

# Hotel and leisure capability statement

Watts has provided first class independent advice to the property and construction industry for more than 40 years. We operate across a pan-European network, providing clients with local knowledge and support as well as international expertise. By working in partnership with our hotel and leisure clients, we have been able to both inform and transform the way that services are delivered to their customers. We offer advice at every stage of the property life cycle, including the provision of building surveys, planned preventative maintenance, project management, sustainability, M&E engineering and technical consultancy services.

## Key challenges for hotel and leisure sector

- The general economic slowdown and availability of finance.
- Increased cost efficiency and value of existing property stock.
- Identification of new growth sectors, particularly in relation to re-use and refurbishment of existing building stock.
- Preparation for 2012 Olympic Games.
- Diversity of brands and accommodation available, maximising revitalised travel industry due to increasing costs of international travel.
- Incorporation of green and sustainable technologies.

## How Watts can help

Watts has led, reviewed, managed and supported numerous hotel acquisitions, expansion and renovation projects throughout Europe. Our approach embodies:

- Active listening: we listen to your needs then interpret and present the available options to achieve your objectives.
- Budget control: we understand financial targets and key market drivers and produce efficient projects that realise additional value for our clients.
- Forming relationships: we consult with all stakeholders involved through formal and informal channels.
- Identifying value: we understand the potential of unique buildings and commercial opportunities.



- People orientated: we create a motivated project environment for all parties involved.
- Pan-European network: we share knowledge and resources throughout Europe to provide efficient service for our clients wherever they are located.

Our extensive technical knowledge enables us to provide the following services:

- Project management
- Value and risk management
- Purchaser and vendor building inspections
- Contract administration
- Stock surveys
- Feasibility studies
- Refurbishment and maintenance management
- Sustainability and environmental works
- Cost consultancy

## Environmental Consultancy

Watts' specialist environmental consultancy team provides commercially focused advice on environmental and sustainability matters to the property industry. Our multi-disciplinary services enable clients to manage environmental risks, liabilities and opportunities.

Watts offers step-by-step advice to implement sustainable property measures within hotel and leisure operations. We understand the nature of the hospitality sector and its particular requirement where customer service is concerned. We focus on practical sustainable solutions that meet economical and ecological objectives. Our trained experts draw on a wealth of experience to provide tailor-made solutions in accordance with our clients needs.



