



Expertise in Real Estate

## What you can expect from me ...

Building management and strategy have been my main areas of work for more than 23 years. One of the positions I held in the last decade and a half was Head of Strategy and Space Management and member of the management team responsible for centralized space management and development of nationwide strategies for an international telecommunications provider. At a major international bank I was responsible for developing regional facilities management and workplace solutions.

Based on my technical and business training and my long work experience I am able to meet the high expectations of companies and advisors in Germany and abroad, as well as owners and tenants. This further allows me to ensure a customer-oriented, economic and safe operation of the building.

As a member of the European Committee for Standardisation (CEN) I co-operate with international experts to develop European standards for facility management. During my long lasting activity as Lecturer at the Fachhochschule Aachen I primarily focused on the segment of space management.

**On this broad base of experience I can provide you with interesting and viable real estate solutions and ensure a comprehensive, professional approach to facility management.**

A black and white close-up portrait of a man with dark, curly hair, wearing black-rimmed glasses and smiling. He is wearing a light-colored, textured scarf. The background is a plain, light color.

**Stefan Knopp**

My eyes are  
on your success ...

- Collect
- Analyse
- Develop
- Realise





Have you ever considered how important a **neutral approach** could be for your company?

**Why, why, why?**

First, we listen to your requirements, objectively and independently. This is how we understand the facets of your business and create the basis for productive workplaces, a vital work environment and flexible use.

Through many years of experience in property management and a cross-industry network, we find the ideal solution for each of your challenges.

**Our motto is “Watch carefully, listen carefully, communicate carefully - with an open mind, but in your specific interest.”**



■ Strategy Advisory

# Are you well-prepared for the **requirements** of the future?

## **Soft skills and hard facts**

To ensure success in its core business, incurring costs, processes and working methods must be transparent. We analyse the potential of the relationship between location, organisation and staff. The lessons learned match against the needs of your core business. This results in prioritised areas of activity to improve your office performance.

**As important as 'hard' location factors such as cost and availability of labor are, often 'soft' location factors, such as a good and well-managed site are just as crucial for the final decision, e.g. when competing for qualified employees.**



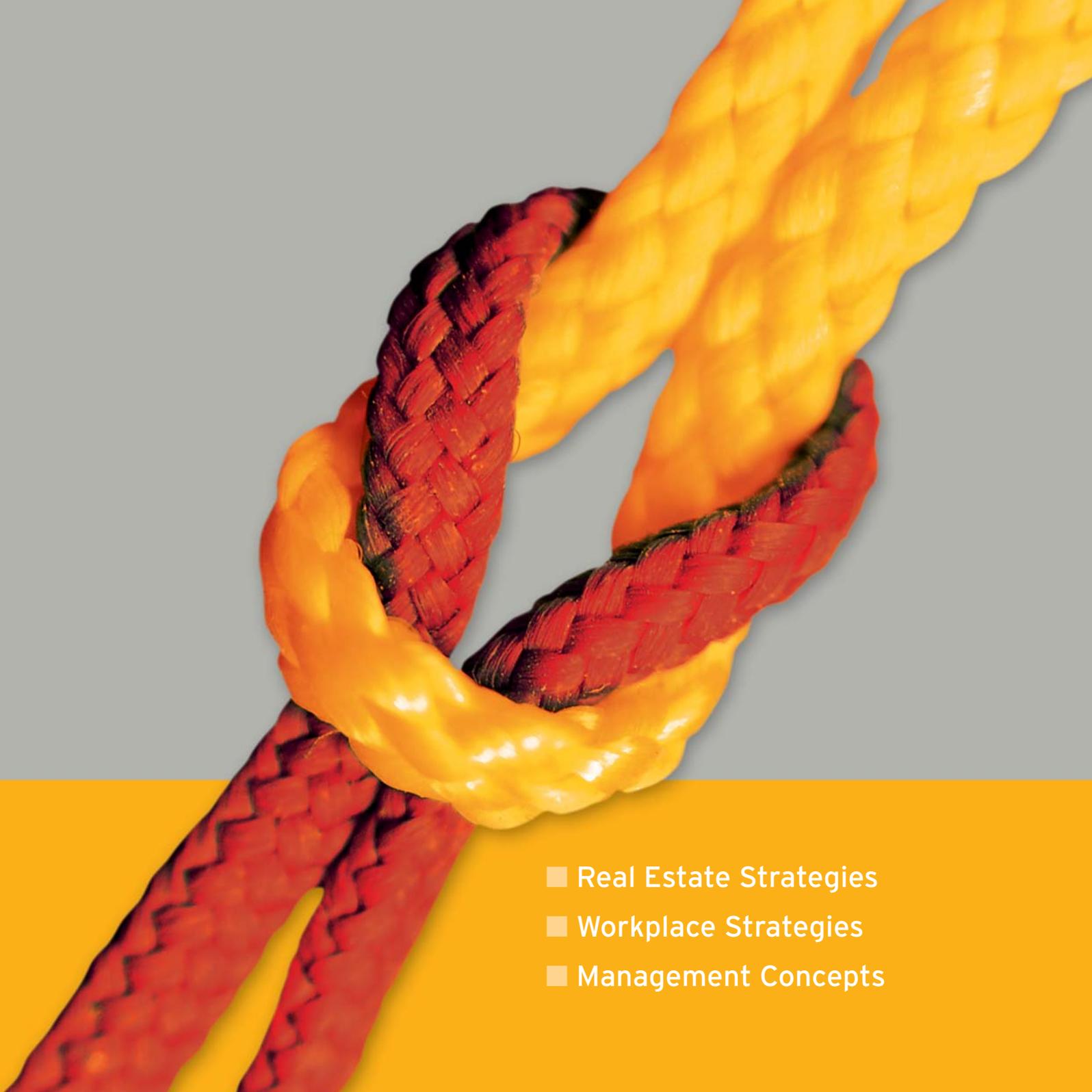
- Lifecycle Cost Management
- Process Management

# How do you systematically **measure** your continued success?

## **Strategic approach for increased efficiency**

Through individual consulting and personal support, we develop individual solutions tailored to your needs, as well as processes and a comprehensive approach to quality and efficiency improvement, thus strengthening your market position.

Be it cost optimisation, service management, site and space optimisation, building management or quality management - we never lose sight of your defined objectives and the success of your company.



- Real Estate Strategies
- Workplace Strategies
- Management Concepts

# Do you need a **competent partner** for the implementation of your plans?

## **We take up the reins**

We do not leave you alone when implementing the solutions. From planning to completion, we guide you competently and efficiently throughout this important process. This sounds like having many contacts, but there is **only one contact person for you who co-ordinates the whole process and keeps things firmly under control** with regular reports and updates.

If required, Stefan Knopp will personally be available as interim Real Estate Manager for your organisation to support you with his knowledge and experience on the way to your success.



# SOLUTION

- Project Management
- Quality Management
- Relocation Management
- Tenant Representation
- Interim Management

# Our knowledge and experience for your best **office performance**

Our core business focuses on the relationships between sites, organisations and employees. We offer you

- Site and Space Optimisation
- Workplace Solutions
- Management Concepts
- Process Management
- Project Management
- Quality Management
- Interim Management

**Why work in old outdated workplaces?** Adjust the space requirements to modern working practices and processes, and experience higher performance through improved communication, enhanced cost and space efficiency and motivated employees.



We do not leave you standing in the rain!

[www.knopp-realestate.de](http://www.knopp-realestate.de)



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**Real Estate Consulting**

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