

## Reference

Alvarez & Marsal is a leading, globally active provider of business consultancy services particularly for companies in crisis situations.

In 2006, Alvarez & Marsal Europe LLP, London, was commissioned with the restructuring of the insolvent HEROS Group. As part of this process of reform, from June to November 2006, Andreas Hattemer represented our company in successfully setting up facility management and project management of building projects for the acquisition of the German cash-handling company by the security service provider SecurLog GmbH, with its registered head office in Düsseldorf.

Within 6 months and after detailed analysis of the economic and maintenance aspects of the 70 HEROS branches, Mr Hattemer succeeded in presenting a portfolio of 30 viable branches to SecurLog.

In many cases, his hard negotiations with the landlords led to significant improvements in results with early termination of contracts with little or no penalties. Mr Hattemer planned the work necessary for decommissioning the special security technology equipment common in this industry in those branches set for closure in a reliable manner; he also coordinated the selection and commissioning of the workshops, as well as supervised and ultimately inspected and approved the construction progress. Furthermore, the new premises set up in Osnabrück were built under the construction supervision of Mr Hattemer to our complete satisfaction.

Andreas Hattemer excels himself through his high level of industry know-how in the field of branch management of large chains, his consistent and relentless negotiating skills as well as his construction and real estate expertise. Mr Hattemer's cooperation with all companies taking part in this process was characterised by reliability and the stringent quality implementation of projects for the purpose of his clients.



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