



COMPANY PROFILE

Outsourced project leadership. Clear delivery.

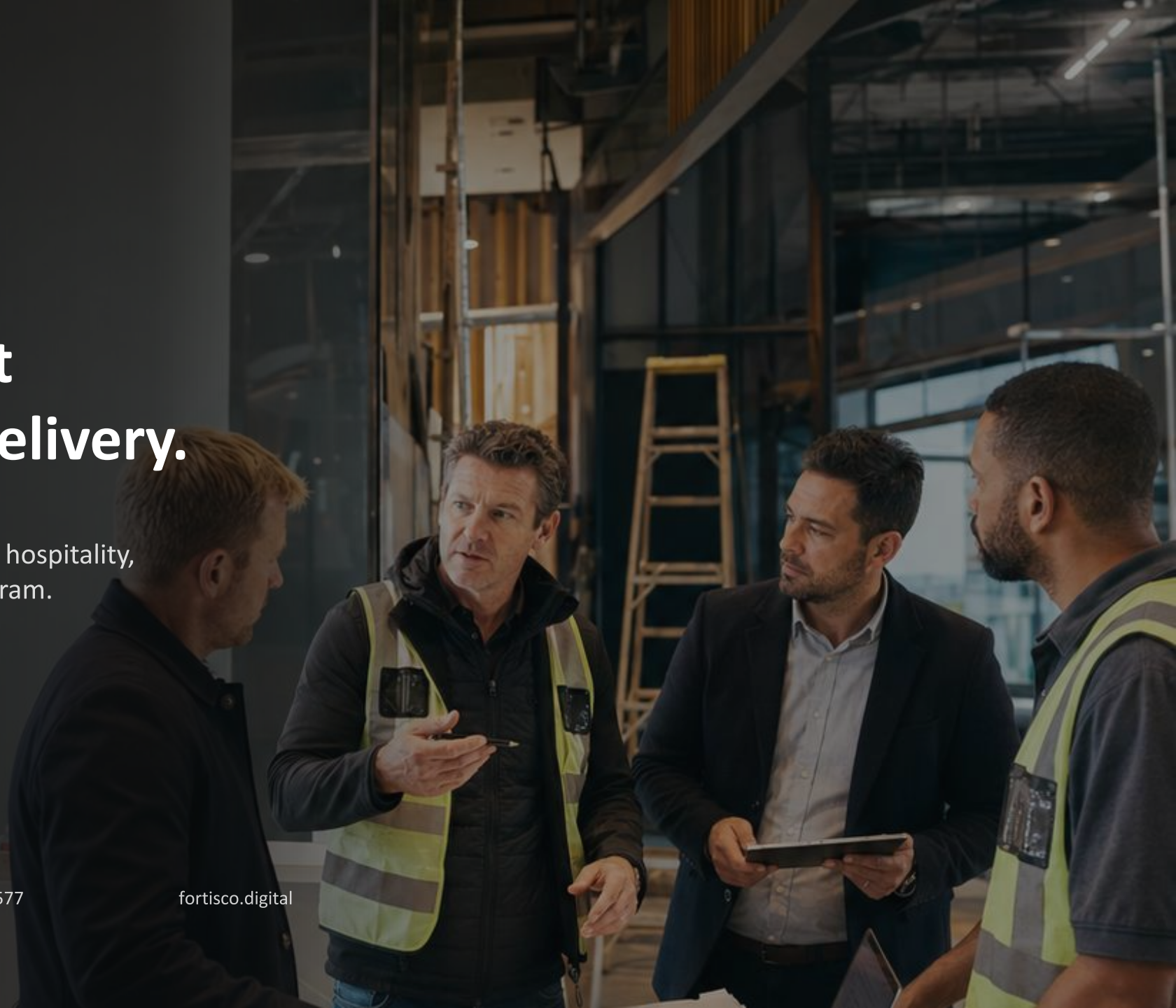
Client-side project management for retail, hospitality, commercial, industrial and multi-site program.

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Experienced project capability, without expanding your permanent team.

FortisCo is an outsourced project management and commercial delivery partner supporting retail, hospitality, commercial and industrial projects across Southern Africa.

We integrate into client and delivery teams as an embedded project manager, client-side representative or specialist coordination partner - bringing structure, visibility and practical follow-through.

Protect

Represent the client's priorities.

Coordinate

Align people, information and actions.

