

TRUMBULL PROPERTY CAPABILITY

2021



We are in the business of building long term sustainable relationships with our tenant clients.

We use our previous experience of managing and operating major property enterprises, to understand the business needs of our tenants and our job is to create property outcomes which sync with the business imperatives of our tenant clients.

Our service is a bit different to others. We spend the time getting to know what are the key commercial drivers and what are the objectives which require exceptional outcomes. This enables us to determine a robust strategy addressing our tenants needs both for the short term and long term. It's a good process which we enjoy and our tenant feedback indicates that they enjoy it as well!

Our service is tailored to suit the needs of each tenant. It can range from early property advice through to a fully integrated service.

THE FULL SERVICE WE OFFER INCLUDES:

- 1 PROPERTY ADVISORY
- 2 SERVICE DESIGN BRIEF
- 3 PROPERTY PROCUREMENT SOLUTION
- 4 LEASE COMMITMENT
- 5 PROJECT MANAGEMENT AND CONSTRUCTION MANAGEMENT



We remain committed to our commercial and industrial tenant clients to provide the highest level of service possible.

PROPERTY ADVISORY

In this initial phase, we provide Property Advisory and market advice for early consideration by the tenant of an existing or new lease. Our job is to provide adequate information and recommendations to enable the tenant to consider all aspects of their subsequent property decision.

SERVICE DESIGN BRIEF

The next step is to establish the Service Design Brief which is about “fact checking” to challenge all aspects of the pending property process. It’s about creating the right “plan of attack”. All appropriate tenant stakeholders are engaged in this phase which entails:

- Business needs analysis encompassing effect of property outcome on key people;
- Identification and documentation of commercial imperatives;
- Property assessment and space utilisation;
- Smart building & technology assessment;
- Finalisation of the property procurement process which will deliver the best value to the tenant.

PROPERTY PROCUREMENT SOLUTION

On behalf of the tenant, we then implement the Property Procurement Solution.

This is the phase where we use our experience and skill in lease negotiations, market knowledge and understanding the mechanics of the property market to attain a great lease outcome.

We implement the agreed strategy and engage with the market both formally and informally. We connect with real estate agents and others to explain the tenants business objectives and ensure that they provide suitable property solutions for the consideration of the tenant.

LEASE COMMITMENT

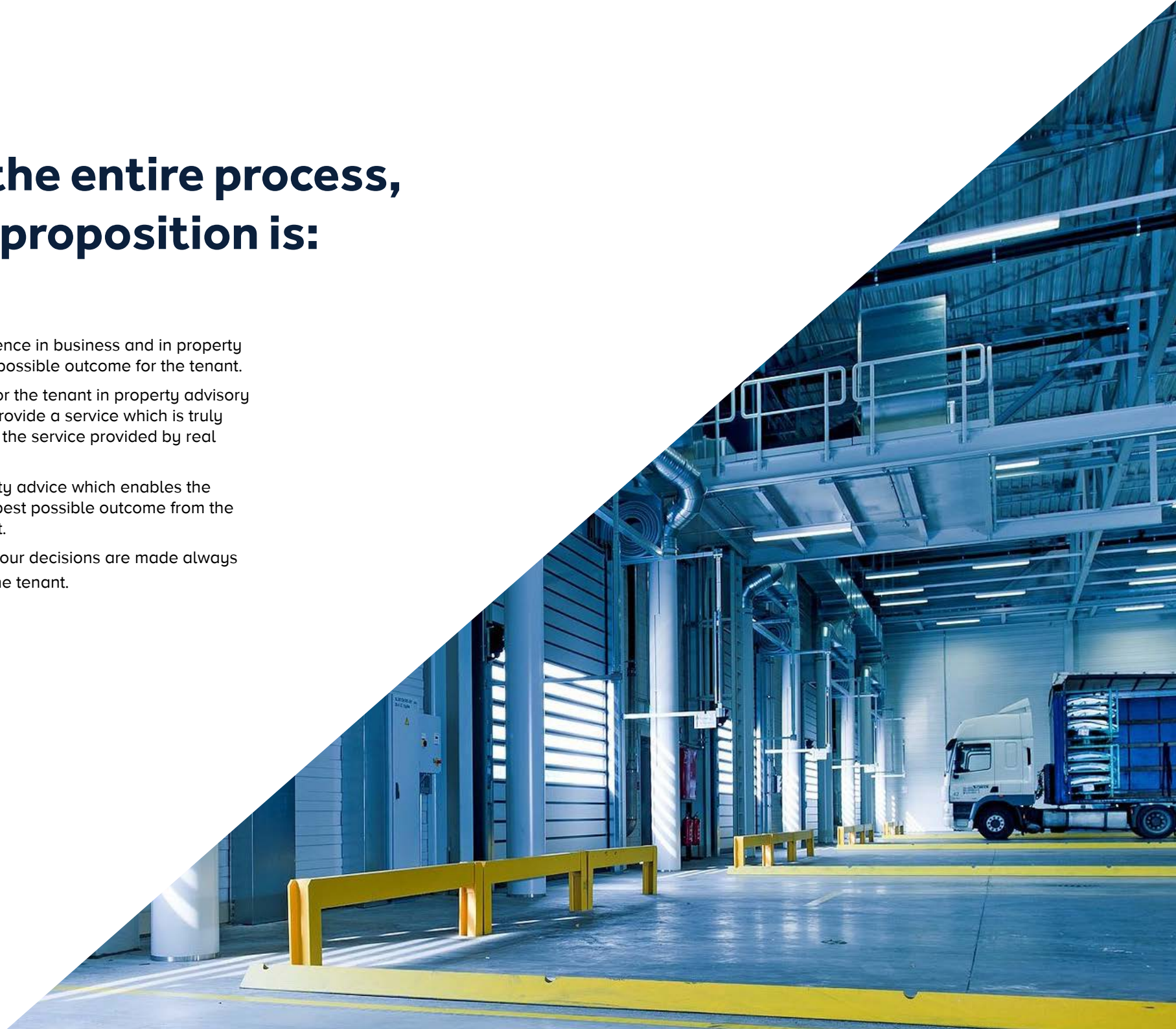
We apply a negotiation technique that maximises the outcome for tenant clients and we are not conflicted, unlike agents, as we don’t sell, lease or manage property on behalf of owners.

