



Office Solutions Specialist



ROMANIA | EUROPE

capability statement



At **EKKO**, we strive to **deliver projects** on time and **on budget** by an **experienced team**.

THE EKKO DIFFERENCE

You know what we love about our company? Every one of us comes to work every day to do something we love; we get to create spaces that leave a legacy for many years to come.

We also get to work with people and do things that inspire them; it's the most wonderful feeling. In fact, the fun part is trying to find out all the different ways, using different products and services we can come up with, to do that.

What's really amazing is that it's good for business. We work with some of the biggest companies and some much smaller, but our intention is that each and every one of them loves working with us.

Our aim is to make a **complex project simple** while achieving maximum value for money.



UNDERSTANDING THE 'WHY' AND 'WHO'

The 'Why': At all team levels, an important element of our daily thinking at EKKO is working by a simple yet over-looked philosophy: understanding the *Why?* that motivates our clients.

"Why do our clients want to build their project?"

"What is the main driver for their investment?"

Having a clear sense of *Why?* sets expectations. If we don't know the *Why?* and communicate it clearly, then we won't know what to expect; that causes the minimum expectation— on price, quality, service, features, that is, the 'commodity stuff'. But when we do have a sense of *Why?* we can expect more so the acceptable standard is higher.

We hold ourselves accountable for this important element of our firm's purpose.

Added to this, we have the vast experience necessary to work with the design team on advising the best form of construction methods/products to align with the intention of the *Why?*; we are also flexible enough to adjust our service to suit the client's needs.

Who we are:

Aside from our highly experienced directors and senior management staff, all personnel employed within the EKKO team have been carefully selected to offer valuable skills and expertise in enabling the firm to offer a well-rounded construction service to the property industry.

Everyone in the organisation is held accountable for how we do things –for our beliefs, our guiding principles and for insisting that everything we say and everything we do is consistent with our core philosophy.

We take a great deal of time, effort and care to employ team members with a great cultural fit. We do this so clients can be confident when working with any EKKO employee in their abilities, and that they are a conduit to the knowledge of the entire group and can clearly communicate our *Why?*

We truly work as a team.

“Your customer doesn’t care how much you know until they know how much you care.”

- Damon Richards



VISION

Our vision is to create long term relationships with our partners, to better understand their purpose and values and to hand-over office interiors exactly suited to their business needs. We carefully listen to your recommendations and suggestions, follow and anticipate market trends, in order to provide customized and leading-edge products and services. We want to thank you for your confidence which we have enjoyed for over 12 years.

MISSION

We are a leading integrated office design & build specialist, experienced in all the interior construction trades. Through the construction of your workplace, we provide a complete range of services and know-how in order to ensure high quality turnkey solutions for your project.

Our creative team will inspire your with the quality of our fit-out works. Every step of the way, we are always actively seeking feedback from our customers and see that we successfully meet all their expectancies. The secret of our success lies in the professionalism and commitment of our team. We have highly specialized people, organized in design & consultancy, technical engineering, site management and project management, sales and sales support functions, thus delivering complex and efficient turnkey solutions for office projects.

We build the intangibles of trust and loyalty. Trust and loyalty are our true measures of success : they are inherent in what we believe and are reflected in how we behave each and every day.

We have a highly-skilled, tight-knit team who link their professional skills together



CULTURE

FRIENDLY, SUPPORTIVE, PROFESSIONAL

Our Vision and Mission lay the important foundation to guide our team towards EKKO's purpose, guiding principles and beliefs.

This foundation is regularly communicated internally; it often starts the consideration towards any project and is used as a reminder of our reason for coming to work each day.

We employ our team members with this in mind and therefore align the team to the culture we have formed. We have a similar philosophy to that of former Southwest Airlines CEO Herb Kelleher who famously said: "You don't hire for skills, you hire for attitude".

He was suggesting that you can always develop skills within an employee with the right attitude. This is especially the case with our site managers.

As a result, we now have a very tight-knit and suitably skilled construction team who link their professional abilities and experience together in a friendly and supportive environment. They are responsible for demonstrating our *Why?* to the market and aligning these principles with whatever our company does.

