

We offer room to  
your real estate  
development needs.

BARBIERI SVILUPPO IMMOBILIARE S.R.L.

## Have you ever wondered what the three most important factors to open a retail store are?

Anglo-Saxon's, with their typical irony, answer this question with a common expression in this field, namely: "*location, location, location*". The meaning is clear: **positioning of a property is fundamental**. This is true, whether the property is meant for commercial activity which in turn becomes an investment with a productive revenue, or even for shopping malls and Retail Spaces, in which case the interested parties that commercialize have a period of expectation for the turnover.

**There's more to it:** Firstly, identifying the location and ideal property is tasking and complicated. Once established, then clear negotiations that are advantageous are initiated. Then comes the administrative technical controls, layouts of contracts, analyzing the feasibility and commercialization in the case of property for investment purposes. These are but a few of some examples of the complex situations to expect.

To handle these stages speedily, with tranquility and confidently in a solid investment requires *great professional competence, experience and knowledge of the field*. In other words, **a trustworthy partner** capable of offering services at 360 degrees, from providing business analysis, managerial consultancy to legal and administrative coverage.

**Barbieri Sviluppo Immobiliare is just the ideal partner.**

Whoever works with us finds a **team** that blends experience and renewed passion, precision, intuition, foresight, and a capacity to listen and discern the immediate needs of the client in every situation.

# AGENCY

## Location and acquisition of property for commercial purposes

BSI and its specialized team make available National and International groups and Chains with deep knowledge of the Italian market and its territory, then help to locate and acquire new property. The service is complete and the client is supported in every phase of the project: from the initial preliminaries, care is taken to meet business needs in bureaucratic matters, research to locate the ideal property or estate, and purchasing procedures.

### > Site evaluations

The economic environment of the Italian territory is peculiar, of which BSI and its partners are fully aware of. After carefully listening to the specific needs and goals of their client, our team designs a strategy to start up your retail with brand positioning, suitable requirements and above all with the best turnover.

### > Handling negotiations

With BSI, the value of a property can be evaluated effectively. The negotiations are handled with frankness and in a brief period, always focused on supporting the client each step of the negotiation and to his advantage.

### > Technical Administrative Checks

In Italy, bureaucracy can sometimes slow down or cause set-backs that can complicate a business project. BSI consultants are completely aware of these complications and together with collaborating qualified partners in the facility management, provide support to their clients in technical administrative checks.

### > Contract Settlements

BSI helps clients understand the legal obligations during contract settlements providing needed guarantee that the business will be operative and functioning at the expected time.

# INVESTMENT

## **Local monitoring, analyzing and handling the best business venture**

Owning property is fundamental not only for a family, but also companies. Just think that even big industrial companies need to have collateral to get a loan from a bank. BSI is your ideal consultant to broaden your portfolio of property assets for every merchandising category to suit your needs. With our team, our clients find a competent partner capable of thoroughly assessing growth perspective in this complex sector.

### **> Store opening prospective analysis**

Every client has different purposes of setting up a store. The store that can fill those needs is out there somewhere in that economically, culturally and socially stratified land of Italy. BSI is just the team to find that venue rapidly with certainty.

### **> Services**

It wouldn't be wise to engage in serious negotiations, only to discover the property desired doesn't meet the criteria for a profitable investment. Thanks to BSI who accurately analyze preliminary data and free you of any doubts.

### **> Managerial, Legal and Administration Consultancy**

The investment has to be well managed to become a profitable operation. To achieve this BSI is available to offer suitable profitable solutions and to work side by side with its clients to achieve these administrative goals.

### **> Marketing**

BSI doesn't limit itself to surveying, evaluations, management consultancy even when that is the goal but also in marketing property. Obviously, with the objective of satisfying their client.

### **> Foreign Investment**

Geographical distance, lack of know-how in this field, cultural, social and not to mention language barriers can hinder one's interest in foreign business investment, or even in venturing into unprofitable operations. Barbieri's vast experience fortunately goes beyond such limits and they are your best partners

in surveying and strategizing property as well as providing legal and tax consultancy.

