

A large, abstract wireframe graphic in the upper left corner, resembling a stylized 'Z' or a series of connected points and lines, set against a dark background with a red gradient.

Strategic Facility Management Services

Prevention is better than cure.

Independent Project Development and Cost Consultants

We believe a financial goal is more than just a number.

To help our clients go from "dreaming to doing", we have four core beliefs that are central to their investing success.



Distinctive Cost
Management Approach



Fundamental
Research



Long-Term View



Partnership



Who we are



We are experienced and professional Facilities Management consultants. We deliver services on FM projects for clients throughout the MENA region. We focus strongly on adding value to our client's business.

We are taking pride in using our skills to deliver successful project outcomes. We combine strategic facilities management advice with engineering, infrastructure, and management expertise to provide a total solution from inception and procurement to design and operation. Through this whole life approach, we make facilities management an integral part of your project.

Why Us

We place our clients at the heart of our work, bringing commitment, ownership, and dedication as well as our market knowledge, experience, extensive FM cost databases, and technical expertise.

As a result, our clients can be confident that we will complete their projects to the highest possible standards. We provide our FM consultancy services for all types of Facilities Management projects and Industry sectors. These sectors include Commercial, Hospitality, Offices, Educational, and others.



Facility Management vs Business Performance



The majority of organisations operate from buildings, which represent one of their largest corporate assets and after staff, one of the largest cost liabilities.

These assets and liabilities need to be managed with the objectives of the organisation in mind, so that accommodation and facilities services strategies are aligned with business strategies and plans.

Many operational managers fail to realise the advantages of this alignment can be an expensive oversight, almost certainly resulting in increased costs, reduced productivity, and a loss of competitive advantage.

It is here that the Facility Management Consultancy holds a key to improving business performance.

There is the potential to add value by facilitating improved 'well-being' and productivity from a satisfied and comfortable workforce, enhancing customer experience, and controlling costs through efficient management, thereby improving the organisation's performance.

The management of facilities demands more than merely maintaining and servicing buildings. It is a management function providing support to corporate operations, enabling the organisation to achieve its stated objectives better. A strategically driven approach to facilities management will provide maximum corporate benefit, with outputs measured by the quality of service and value for money rather than on cost alone.

Because time matters more than timing



As well as focusing on value and running performance, our whole life approach looks to maintain a very practical understanding of the end users facilities management (FM) requirements.

We provide advice relating to all aspects of the design, operation and occupation of the built environment, and align our FM services with each client's individual overarching organisational objectives.

We work with clients to underscore their business needs, understand how services are currently delivered, illuminate the benefits of different delivery models and confirm that the proposed solution meets your requirements. Our advisors act independently from the supply chain, remaining objective and professional, ensuring transparency in our solutions and delivery. Our advice is tailored to create bespoke solutions with the overall aim of ensuring that services are aligned to and support your overarching organisational objectives and best value.

What we offer

Our sole aim is to support your business by highlighting opportunities to reduce expenditure, implement strategies that protect long-term asset investment, and seek continuous improvements.

- Facilities Management across the portfolio
- Managing the development of new assets from initiation to handover
- Due Diligence on acquisitions
- Asset Lifecycle Management
- Asset Compliance with regulation
- Identifying and executing Capex to enhance communities
- Cost Estimation and Management
- Fit-Out Management
- HSE Compliance

FM Strategic Reviews:

- FM strategic reviews
- FM Technical Advice
- FM Design Review
- FM Contract Procurement
- Performance and service management
- Benchmarking and Market Testing
- Best value reviews
- Service Mobilisation Support
- FM Contract Monitoring
- Operational Audits
- Due Diligence of service providers
- Lifecycle Due Diligence
- Statutory Audits
- Asset Management
- Service Design and Specifications



