

Medina Consulting, LLC



Capability Statement

I. Company Information

Name: Medina Consulting, LLC
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Certifications: Women Business Enterprise Certified (WBENC), State of Connecticut – SBE/MBE Certified (DAS), New York City – M/WBE (*certification pending*), Project Management Professional (PMP)

Company Description:

Medina is a corporate real estate consulting company that represents the client during site selection, design, and construction phases as well as relocation. We focus on supplying property services and products to large and small companies that require property expertise for a project or as ongoing support.

II. Key Differentiators

Our in-house consulting team represents 35+ years' experience in corporate real estate. Acting as an independent property expert, we maximize value and identify cost savings that is catered to the client while consistently providing high quality service.

We have spent extensive time servicing complex trading environments that demand zero downtime. This high standard is applied to all of our clients who are relocating, expanding, renovating or decommissioning their facilities. An emphasis is also placed on ergonomics, healthy working environments, and smart use of space.

Our accomplishments:

- Design team member for a 100,000 sq. ft. trading floor ensuring that the space met the technology and business requirements.
- 32 years of project management experience, with budgets ranging from \$50K to \$600mm.
- Built out new/renovated 33 offices across the U.S. and Canada.
- Built 20+ trading floors, ranging from 2-200-100 seats each.
- Analyzed and saved \$6mm+ of a \$80mm property budget.
- Negotiated and managed \$100mm+ in leases.
- Facility manager for over 100 mm sq. ft. of occupied spaces across the U.S. and Canada.
- Converted NASDAQ data center in to a data center and disaster recovery space.

Medina is not a company that follows the “one size fits all” model, we strive to ensure flexibility for the user and future proofing for the client. We recommend and source the best products and pricing available that is in the best interest of our clients.

The key to Medina's success is being an independent resource representing the client's best interest while utilizing industry best practices.

III. Services and Products

Medina is an authorized re-seller of multiple office furniture lines and provides a wide array of corporate property management and consulting services.

Property Services:

- Trading floor design
- Coordinate move, adds, and changes
- Relocation planning
- Space layout and design
- Planning and site selection
- Furniture and product selection
- Construction management
- Security coordination
- Technology and video conference coordination
- Budgeting
- Artwork selection
- Lease management
- Property management
- Site decommissioning
- Day 2 onward property support

Office Products:

- Certified re-seller for: Ergotech, Humanscale, ESI, Nightingale, National Lighting, Office Source Furniture/COE Distributing
- Ergonomic task chairs and other seating
- Sit/Stand desks
- Regular desks and workstations
- Reception area furniture
- Panels and privacy screens
- Monitor Arms
- Filing cabinets and pedestals
- Desk lighting
- Cable management
- Conference tables
- Desk power modules (USB ports, data ports, outlets)

IV. Major Customers: A Record of Unsurpassed Client Satisfaction

Medina is known for exceeding client expectations. See below client engagements we have implemented and continue to manage through Day 2 support. These projects characterize our ability to deliver on-time while keeping a close eye on costs and the high level of service and diversity of skills and talents that we deliver to our clients.

A. OneMain Financial



Period of Performance: April 2015 – Present
Location: Stamford, CT

Project Description:

Medina provided consulting services to help locate a new corporate headquarters, including project management of all aspects of the design and build out. The 15,000 sf space included 70 trading desks, 20 offices/conference rooms, 20-person video conference room, datacenter and 2 40kva ups units. We selected all furniture, fixtures, and artwork, coordinated the technology, cable, and security installation, and managed total budget. In addition, Medina led the relocation activities to the new office location and provides ongoing day 2 support for any additional facility issues.

B. Olympus Partners



Period of Performance: January 2015 – Present
Location: Stamford, CT

Project Description:

Medina provided consulting design services and project managed all aspects of the 10,000 sf office renovation which was an occupied space requiring zero business interruption. All furniture was replaced and office construction was phased over several months to ensure business operation remained intact. Furniture and monitor arms were supplied through Medina and all technology was coordinated and supervised by Medina staff. In addition, we provide support for additional ongoing facility issues as they arise.