

## EBRD ASB IA Hospitality Advisory & Consultancy Services

The EBRD ASB International Advisory (IA) Hospitality Team can share their wealth of expertise!

- The EBRD ASB IA Team helps small and medium-sized businesses (SME's), such as hotels, resorts, serviced apartments, and restaurants, to achieve tangible and sustainable business growth.
- Click [here](#) for examples of Advisory & Consulting Services offered by the EBRD ASB IA Hospitality Team (use Username & Password: EBRD).

An example of a successful EBRD ASB IA Team Project!

- Click [here](#) (use Password EBRD) to play a video testimonial from the Owners of BERD'S, a lifestyle venue in Chisinau, Moldova.
- The project has resulted in streamlined hotel operations, which showed an increase in EBITDA (Year-on-Year) over 90% upon completion of the project.

## Suggestions of Projects, which can be modified based on Client requirements

Project duration can be up to 18 months, including 50 – 60 days of delivery during 5 – 8 visits.

(Click the link and use Username & Password: EBRD)

<ul style="list-style-type: none"><li>• <a href="#">Pre-Opening Advisory of Greenfield &amp; Brownfield Hotels</a></li><li>• <a href="#">Introduction to Industry Best-Practice of Hotels &amp; Restaurants</a></li><li>• <a href="#">Creating Credible Hotels or Restaurants</a></li><li>• <a href="#">Asset Management &amp; RICS Valuation of Hotels &amp; Restaurants</a></li><li>• <a href="#">GDPR – General Data Protection Regulation</a></li></ul>	<ul style="list-style-type: none"><li>• <a href="#">Human Resources Management</a></li><li>• <a href="#">Marketing, Revenue Management &amp; Distribution, and Sales</a></li><li>• <a href="#">Rooms Division</a> • <a href="#">Food &amp; Beverage</a></li><li>• <a href="#">Hotels' Spa &amp; Wellness</a></li></ul>
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## Raoul Gransier • Team Co-Ordinator • EBRD ASB IA Hospitality

**EBRD's International Hospitality Advisory Projects are coordinated by Raoul, together with a team of over 20 hospitality specialists.**



Raoul is a senior hospitality professional, specialised in optimising top and bottom-line results of SME hotels, through people, product and commerce, with a focus on Hotel Owners and Property Investors.

Please visit his profile on [LinkedIn](#), and contact him via email at [GransieR@ebrd.com](mailto:GransieR@ebrd.com), via Skype at **ga.ragran** or by phone on **+43-676-482-2535**.

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**The EBRD ASB IA Hospitality Team consist of leading International industry Advisors (SIA's) & Experts (SIE's)**



The expertise ranges from General Management to specific subjects such as Greenfield & Brownfield Development of Hotels & Restaurants, Performance Management by KPI Management, Organisational Change Management, GDPR, Valuation by RICS Standards, Asset Management, Business Planning & Budgeting, Hygiene in the Kitchen, Life/Health & Safety, Reservation & Marketing Technology and Techniques, Excellence in Rooms Division and Food & Beverage and/or Spa & Wellness, and a lot more - simply ask us!