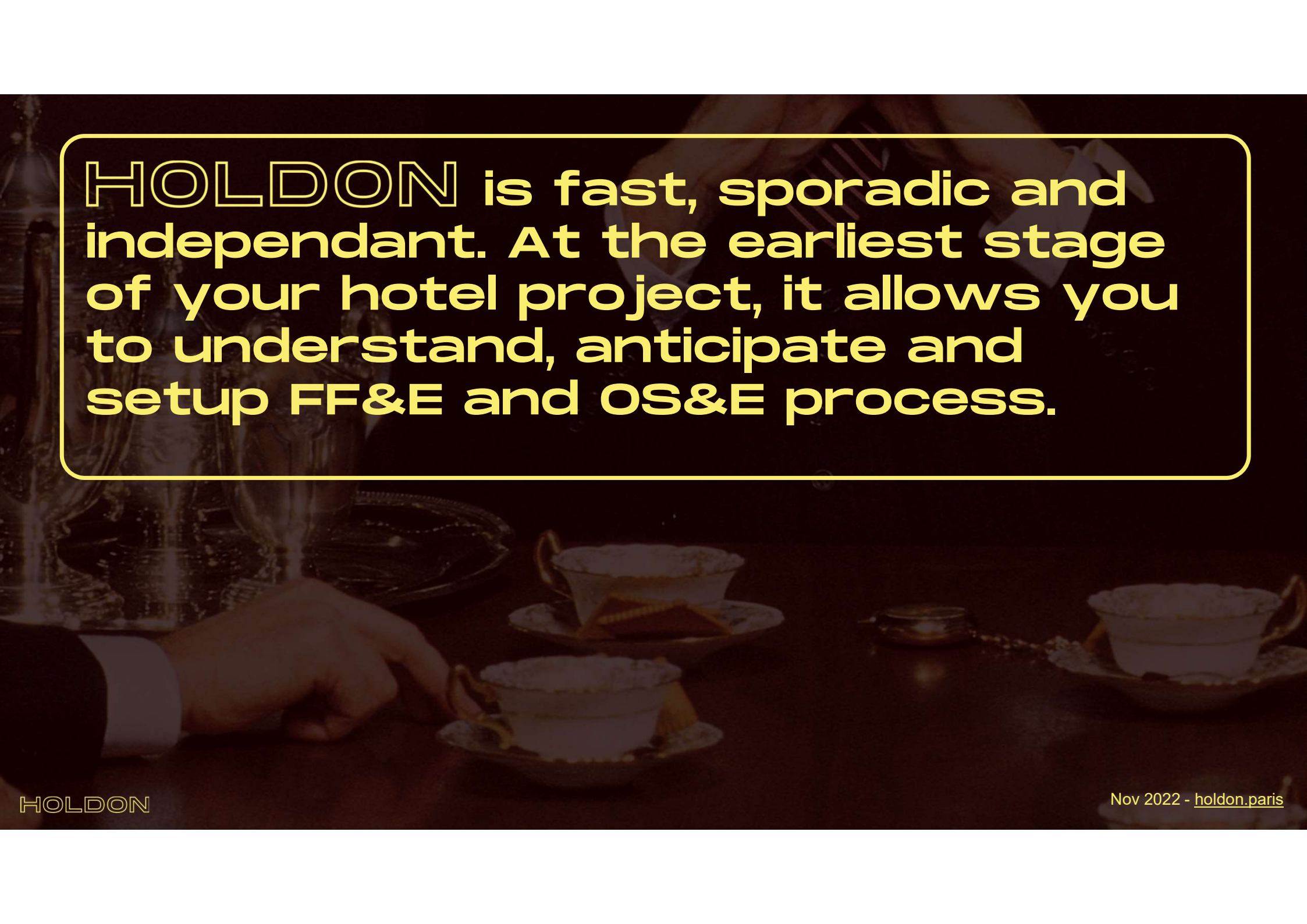




# H—LD N

.paris

FF&E and OS&E anticipation in  
hospitality sector.



**HOLDON** is fast, sporadic and independant. At the earliest stage of your hotel project, it allows you to understand, anticipate and setup FF&E and OS&E process.

# Project setting

Identify project's specificities in order to set its parameters up and establish potential risk mapping. The purpose is to optimize flow of information between all parts involved and to avoid pitfalls **prior to providential FF&E/OS&E project manager onboarding**.

The setting consists in analysing the following documents through FF&E/OS&E eye: budget, planning, CSR requirements, graphics, demarcation list, general contractor scope of work or any relevant document the client wishes.



## Budget

What we want to avoid: due to budget underestimation, the tender is unsuccessful as all bids are way over budget. Interior designer has to redesign which causes frustration to the entire project team, i.e., potential addendum later on

## Planning

What we want to avoid: sequencing has been organized in a way that gives room to reverse past decisions or doesn't give enough time to study all possible scenarios

## Contracts

What we want to avoid: two months before installation, nobody knows who is supposed to install the high ceiling monumental chandelier. Also two months before opening, nobody knows who is supposed to specify the 15K€ of cleaning equipment

## Specs plans

What we want to avoid: unclear requirements of a furniture and drawings that do not specify the layout of RJ45 or PC plugs. General contractors are unaware of needs in terms of power supplies, cables, and connections, i.e., a potential addendum later on

**Deliverable** : Report of Setting (RESET)

# Phase curling

Consists in obstacle mitigation audit prior to phases launching. Curling can be requested at any moment if the client needs an independant point of view over project specific aspects.

Hereunder examples of phases:



## Stripping

Assistance in the definition of value-added stripping strategy throughout reuse feasibility audit, auction or donation

## FFE project manager tender

Proofreading and validating the FF&E PM tender package to ensure that competitors will quote the same thing

## Bespoke FFE tender package

Rereading and clarifying the FF&E tender package to ensure no information is missing and that all competitors will quote on the same basis

## Supplier pre appointment

Recommendation review, analysis of the terms and CSR policy

**Deliverable** : Report of Curling (ROLING)

# About



After 6 years of studying Mandarin, I realize that a billion and a half people speak it better than me. I therefore make a career change and work at Dynamo for almost 12 years, mainly in charge of the FF&E/OS&E team. During this period, the team, and I, participate in the procurement of more than **46M€** representing more than **2000 hotel rooms** and public spaces mainly in France. At that time, we work on projects such as Hoxton Paris, MOB, Schweizerhof Zermatt, Intercontinental Paris le Grand, SO/Paris, Kimpton, Cotton House at Mustique Island, etc.

As time and projects go by, I soon realize that, thoughtout FF&E consultant tender package, their role is often misunderstood. Moreover, in its absence, many FF&E/OS&E development aspects, being considered too lightly, lead to a waste of energy, money, and time.

**HOLDON** was created to better protect stakeholders against the pitfalls of FF&E + OS&E.



# Contact



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**FF&E:** Fixture Furniture & Equipment. Elements generally specified by the interior designer for which aesthetics may prevail on use: furniture, lighting, curtains...

**OS&E:** Operating Supplies & Equipment. Items mostly specified by the operator, for which use may prevail on aesthetics: minibars, spatulas, vacuum cleaners...

**Scope of work:** clarification of what we mean by : generally, mostly, may...

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