

Success story at Business Park Sofia



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Business Park Sofia's sole investor, Lindner Holding AG, is one of Europe's largest construction and interior fittings manufacturing companies. Established in 1965, the holding has 21 branches throughout Germany and 14 foreign subsidiaries with a highly qualified

staff of over 2,800 professionals worldwide. With each project, the Lindner strategy of "Complete solutions from one company" proves the value of vertical integration.

Lindner Holding AG has a proven track record of participation in world-class projects, among them buildings for Deutsche Bank, the new European Central Bank in Frankfurt on Main, airports in Munich and Hong Kong, numerous Class A buildings in London, the plenary hall in the Reichstag, and the Sony Center in Berlin.

Project parameters:

- Total area of 220,000 m²
- 33 buildings or 253,000 m² of built up area:
 - Office space – 140,000 m²
 - Warehouse / storage / industrial space – 41,000m²
 - Retail / showroom space – 28,000 m²
- Fully equipped and serviced conference rooms
- Four-star business hotel – 60 rooms and ten serviced apartments
- Cafes / restaurants / shops
- 9,000 people to be working in BPS by 2008
- Staff parking – 3,000 spaces
- Visitor parking – 310 spaces
- Total investment will exceed EUR 150 million by project completion (est. 2008)



Mr Aleksandar Petrov, owner Freetnet Bulgaria Ltd. (certified R&M distributor); Mr Miroslav Tsekov, project leader Paraflow Ltd. (certified R&M planner and installer); Mr Tsvetan Dimitrov, project leader Lindner Bulgaria OOD; Mr Felice Guarna, Training Programme Manager, R&M HQ; Mr Stefan Krumböck, Managing Director R&M Austria (from left to right)

We made our first contact in November 2001, when our Stefan Krumböck met Rossen Plevneliev at the BAIT expo in Sofia to discuss R&M cabling solutions. Tenders were invited in mid-December 2001. The main competitors for this project were Quante, Brand-Rex, Krone, IBM, SMP, and R&M.

The management of Business Park Sofia made their final decision in late January 2002, awarding the contract to R&M.

R&Mfreetnet STARsystem is to be the cabling solution for the project:

- Cat. 7 light cable
- Cat. 6 connectors
- Global and 16-port patch panels

- Voice panels
- Cat. 6 patch cords
- FO and copper multipair backbones
- VS Compact frames for voice integration

The park's tenants so far include seventy international companies and local distributors: Allied Domecq Agencies, Braxton, Germanos Telecom Bulgaria, GloBul, Hilti International, Kraft Foods, Legrand, Sony Bulgaria, Allied Pickfords, Schneider Electric, Wurth ... and many others.



Already realised objects of phase 1

Why was R&M chosen:

- Serious and responsible attitude to the customer on all possible levels
- Optimised price/quality/performance parameters of R&M STARsystem
- Technical features of R&M components proved by independent lab certificates
- The modularity of the solution, mainly pointed as the best product in terms of design, quality, performance and service
- Total solution for all parts of the communication infrastructure by one and the same manufacturer – WAN and LAN in copper and fiber optic – VS Compact
- Best logistics and stock availabilities in Austria and Bulgaria
- Perfect, highly appreciated technical support and information
- Immediate reaction on customer requests
- The only one proving the good performance of the system providing real tests of 90-m permanent link at the office of the customer



Model of the complete and largest business park in Southeast Europe