How We Do It

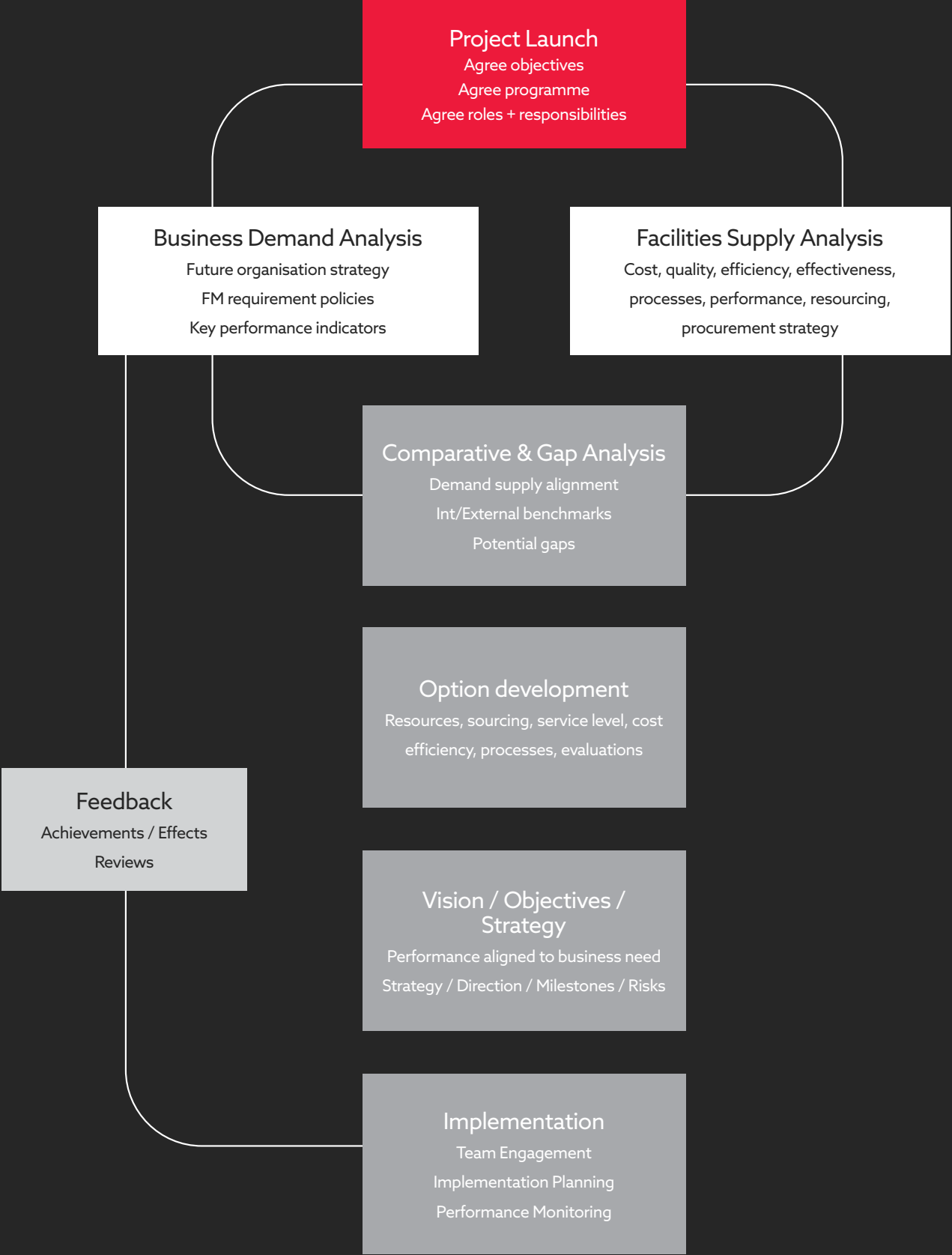


Advantages of using C-Quest FM Advisory

With our broad project and FM experience we can help ensure innovation, collaboration, and integration around whole life management, is in place right from the start of a project.

We can help you achieve a smooth transition from initial brief through design and construction to operational phases, cost savings and efficiencies, and enhanced end user experience by:

- Early stakeholder engagement to ensure the design meets operational requirements
- Advising on the effect of capital expenditure decisions on long term well-being and running costs
- Programming and managing work streams falling outside the traditional construction project scope.
- Ensuring project handover requirements are established and met, including Employers Information Requirements if using BIM
- Specifying and procuring the required FM services



Data driven facility management can drive success

We have a proven track record in effectively auditing and monitoring FM service delivery to ensure compliance and value for money is achieved.

As part of a multidisciplinary consultancy practice, our FM team has the benefit of drawing on in-house support from our engineering, infrastructure, and management teams.

- Increased cost certainty
- Higher FM service levels for lower costs
- Improved productivity
- Improved flexibility
- Improved building environments
- Better communication
- Partnering in the supply chain
- Statutory compliance



Our Team



Our professionals encompass all the multi-disciplinary skills required to ensure functionality, comfort, safety, and efficiency of the built environment by integrating people, place, process, and technology.

As part of a multidisciplinary consultancy practice, our FM team has the benefit of drawing on in-house support from our engineering, infrastructure, and management teams.

Clive De Villiers
Managing Director



Paul Kelly
Director



Christopher O'Shea
Associate Director

What We Have Delivered



Over many years we have undertaken specialist facilities management consultancy commissions across a broad range of FM and Property requirements, from small outsourcing contracts to Project Management of large client FM teams.

We have built long-term relationships with an increasing number of clients from commercial organisations, local authorities, and FM providers, who value the difference we make to their business and to their success. The following are only a sample of the Projects we have worked with.

Our Focus on PPP

By combining professional resources that include consulting to the estates and property markets, strategic reviews, benchmarking, contract and compliance auditing, contract rescue / remobilisation and lifecycle modelling, C-Quest FM advisory offers the marketplace an expanded pool of Facilities Management and Asset Management expertise, augmented by new Management Consultancy services featuring pragmatic commercial and operational specialist knowledge.

C-Quest International, headed by senior VP Clive De Villiers, brings almost three decades of experience to the Middle East real estate sector. C-Quest is renowned in the FM sector for its hands-on operational expertise and specialist consultancy services, including its lead in Public Private Partnership (PPP) and Private Finance Initiative (PFI) projects – the company has consulted a few PFI/PPP projects in particular around audit and assurance.

Our Focus on PPP

C-Quest also provides a focus on contract compliance and asset lifecycle modelling services. The team majors on Facilities Management commercial and business. It has a proven track record in contract dispute and delivering FM consultancy services at all levels of PPPs and PFIs. A core element of the service provided by C-quest is the provision of bespoke solutions to property and asset management issues.

"We are frequently called in 'after the event' to help organisations turnaround failing contracts, typically where the chosen FM supplier becomes unable to deliver on contractual obligations explains Clive De Villiers.

"All too often, we see holders of large property portfolios wasting time and money by firefighting poor FM outcomes. While we expertly handle these issues to take the pain away, our stated goal is to create solutions that prevent the FM delivery degrading to a poor standard in the first place," he adds.



To that end, the FM advisory arm of C-Quest has set up a proactive professional service that gives organisations a practical pathway to select proven and dependable FM suppliers and contractors. Using its broadened resource base, the company combines specialist advice, FM contract audit expertise, lifecycle modelling, and a wealth of invaluable historical FM knowledge accumulated over the past 30 years to provide transparent and trustworthy options to its clients.

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