

A Good Reputation

+ OPUS has come out of the recession stronger than ever thanks to its solid business relationships and reputation for quality service. *By Chris Olvera*

"When everyone is on the page, we're able to keep our focus on the ultimate goal."
 > Hannes Kovac, president and CEO

OPUS Corp.

www.opuscorp.ca

HQ: Calgary

Employees: 20

Specialty: Building development and construction

> When OPUS opened its doors almost 30 years ago, the company was eager to tackle any challenge that came its way. The company was young, enthusiastic and ready to build a name for itself. Taking that enthusiasm that still exists today, and adding three decades of seasoned experience, OPUS now has a reputation for quality, value and execution.

OPUS's specialties include building development, pre-construction and construction services, marketing and leasing, and special projects which include interior improvements, renovations, upgrades and expansions. OPUS says it also has solid partnerships in place that allow clients to benefit from a full-service agency environment.

"We get involved in every aspect of the project and are able to properly prioritize providing the finished project on time and within budget," President and CEO Hannes Kovac says. "We were perceived as a boutique shop in the past and have worked hard to gain a reputation for being a big player in this industry. Companies are confident in our ability to deliver a project of any size."

Surviving the Recession

Reputation alone could not save OPUS from the recession that hit the Canadian market in 2008; however, Kovac says the company is stronger because of it. "We've been more aggressive in our pricing and our quality has stayed the same,"



OPUS Corp. specializes in building development, pre-construction and construction services, and marketing and leasing.

he explains. “We had to make some tough staffing decisions and we were able to come out of it with a strong team and are once again in hiring mode.”

The company used the economic slowdown to introduce new software that brought together estimates, project management and accounting into one program, making OPUS more efficient.

It also has allowed OPUS to take on bigger projects from concept to completion. “Our strong reputation in this market place is dedicated to helping our clients focus on cost-effective solutions that don’t compromise the integrity of the quality,” says Kovac.

OPUS Projects

Kovac says the company most recently showed its expertise with both the OPUS 8 and OPUS II projects. The OPUS 8

project in Calgary was a 245,000-square-foot office building for which the company provided value-engineering services. The 12-story building was started in 2005 and finished in 2007.

“OPUS excelled in being able to provide effective solutions when faced with changing client priorities,” says Louise Menard, managing principal with Golder Associates Ltd. As the anchor tenant, Golder Associates worked with OPUS during the OPUS II project, a 235,000-square-foot office building.

“The OPUS team accommodates their clients,” says Menard. “During our project, this was best illustrated by their ability to be flexible through our transition. We were in the difficult situation of having to leave our previous building prior to the new space being due to be completed. OPUS exceeded our expectations

and went out of their way to accommodate us. I was impressed with OPUS’ ability to handle the job and execute flawlessly and I do not hesitate to recommend them.”

OPUS People

Key members of the staff include Tamara Becker, David Cukulin, Brian Harford, Debbie Harlos, Peter Hildebrandt, Ursula Muranko and Kovac.

“We have done a great job of focusing in on each staff’s core strengths and aligning them to the company’s strategic goals,” Kovac continues. “Good relationships with architects and subcontracts are equally as vital; it all comes down to communication. As we work through challenges, our focus is on finding solutions and our strength lies in our innate ability to stay positive and proactive.”




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