

# Turnkey Project Management & Procurement Services

## Targeted Solution – Improved Operations & Productivity

### OBJECTIVE

Assurant Group (“Assurant”) was experiencing an explosive surge in its customer base, and required an operations center with additional capacity and state of the art technology. The facility needed to accommodate nearly triple the current Florence, SC operation employment. In addition, Assurant’s business managers dictated tight cost controls while requiring a top of the line facility for Assurant’s operations.

### APPROACH

Through extensive analysis, NKF Consulting helped determine that the best solution for Assurant was to relocate from their existing space within an old grocery facility, to a new, larger, build-to-suit office building. The NKF Consulting team successfully spearheaded Assurant’s ground-up project, guiding them through all of the challenges associated with such a monumental project – including challenging soil issues and geotechnical concerns. NKF Consulting was also successful in negotiating significant discounts for Assurant on their existing Corporate Standards Program. Additionally, municipal incentives were secured for a portion of the building costs and abatements of sales tax on all FF&E secured. NKF Consulting provided all procurement services and interacted with the state of South Carolina to ensure all abatements were achieved.

### SOLUTION

Assurant’s ground-up build-to-suit and relocation was successfully executed, on schedule (to accommodate for geotechnical site issues) and under the FF&E budget. In total, the procurement strategies of Newmark Knight Frank Project Management & Logistics saved Assurant over \$625,000 in FF&E expense. The NKF Consulting team further reduced the architectural engineer’s fees of \$200,000 and worked with the Developer and GC to negotiate more favorable discounts on the sub contractors and suppliers pricing. In addition, significant incentives were achieved during the entire project. Assurant’s total financial benefit was well above NKF Consulting’s total fee, and Assurant achieved a well-engineered, efficient building in which to operate their business.

