEO and Y-3.

该品牌店融合了阿迪达斯旗下的子属品牌和系列各自不同的风格，其中包括 adidas Originals, adidas NEO and Y-3.

### Our contribution 特纳唐逊的贡献

Turner & Townsend is appointed by adidas China to prepare the schedule of rates for renovation works and the pre-tender estimate.

特纳唐逊受客户委托负责为改造工程制定价格明细和招标预估。

We quantified the renovation works by measuring large volume of detailed interior design drawings, visiting to site and collaborating with the project manager and interior designer.

我们通过比对大量的内部设计图纸，现场勘察以及跟项目经理和设计师的沟通协调，对该项目做出价格预估。

# adidas Sanlitun Store Renovation, Beijing

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## **Making the difference 创造非凡的价值**

Due to the time constraints of retail renovation, Turner & Townsend started the quantification and estimating work while the design is being finalised. This approach shortened the overall tender preparation duration and kept the store re-opening target on schedule.

由于商铺改造的时间限制，我们在客户确定设计方案之后才开始进行估算工作。这样既缩短了整个招标过程的准备时间，同时也确保门店可以在目标日期内顺利开业。

This resulting detailed schedule of quantities allowed adidas to obtain lump sum tender prices with high level of cost certainty.

我们最终交付的详细价格估算报告帮助客户对项目的总价有较高的确定性和准确率。

# Why Turner& Townsend 为什么选择特纳唐逊

## Providing certainty from the outset.

### 始终提供确定性

We will not let the design or the construction proceed unless it is affordable and can be completed to programme. We do this collaboratively with you and the project team. We identify the milestones for option selection to maximise the time you need to make decisions on value for money and schedule certainty.

自始至终的确定性在确保项目在负担能力范围之内并且可以按照方案完成之前，我们不会进行设计或施工。我们会与您和项目团队合作这一任务。我们会确定项目选择的关键节点，让您有充分时间就资金价值和日程安排确定性方面做出决策。

Intelligently packaging scope and risk to get the best buy from the market. Suppliers are absorbing higher input prices and some markets are at risk of reaching resource and material capacity. We use our contracting knowledge and supply chain management skills to protect your commercial interests.

智能包装的范围和风险，以便从市场获得最佳的产品。供应商正在承受更高的进货价格，一些市场面临着资源和材料能力的风险。我们可以利用我们的承包知识和供应链管理技巧，保护您的商业利益。

**Hands on control of change and costs** – a no-surprises approach at all stages of your programme.

**控制变化和成本**—确保您的方案的所有阶段不会发生意外的方法

Rigorous on control of your supply chains commercial position during construction – through comprehensive interim valuations, ongoing due diligence of wider market performance and detailed remeasures, where necessary, of the progressing final account.

在建设期间，严格控制您的供应链商业地位——通过全面的中期估价、对更广泛的市场表现的持续尽职调查以及必要时对进展中的最终账目进行详细的重新计



*"The consultancy team worked enthusiastically to establish and embed an improvement framework including workstreams structure, project governance and reporting methods, as well as driving numerous workshops and other sessions to develop innovative solutions. The senior staff took time to understand our business environment and the challenges to achieving organisational and project goals. Deploying experienced consultants, Turner & Townsend challenged our team, introduced best practice and coached workstream leaders transferring their knowledge and experience."*

**David Sheehan, Director of Store Development, Construction and FM for Sainsbury's ad Programme Sponsor**

咨询小组积极地工作，以建立和纳入一个改进框架，包括 workflow 结构、项目管理和报告方法，以及组织研讨会和其他会议，以开发创新的解决方案。

高层人员会花时间来了解我们的商业环境和实现组织和项目目标所面临的挑战。特纳唐逊公司通过经验丰富的顾问，向我们的团队提出了挑战，介绍了最佳实践，并向工作流程的负责人传授他们的知识和经验。” **David Sheehan, 零售店发展总监, 塞恩斯伯里广告项目赞助商建筑广告经理**

# 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



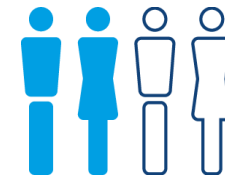
**108**

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·哈斯金斯, 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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