

---

# CORPORATE SERVICES



## 1 CORPORATE SERVICES

### INTEGRATED SOLUTIONS FOR OCCUPIERS

---



Our Corporate Services business unit offers the full spectrum of integrated property advisory services for users of commercial properties. Our team serves as a central support unit for national and international customers in Germany and throughout Europe.

A personal point of contact, the Key Account Manager, advises on all real estate issues and coordinates all customer projects. As such, the Key Account Manager forms the link between the client and our specialist services at local level.

Our well-versed experts work within an interdisciplinary set-up, providing advisory services across all types of use in Germany and abroad. We pursue a partnership-based approach which is aimed at establishing mutual trust and lasting relationships with our customers. To this end, we devote all the time it takes to acquire a thorough understanding of our customers' aims and wishes. This enables us to develop individual solutions tailored specifically to these terms of reference.

Our efficient business practice saves our customers' resources, minimises risks and ensures standardised processes and a sustained high quality of service.



## 2 OUR SERVICES

### A KEY ACCOUNT MANAGEMENT

---

- Interdisciplinary management and coordination of all projects by a central contact serving as a link between our customers and our expert teams
- Quality control to ensure customer satisfaction
- Upholding our customers' processes and guidelines
- Individual reporting
- Risk reduction, problem solving and facilitating innovative ideas

### B STRATEGIC CONSULTING

---

- Full range of services to align the property portfolio ideally with the given business objectives
- Purposeful portfolio analyses
- Evaluation by reference to comparative key indicators



## 2 OUR SERVICES

### TRANSACTION MANAGEMENT

- Proactive advice on transactions in all asset classes with regard to owner-occupied, let or rented properties
- Location and market analyses to ensure the timely identification of trends
- Optimisation of property costs

### WORKSPACE & PROJECT MANAGEMENT

- Workplace consulting (layout and occupancy planning, design consulting, etc.)
- Management of tenants' fit-outs and improvements, incl. monitoring of costs and deadlines
- Relocation and change management

### 3 CONTACT

**Kristian BARTHELS** MRICS

**HEAD OF CORPORATE SERVICES**

Hohe Bleichen 12 | 20354 Hamburg

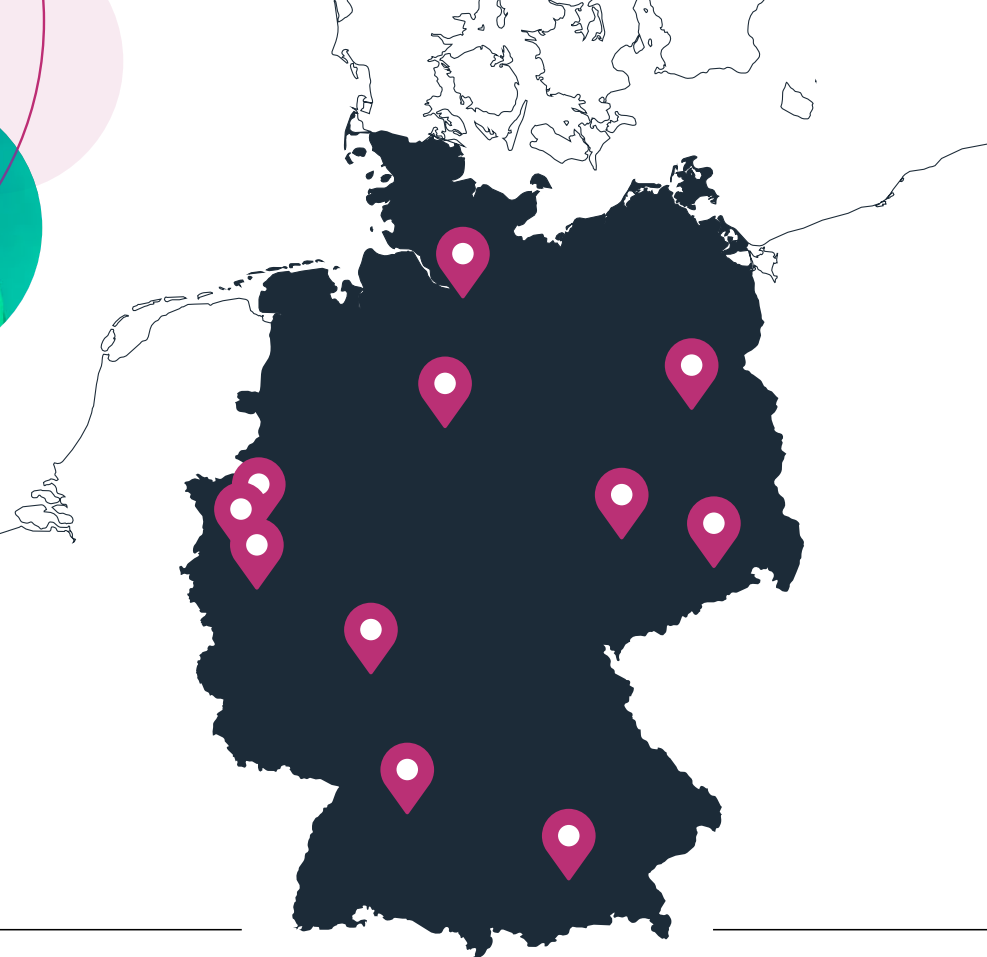
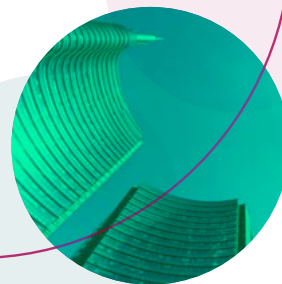
Tel.: +49 (0)40-348 48-308

Mob.: +49 (0)172-701 78 04

[kristian.barthels@bnpparibas.com](mailto:kristian.barthels@bnpparibas.com)



**BNP PARIBAS  
REAL ESTATE**



10719 **BERLIN**

KRANZLER ECK BERLIN  
Kurfürstendamm 22

50670 **COLOGNE**

THE CORNER  
Im Klapperhof 3-5

01067 **DRESDEN**

Dr.-Külz-Ring 15

40213 **DÜSSELDORF**

KÖ-QUARTIER  
Breite Strasse 22

45127 **ESSEN**

KETTWIGER TOR  
Kettwiger Strasse 2-10

60311 **FRANKFURT AM MAIN**

Goetheplatz 4

30159 **HANNOVER**

Karmarschstrasse 20-22

04109 **LEIPZIG**

MESSEHAUS AM MARKT  
Markt 16

80539 **MUNICH**

Maximilianstrasse 35,  
Haus C / Eingang Herzog-  
Rudolf-Strasse

70173 **STUTTGART**

Lautenschlagerstrasse 22

KEEP UP-TO-DATE WITH BNP PARIBAS REAL ESTATE'S NEWS,  
WHEREVER YOU ARE

# #BEYONDBUILDINGS



Publisher and copyright: BNP Paribas Real Estate  
Photography: Cover ©davis - stock.adobe.com, ©piranka - Getty Images, ©ventdusud - shutterstock • Inner pages ©Antoine Huot, ©Vincent Fillon, ©mediaphotos - Getty Images,  
Status March 2021