

Client case study 14: Coral Qurum Hotel, Muscat

Operator selection services for a 4-star business hotel

Client: Leading group of companies

Tasks:

- Operator identification (followed our feasibility study, which we also updated)
- Formal correspondence and introductory meetings
- Comparison of chain strengths and financial offers
- Short-listing
- Written and face to face negotiations
- Contract analysis and editing



...when diligence is due

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