

HOT PROJECT MANAGEMENT



Marriott Marbella Beach Resort - jewel in the crown

MDCI PROJECT DEVELOPERS**Incomparable track record**

With 17 years of hands-on industry experience working with multinational companies of the stature of Global Development and Marriott International Inc., Mark Lawson, managing director of MDCI (Management & Development Consulting International) launched his Marbella-based company in 1999. And, suffice to say that – with a dedicated team of 20 experts – the organisation is currently responsible for managing the construction of 600 units at nine different projects on the Costa del Sol, together totalling investments of some 120 million euros. Mark estimates that private villa owners represent around 30 per cent of MDCI's business, the remainder comprising corporate clients such as FBD - a major Irish insurance company quoted on the Dublin Stock Exchange and owner of the La Cala Golf Resort - La Perla Living, and Silkmore Spain, in addition to a number of UK investment companies developing projects in Spain and requiring their business targets to be protected. To date some 20 projects in mainland Spain, the Canaries and the Balearics have been successfully completed. The renowned Marriott Marbella Beach Resort, for example - an \$80 million luxury development of 288 superior, beach-side apartments



Commitment
and flexibility

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The exclusive and prestigious La Cala Resort

Delivering the goods

developed for hospitality multinational Marriott International Inc. – was not only completed on time, but also some 15 per cent under budget. “No project that we have controlled has ever been developed over budget, or delivered after the scheduled time,” explains Mark. “Add to this the fact that due to MDCI’s significant purchasing power, clients using all our services and resources are likely to enjoy an overall discount on fees of between 20 and 30 per cent, and our average development fee of between two and three per cent is money more than well spent.” Similarly, it requires no great mathematical genius to work out that with savings typically of

from three to seven per cent returned to the bottom line, a reputable project management company can ensure that you’re quids in! But it’s not just about money, important though that unquestionably is. “At MDCI we pride ourselves on our flexibility,” says Mark. “We can provide a comprehensive service starting from green field and feasibility studies... all the way through to turnkey stage, providing project managers, architects, engineers, surveyors, interior designers and landscape gardeners as required. For developers, we can advise on the optimum use of land, financing strategies, sales and marketing and so on, while for private owners, we can ensure that architects stick to both their briefs and budgets, respecting clients’ individual needs and priorities.” 

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