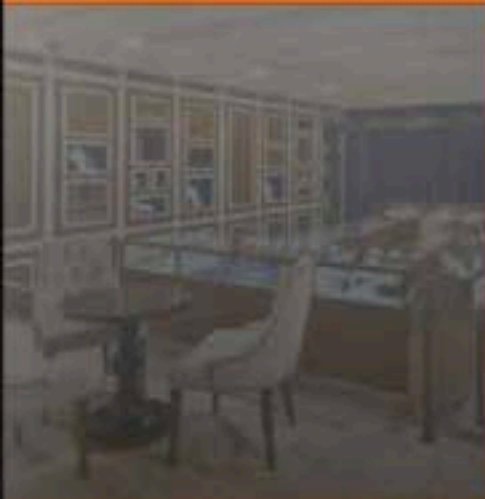


# MAKING SENSE OF CONSTRUCTION MANAGEMENT



All construction projects have their hurdles, and it's how a project manager handles the unexpected that truly defines his skill. And working on an unoccupied job site can be difficult enough, but refurbishing a still-occupied retail or office space brings its own set of challenges, both for the builders and the occupants. Fit-out and refurbishment jobs can be quite a course to run!

As a recognised leader in the field of construction management for Australia's commercial office, retail, and hospitality sectors, Sense Projects Pty Ltd is proud of its stellar record when it comes to proving high-quality fit-out and refurbishment projects. Although they will celebrate five years in business in 2011, Sense Projects Director/Owners Brett Eichhorn and Kristian Kelly possess over 30 years' worth of hands-on experience in the nation's commercial, retail, and hotel fit-out industry. Their amassed knowledge of site management and project management has enabled them to successfully take on the construction of many successful projects, and amass a client list that is nothing less than enviable.

"About 70 to 80 per cent of our work is in occupied spaces," says Sense Project's Brett Eichhorn. Beginning his career as a carpenter in the industry back in 1990, Eichhorn became involved in project and site management, working on everything from office refurbishments to \$30 million, five-star hotels. Along with fellow Director and co-owner Kristian Kelley, whose experience includes work in the residential sector, interior fit-out, refurbishment, and a bachelor's degree in Applied Science - Construction Management, the duo created Sense Projects with a goal: to be Australia's leading client service commercial fit out construction manager. By providing fit-out and refurbishment works with minimal to no impact on their client's day-to-day business, they have a well-earned reputation for on-time and on-budget projects, with minimal disturbance.

"A big part of refurbishment and fit-out is that you have to work in occupied space, without being disruptive or conflicting with the clients or the tenants that are sitting in there," says Kristian Kelly. For Sense Projects, years of hard work are paying off. By being involved in every one of their projects, Kelly and Eichhorn



**SENSE  
PROJECTS**



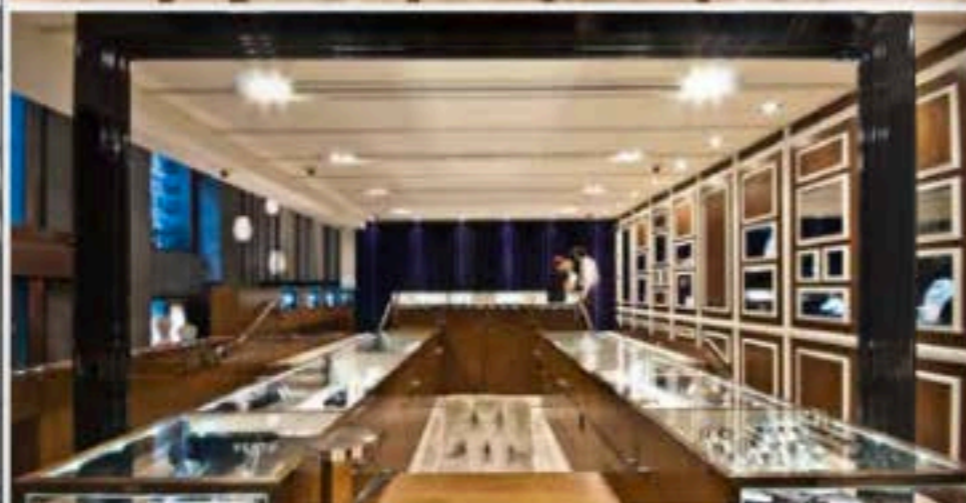
WE ARE A **QUALITY SERVICE PROVIDER** IN THE CONSTRUCTION MANAGEMENT OF COMMERCIAL OFFICE, RETAIL AND HOSPITALITY FIT-OUT & REFURBISHMENT PROJECTS.



remarks Eichhorn. There is, he says, a different mindset needed when it comes to operating in a space with tenants, and being mindful of clients occupying the space.

### Many Well-Known Clients

Although they have been in business going on five years, the team at Sense Projects has a large portfolio of top-tier clients in many sectors. Among its professional repertoire are well-known institutions like American Express, Fujitsu, J. Walter Thompson, Oracle Corporation Australia, Ricoh, Rothschild, and Villeroy and Boch. Along with a 100 per cent performance record, Sense Projects continually strives to raise its client service benchmark with every project. Its commitment to quality, along with personable client-oriented service, has enabled Sense Projects to gain not only glowing references, but a great deal of repeat business in just a few years.



lend not only their vast skills in construction management to their clients, but peace of mind that they will be there and on call if necessary.

In keeping with the company's awareness of the needs of its clients, Sense Projects ensures that the site managers and contractors it uses fully understand what it means to work in occupied spaces. "There is a big difference between subcontractors that work in construction, and subcontractors who work in fit-out,"



### Specialising in:

- Structural and architecturally designed steel staircases
- Structural beams and columns
- Portal framework
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