



Advantages of utilizing the HCI Specialized Development Consulting Services:

- ✓ Reduces technical service requirements and assures that design complies with standards of international hotel companies.
- ✓ Provides the most professional marketing material for the sale, if appropriate, of the suites and rooms.
- ✓ Achieves the optimal professional presentation for the purpose of attracting both debt and equity to the development.
- ✓ Offers a more visual understanding of the project so that changes in design can be completed at an early phase rather than expensive modifications during construction.
- ✓ Incorporates an international team focus, which will ease negotiations with international contractors and financial institutions (e.g. EXIM - Bank).
- ✓ Ensures through the development team that the dictates of the market concluded in HCI's study will be reflected in the development's Master Plan and Design Plan and that HCI's presentation study will incorporate architectural design considerations and the conclusions of specialized consultants (when appropriate) allied to HCI.
- ✓ Reflects in the final plan the involvement and expertise of the developer and of HCI.

DEVELOPMENT CONSULTING

To complement our development consulting business, HCI Hotel Consulting International has formed strategic alliances with three major international hospitality architectural firms:

Team Approach - In order to assemble the optimal development team for a given project, HCI provides its clients with a list of potential development team member firms with the reputation and experience to complete the project's Master Plan. Based upon our client's criteria, HCI assists in selecting the most appropriate team member firm for the development group. A special emphasis is placed on cost, both initial and overall, of the services of each member of the team. If it becomes necessary to replace any team members for any reason, HCI assists in the selection process of a new team member with the least possible disruption to the project.

Review and Analysis - HCI will review and analyze the preliminary plans, architectural plans, space allocations, equipment specifications, operating efficiency, schematics and budgets produced by the architects to formulate an opinion on the optimal facilities for the project. We will also review and advise on the schematics and budgets produced by the architect and present conclusions and recommendations.

Strategic Alliances - HCI, has alliances with LPA Architects, Sandy & Babcock Architect Planners, and VOA Associates, three major international hospitality architectural firms. Other strategic alliances that complement our development consulting business include associations with Moffat & Nichol Engineers, a leader in marina planning and design, and a leading full-service spa consulting company. Together with HCI, these firms can provide all of the necessary architectural consulting services and a visual package which incorporates schematic designs, color boards, floor plans and a video which can be utilized to attract international hotel companies and prospective investors. VOA and LPA will work with qualified local architects at the client's request. This strategic alliance renders extremely reliable results as our projections are based on actual plans for the proposed developments, and are constantly updated according to the recommendations of the development team.