PROJECT AND CONSTRUCTION MANAGEMENT

Once an agreement has been executed, the Lease Commitment, between the tenant and the landlord, we are able to offer a multitude of services as appropriate, such as in Project Management of new or existing properties and in Construction Management of “make good” scope. We work with Notrom Group to deliver these services. Notrom Group is an extremely capable and trusted provider of Project Management and Construction Management services to Trumbull Property and its customers.

Through the entire process, our value proposition is:

- To use our experience in business and in property to attain the best possible outcome for the tenant.
- To only ever act for the tenant in property advisory and in doing so, provide a service which is truly independent from the service provided by real estate agents.
- To provide property advice which enables the tenant to get the best possible outcome from the real estate market.
- To ensure that all our decisions are made always to the benefit of the tenant.



Trumbull Property Senior Team



RICHARD TRUMBULL
NATIONAL DIRECTOR

Richard has over 15 years' experience holding senior positions for some of Australia's largest owners and developers of industrial and commercial property. Richard has been involved in some of the largest developments and pre commitments in the country, delivering warehouse and workshop solutions for groups including; Super Retail Group (50,000sqm), The Reject Shop, Australian Pharmaceutical Industries and many others.

Richard's experience from working in the supply side of property with owners and developers enables him to provide valuable insights for his customers, industrial and commercial tenants, when negotiating and finalising lease agreements.



JAMES STRAHAN
NATIONAL DIRECTOR

James is a highly motivated and driven professional with a proven track record of success across multiple roles in the property industry; both in Australia and UK. James' expansive knowledge base and extensive industry experience allows him to provide occupiers with strategic advice in all real estate sectors including; valuation, lease negotiations, property procurement, development and property management.

James has excellent analytical and reporting skills, a strong work ethic, advanced negotiation and leadership skills and a commitment to continued professional development.



TRUMBULLPROPERTY.COM.AU

TRUMBULL PROPERTY

Sydney
Level 7, 44 Bridge Street Sydney
NSW 2000

Brisbane
1 Prospect Street, Fortitude Valley
QLD 4006

RICHARD TRUMBULL
NATIONAL DIRECTOR

Email: richard@trumbullproperty.com.au
Ph: +61 409 603 068

JAMES STRAHAN
NATIONAL DIRECTOR

Email: james@trumbullproperty.com.au
Ph: +61 499 475 901