

18

BERKELEY SERVICES

Berkeley Services has constantly seen a steady growth year on year from its date of inception. The year 2020 has not been good for the FM Industry at large due to Covid, and the effects of this epidemic is still echoed in 2021 and 2022, Ralf Zerenner, managing director, Berkeley, says. "The industry at large has made a slow and steady progress in resuming towards normalcy."

Berkeley has been associated with many prestigious clients for many years. The contracts renewed includes service streams for hard services (MEP and management of specialist subcontractors) and soft services (cleaning, security, and landscape).

Ralf Zerenner, managing director, Berkeley, says: "We are extremely happy to have won several major contracts like the Linen Craft, ZMS Properties, Jumeirah Group, Marriot Hotels, Minor Group, Hortman Clinics, Huhtamaki to name a few. The value of these contracts exceeds AED200m.

"Being the managing director, I regularly meet with all our major clients to ensure the service delivery is in line with client expectation. We brainstorm on new concepts and ideas that can be implemented across the contracts that brings in efficiency, cost benefits to both parties. The idea has helped us in reducing the annual cost to several of our customers and it has led to several of our contracts being renewed without many difficulties. With this award we were able to demonstrate our capability in adopting best international



RALF ZERENNER
MANAGING DIRECTOR

practices to obtain, efficiencies, and cost savings. Our focus has been on ensuring all staff gets trained in the best practices, are able to convert this additional skill in generating efficiencies. We also ensure that the works are being carried out in accordance with the HSE framework. Regular feedback from all stakeholders and customers are analysed by me and corrective measures are taken to ensure we deliver as per the requirements of the client."

Number of years in his role: 30
Total number of years in the company: 15
Number of years working in the Middle East: 19