## Client case study 13: Kempinski Hotel, Al Khobar, Saudi Arabia

**Operator selection** services for a 5-star business hotel

Client: Leading group of companies Tasks:

- Operator identification
- Formal correspondence and meetings
- Comparison of chain strengths and offers
- Short-listing
- Written and face to face negotiations
- Contract analysis and editing
- Market study





...when diligence is due

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