

Orsini SPI launch as new company to service region's rapidly growing hotel market

Prestigious hotel industry Procurement Agents move on from Chris Garrod Partnership under new name, to offer expertise in Hospitality sourcing, procurement and installation

8 May 2013: Orsini SPI is proud to unveil its exciting new brand and announce the strategic move away from the global Chris Garrod Partnership. After 10 years of working under the prestigious CGP umbrella, the newly named Orsini SPI has established its own company identity in response to the reinvigorated growth of the hotel industry in the MENA region and beyond. Drawing from its years of expertise with CGP, Orsini SPI continues to offer a high level of service in sourcing, procurement and installation for the hospitality industry, covering furniture, fixtures and fittings (FF&E) and operating supplies and equipment (OS&E).

"We are honoured to have collaborated with CGP for so many years and are now looking forward to building our own brand identity under the independent name of Orsini SPI," commented Manesh Balani, Director of Orsini SPI, who has been the principal partner in charge of CGP's Dubai based Middle Eastern office since 2003. "Our new company has been born out of a continued growth in demand for a professional and honest Procurement Agent, particularly in the Middle East, Africa and Indian hotel markets, all of which will initially be our prime focus."

To coincide with the unveiling of its new brand identity, Orsini SPI has moved from its CGP office in the Green Community to a new, dynamic space in the Smart Heights office tower in the heart of the TECOM business district: "While we now have a new name and a fantastic central location, we have retained the same dedicated and experienced team. Our high level of service and commitment to existing clients as well as new ones, remains unchanged," continued Mr. Balani. "We are all very excited about the new opportunities that Orsini SPI will bring."

"We offer our clients a professional service of managing their purchasing of FF&E and OS&E from budget conceptualization to delivery and installation on site," explained Mr. Balani.

“We always operate with full transparency and by working on a flat fee basis, all savings that are made are directly passed to the owner.”

To date, Orsini SPI has worked on a number of prestigious and ambitious projects in Dubai. The city is currently the top performing hotel market in the MENA region and is set to see a 28.6% growth in hotel room capacity this year, according to the latest reports by STR Global. Orsini SPI's most recently completed projects include the exclusive Meydan Beach Club, refurbishment of Al Bayt at The Palace Old Town Dubai, as well as work on the Fazaris and Club Lounge at The Address Downtown Dubai. Outside of the emirate, Orsini SPI has completed work at various hotel developments in Oman and has projects underway in Abu Dhabi. Globally, current projects include the stylish Buddha Bar Hotel in Paris and the Radisson Blu and Park Inn in Libreville, Gabon (West Africa).

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About Orsini SPI: *Orsini SPI was created in April 2013 by Manesh Balani, who draws on his 20 years of international hospitality experience and 10 years as Middle Eastern partner for the Chris Garrod Partnership, a globally recognized name in hotel servicing, procurement and installation. Created in response to growing demand for a professional and honest Procurement Agent particularly in the UAE, wider Middle East, Africa and India, Orsini SPI is located in the business district of TECOM. Orsini SPI offers a highly professional service covering the purchasing of FF&E and OS&E, managing every aspect from budget creation to delivery and installation. With a diverse portfolio spanning locations such as Dubai, Abu Dhabi, Oman, Paris and Libreville (West Africa), Orsini SPI's prestigious contracts include Dubai's Meydan Beach Club, The Address Dubai Mall, One & Only The Palm, Rosewood Hotel in Abu Dhabi and Buddha Bar Hotel in Paris.*

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