## **SHOPPING CENTER & RETAIL PARK**

### **With us, major projects are made easy**

Marketing a shopping centre and a retail park is a delicate and ambitious undertaking that requires a competent and trustworthy partner. More than ever shopping malls have become a part of our lives and a reference point in their functional areas: obtaining the optimum merchandising-mix is therefore a great responsibility. BSI is in the best position of providing needed data and answers that can transform this responsibility into a real and concrete opportunity.

#### **> Store opening prospective analysis**

Is the shopping venue traffic flow diversified? Is it at the core of a nearby highly concentrated residential area? Is it easily accessible to all including a significant flow of tourists? Traffic analysis a fundamental aspect of the services offered by the Barbieri team.

#### **> Financial planning**

Our expert team carefully examines the economic feasibility of the project, which can usually be complicated yet worth reviewing.

#### **> Marketing and defining merchandising-mix**

Profound Knowledge of the Italian territory enables BSI to assist its clients in locating sites and merchandise their goods and services to make it a profitable business venture.

#### **> Rental contract formation**

The legal and administrative team, work hand in hand with the client to obtain the quickest, safest and advantageous leasing deal in every single detail.

# ADVISOR

## Open doors to new business opportunities

At first glance, investments can all look similar when it comes to opportunities, on the other hand the desire to invest in a project can seem farfetched or not forthcoming or maybe the project ideas are brilliant, but without refined details. BSI and its partners can transform your ideas into concrete, profitable plans. We are determined not only to provide personalized answers but most importantly to understand our client needs and ambitions.

Trusting in us to evaluate your new business opportunities guarantees you 360° consultancy that includes:

### > Marketing Analysis

Preliminary assessment gives one a broad vision of the different markets in the sector like shopping malls, free standing stores, retail parks, in town shopping venues and outlets. BSI conduct precise and up to date personalized research on competitive logistics on sales points in the area and assess its potential growth perspective for the client.

### > Quantification of customer flow

This quantification is personalized and based on the project (shopping malls, free-standing stores, in town shopping venues etc) and takes into account the characteristics of the store location, customer flow analysis and also prospective clientele of the shop and assessing the overall competitive scope.

### > Development strategy

We have competent skills combined with field experience and techniques that enable us to come up with suitable plans, for retail and manageable real estate.

### > Internationalization

BSI and partner back up enterprises that want to start up international markets providing step by step direction in the project.

Our team defines the client needs of the business project they want to export, data of which is obtained from the market distribution of the intended destination

in compliance to customs, fiscal and current currency, then makes a careful foreign market assessment in terms of accessibility.

### **> Support and development to improve sales points performance**

What is the real potential of already existing and functional sales points? There's always a measuring line for improvement. Our company sets critical limits that point out opportunities of growth for the sales points, advising new methods of creating customer flow.

### **> Developing a Franchising network**

Barbieri Sviluppo Immobiliare has at their disposal their own experience and Know-how to implement franchising projects. Giving needed help to their clients in selecting affiliations recognized by our partners that can help your business grow.

### **> Business retail “due diligence”**

The English expression “due diligence” comes from the Latin word “diligentia” meaning investigation conducted with specific diligence. Therefore personalization and quality are our fundamental qualities in this activity of appraising the cost of property. Due diligence is therefore: legal document checks: technical project checks that correspond to the blueprints provided: economical appraisal of the business in relation to its actual use and potential. Following this benchmark analysis, realization of the business plan is under-way, client is backed up until the start-up phase of the project.

## **NETWORK**

### **Facility management and directional and management consultancy**

Leonardo da Vinci was renowned for his excelling knowledge of the human body. Things are no longer the same, unfortunately, the world has become very complicated that's why it's so important to incorporate highly competent services that are trustworthy. BSI has in the course of years selected such a network of services to suit their clients.

## > Facility Management

Change is needed in order to improve: This becomes a need in this ever changing International economic scenario. An internal management review is a fundamental step in keeping up a competitive business in the market. With its partner BSI offers the best solution to maximize the economic activity in an investment resulting in growth and profits.

## > Analysis and directional consultancy

An ambitious business venture has to have clear ideas in relation to other companies and consumers both from a strategic point of view and operative contact areas in order to be effective in this field. In this sector our consultants are supported by prestigious Italian specialists in marketing and relations channel. ([www.tradelab.it](http://www.tradelab.it))

## CONTACT US

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