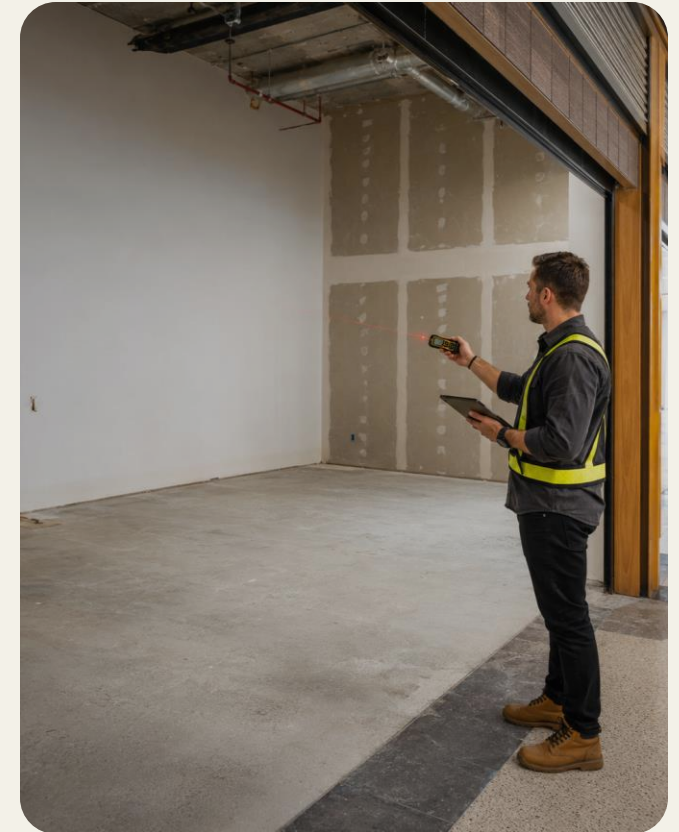
Deliver

Move the project toward completion.



One partner coordinates the full project journey.

The value is not a single task. It is the continuity between the tasks - so information, decisions and responsibilities do not fall between teams.



From first site information to operational handover.

We protect the client's interests across every project interface.

FortisCo becomes the coordination point between the client's objectives and the day-to-day realities of delivery.

1

Represent the client

Keep priorities, decisions and expected outcomes visible.

2

Align the delivery team

Coordinate landlords, tenants, consultants, contractors, shopfitters, manufacturers and specialist suppliers.

3

Escalate what matters

Surface risks, approvals, decisions and dependencies before they compromise completion.



Disciplined coordination turns a space into an operational business.

Retail, restaurant, office and commercial fit-outs bring together design information, landlord requirements, specialist trades, manufacturers, access constraints and immovable opening dates.

RETAIL

HOSPITALITY

COMMERCIAL

INDUSTRIAL

Planning • Procurement • Coordination • Installation • Handover

Clear programmes turn activity into managed decisions.

1

Program

Responsibilities, dependencies, milestones and progress tracking.

2

Reporting

Concise visibility on progress, decisions and outstanding actions.

3

Risk

Early identification, ownership, mitigation and escalation.

4

Commercial

Procurement requirements, quotations and budget visibility.

5

Quality

Inspection, snagging, close-out and completion control.



INSTALLATION COORDINATION

Installation is where planning is tested.

FortisCo coordinates the conditions required for a controlled installation - not only the installer's arrival.

- **Pre-install readiness**
Confirm access, services, interfaces and outstanding work.
- **Delivery and sequencing**
Plan logistics, labour, protection and installation order.
- **Quality and completion**
Inspect work, record defects and track completion.



Built is not the same as operationally ready.

The final stage determines whether the space is genuinely ready for occupation, trading and ongoing maintenance.

1

Inspect

Identify incomplete, defective or non-compliant work.

2

Assign and track

Allocate close-out actions and maintain ownership.

3

Verify and hand over

Confirm completion and support practical completion.

Finish with the same discipline used to start.



MULTI-SITE PROGRAMMES

Central control. Site-level visibility. Consistent delivery.

Every location has different conditions, stakeholders, access requirements and risks. FortisCo maintains one programme while tracking each site individually.

- **Site surveys and readiness assessments**
- Location-specific requirements and trackers
- Regional contractor and installation coordination
- Standardised reporting, quality and handover

Delivery support across Southern Africa

Project delivery is our lead proposition. Commercial support extends the relationship.

For selected partners, FortisCo can also support the commercial journey around the project pipeline.

01 Business development & client management

Opportunity identification, pipeline discipline, strategic accounts and relationship management.

02 Sales & go-to-market

Commercial positioning, target accounts, channel development, proposals and market-entry execution.

03 Marketing strategy

Website, content, search visibility and campaigns connected to qualified opportunities and sales outcomes.



HOW WE ENGAGE

Flexible capability at the level your programme needs.

- | | | |
|----|-------------------------------------|--|
| 01 | Embedded project manager | Integrate into the client, development or construction team. |
| 02 | Project-specific appointment | Lead or support a defined fit-out, relocation, refurbishment or recovery. |
| 03 | Multi-site programme | Coordinate surveys, readiness, installations and reporting across locations. |
| 04 | Retained commercial support | Provide ongoing pipeline, client-management or go-to-market capacity. |

Each appointment is scoped to the client's required role, authority and deliverables.





LET'S TALK

Bring FortisCo in before complexity becomes delay.

If you are planning a new site, relocation, refurbishment, rollout or project recovery, let's discuss the delivery capability you need.

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