Our company's structure is also designed to provide certainty to our team and allows EKKO to perform our important role as a collective group – with confidence, support and trust.



COMPANY SUMMARY

OFFICE SOLUTIONS SPECIALIST

EKKO OFFICE AG is led by some of the industry's most passionate and highly-skilled construction professionals.

We operate in Romania and Eastern Europe and, in a relatively short time, have forged a reputation of enviable quality, standard and service.

Our Directors are builders; most have served their building apprenticeships and worked their way through the multiple stages of management within the commercial construction industry. They are involved not only at an executive level, but also in the day-to-day running of client projects.

This broad base of experience and hands-on involvement enables the company's leaders with the ability either to circumvent potential obstacles or to respond quickly and effectively to challenges and new opportunities that become apparent during the course of a project.

This serves to ensure that construction quality and budget control is always maintained and that outcomes are in accordance with the client's highest expectations.

It's with this foundation that the EKKO's construction business structure and operational objectives are designed to align truly with our company motto of *Office Solutions Specialist*.



EXPERTISE AND OPERATIONAL CAPABILITIES

Our professional commitment to each new project lead to the company's continual growth. EKKO has created a wide client base, which includes such well-known companies as DELL, XEROX, E.ON, AMARIS, ATOS, WPRO, AUTOLIV, MERCEDES-BENZ, GENPACT, AMAZON, ENDAVA and many others.

We delivered a variety of office, commercial and industrial a projects and succeeded in every challenge faced. EKKO stands for a vast experience in its field and a dedicated team to do the best possible design and fit-out works.

Our operational capabilities refer to our national and european coverage, including locations such as Brasov, Iasi, Targu-Mures, Sibiu, Cluj, Oradea, Arad, Timisoara, Paris, Munchen, Sofia, Chisinau, Tirana and so on.

OFFICE INTERIORS

Our projects merge aspects like closeness, warmth, simplicity, color and functionality. In the end, the work space should try to inspire when everyone opens the office door.

TURNKEY PROJECTS

One of our most important challenge is to fit the requested number of people into the allocated space, while also allowing for future growth. We have the expertise to deliver a successful turnkey working environment which fits perfectly with your expectations and anticipated company dynamics.





COMMERCIAL AND OFFICE SPACE FIT-OUT

Since 2004, we have continuously developed and diversified our products and services. We comply with all the professional standards, delivering efficient, customized and integrated solutions for office and residential spaces, production halls and commercial areas, including design&consultancy services, project and site management, meeting the most elaborated requirements.

Our skills can be applied in any business sector, such as industry, professional services, banking, insurance, the food industry, new technologies, retail, e-commerce, the pharmaceutical industry and many more.

When meeting with our potential customers, we take pride in our ability to listen their stated requirements and interpreting their needs in a way that will enable us to create an environment that supports and reflects the unique company's organizational culture.

EKKO provides the following Services and Products:

- Design and Consultancy
- Project and Site Management
- Integrated Fit-out Works
- Interior Partitioning Systems
- Sanitary Partitioning Systems
- Complete Flooring Solutions
- MEP & HVAC Works
- Office Relocation Services
- Office Refurbishment Solutions
- Service and Maintenance

REFURBISHMENT, UPGRADES

Our team is focused on generating new ideas and finding practical solutions, thus contributing to the success of your business.

We take you from the initial office interior design concept right to project management and delivery of the finished turnkey project. Analysis and strategy are key concepts for our workplace consultants, in order to gain a detailed understanding of how your business works and how we can make it work better for you.

We develop and transform new or existing space to ensure that the working environment is occupied efficiently. Whatever specific requirements you have, we can provide a range of proposals that meet your budget and accommodate both collaborative and intellectual working.

Effective
Workplace
Health &
Safety is an
integral facet
to achieving
our objectives



QUALITY ASSURANCE

EKKO is committed to the pursuit of quality within the commercial & office integrated fit-out industry. The creation of a pleasant, courteous and obliging service carried out in an efficient and professional manner comes from within the nucleus of the company.

The company directors play an active part in the management and day-to-day supervision of all projects. A competitive spirit is observed in all dealings with potential clients.

