



# Business model – Bauteam Hamburg.

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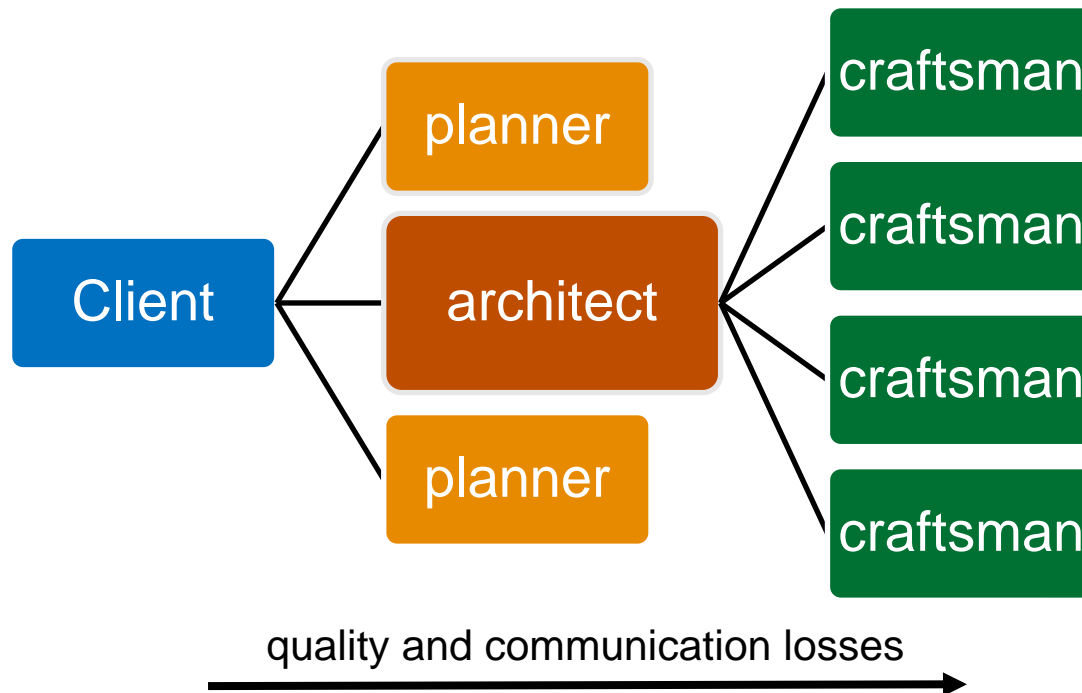
# Model BAUTEAM

- BAUTEAM Hamburg → Idea:
  - refurbish with high-quality standards in an efficient way
  - a classic "win-win situation" for all involved in the construction process
    - the client
    - the planner
    - the trades