It is the objective of EKKO to deliver fit-out works and services to our clients in compliance with all the relevant standards, laws, principles and good practice.

We also are committed to the implementation and maintenance of our ISO 9001:2008, ISO 14001:2004 and ISO OHSAS 18001:2007 certifications.

Quality is the responsibility of each and every team member and sub-contractor of EKKO and we ensure this by providing adequate resources, training and supervision to maintain our standards.

WORK HEALTH AND SAFETY

EKKO places significant importance on the health and safety of those we directly employ, sub-contract and also those who visit our sites/offices. We require all of our employees to regard incident prevention and working safely as a collective and individual responsibility.

EKKO endeavours to comply with all relevant legislation, codes of practice and standards, as well as other requirements placed upon us by our clients; and go above and beyond where necessary to achieve a safe, productive and healthy workplace.

Health and Safety management extends to our employees, sub-contractors and site visitors/guests. All at-risk operations are identified, assessed and discussed and measures are developed to attempt to alleviate any unsafe practices, preventing incidents from occurring.



SOCIAL AND ENVIRONMENTAL SUSTAINABILITY

We are committed to actively participate to the environment protection. In order to achieve this goal, we are carefully selecting and constantly distributing products which are recyclable and are being obtained through an industrial process that is protecting the environment and limiting pollution and waste to the minimum.

We advise our partners on taking advantage on the latest innovations and technologies, thus lowering the companies's energy consumption and enhancing its reputation on the market. The raw material that composes the office partitioning systems, which is aluminium, is 100% indefinitely recyclable.

Our team place an emphasis on the social responsibility policy. We actively assist Let's do it Romania's programs.

whether it's waste cleaning and disposal on National Cleaning Day or reuse of office furniture for the less equipped rural schools program. We want to bring our contribution to changing things for the better and support responsible waist disposal.

Let's Do It Romania's team launched the first office furniture reuse campaign with EKKO. The project aims to improve one of the most serious problems that the rural schools are facing: degaded furniture. The partnership with Let's Do It Romania for My Green School Project started with a donation of desks, cabinets and roll-boxes for classrooms and laboratories. Since that first campaign, EKKO actively donates the used office furniture its clients no longer use.





JOB SHOW-CASE

CURRENT & RECENT PROJECTS

PROJECT	SUMMARY	SURFACE
XEROX Business Services Iasi	Complete Fit-Out Works	10. 000 sqm
E.ON Romania - Bucharest, Targu-Mures	E.ON Romania - Bucharest, Targu-Mures	7.000 sqm
Mercedes-Benz Romania	Complete Fit-Out Works	3.500 sqm
XEROX Business Services Bucharest	Complete Fit-Out Works	4.500 sqm
DELL Romania	Fit-Out & Refurbish Works	7.000 sqm
WORLD BANK Headquarters Romania	Complete Fit-Out Works	1.500 sqm
SYNGENTA Romania	Complete Fit-Out Works	2.000 sqm
ATOS Romania - Timisoara	Complete Fit-Out Works	2.500 sqm
INFOSYS Consulting	Complete Fit-Out Works	600 sqm
ELSTER Romania - Timisoara	Fit-Out Works & Partitions	2.500 sqm
WEBASTO Romania - Arad	Fit-Out Works & Partitions	200 sqm
Merck Sharp&Dohme Romania	Complete Refurbish	3.000 sqm



COMPANY IDENTIFICATION AND LOCATIONS

HEADQUARTERS ADDRESS

- DV24 Offices, 24 Delea Veche Street, Building D, 4th Floor, Bucharest 2, 024102

IDENTIFICATION DATA

- EKKO OFFICE AG SRL
- VAT Number : RO16155176
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- Phone / Fax : +40 021 250 30 75
- Mobile : +40 0722 431 187
- E-mail : office@ekko.ro
- Web : www.ekko.ro

LOCATIONS

- Bucharest, Iasi, Cluj-Napoca, Targu-Mures, Brasov, Timisoara, Arad, Oradea, Sibiu and so on.
- Europe (eg. France, Germany, Bulgaria, Moldavia, Albania)