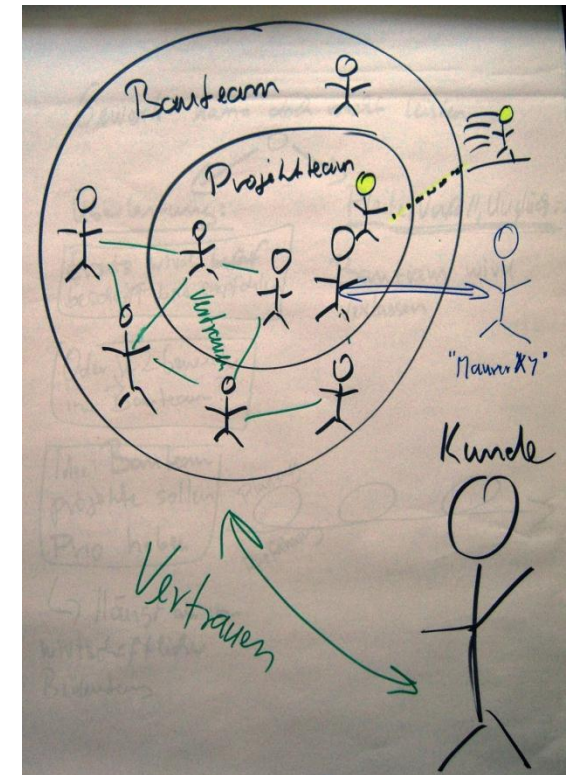
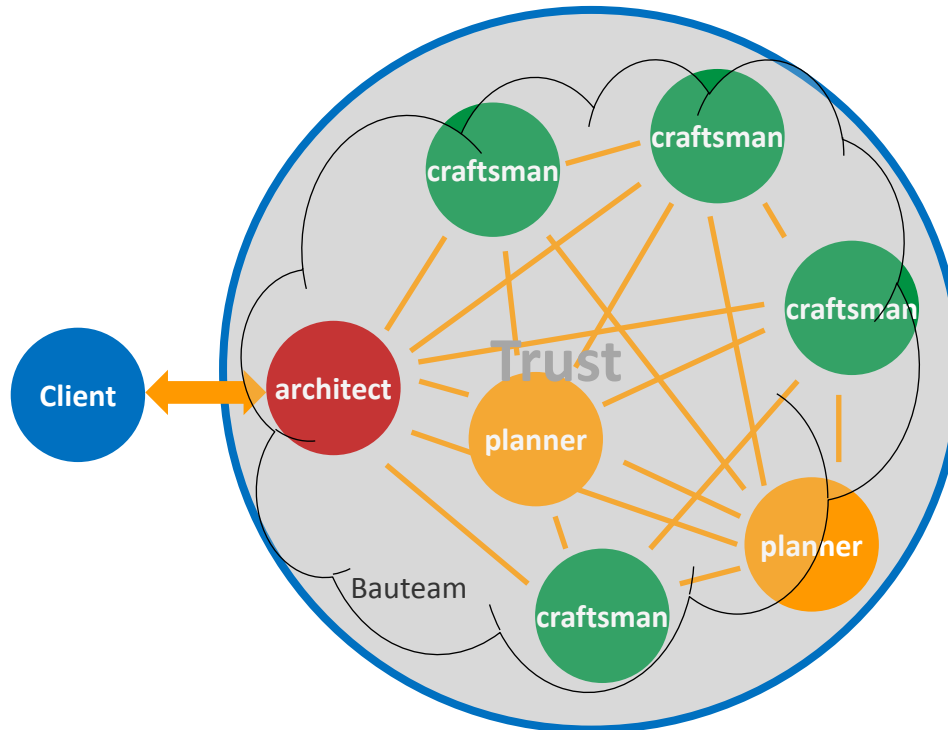
# Model BAUTEAM

- established hierarchy in the construction process



# Model BAUTEAM

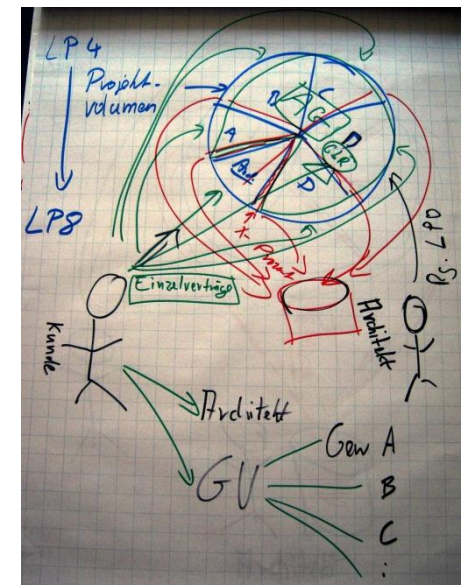
- cooperation within the Bauteam



# Business model

## the reason why!

- What was the main reason to step into the nZEB renovation market?
  - Convert old buildings into more comfortable low energy buildings after the refurbishment
- How did you find collaborative companies to develop a business model together?
  - Jointly processed and already-completed projects
- What is your business idea? What are the value propositions?
  - Refurbish with high-quality standards in an efficient way
  - Cooperation where each of the partners remain legally separate
  - Refurbish with experienced craftsman, well coordinated with just one contact as a coordinator (architect/planning office)
- What do you recommend other companies that want to step into the nZEB renovation market?
  - Start the dialogue at an early stage (regular construction progress meetings)
  - Mutual trust is a basic pillar of the cooperation
  - Clear rules as basis for cooperation
  - Carry out projects with reliable craftsmen/companies with experience in the energy-efficient renovation





# Thank you.



Source: keenco3



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