

# ALEXANDRE DULAC

*Director-Level Leader — Real Estate Sustainability, Energy Compliance & PropTech*

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U.S. Permanent Resident • Bilingual French / English

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## PROFESSIONAL SUMMARY

Real estate sustainability and energy-compliance leader with **18+ years** building and scaling a **transnational building diagnostic and energy optimization company** in France — the European equivalent of NYC's LL84 / LL87 / LL97 ecosystem. Founded and operate **EDIMM** (4 offices, 20+ employees at peak, **5,000+ inspection and audit missions** across tertiary, industrial/logistics, and residential portfolios). Concurrently founded **BFY-Diagnostics**, a cloud-native SaaS platform now in CSTB certification — positioned to be the first cloud-native engine on the French regulator's validated tools list. **Court-Appointed Expert** (Cour d'appel) since 2020. BREEAM In-Use Practitioner (in completion). **Two master's degrees** (real estate + management) WES-evaluated as U.S. equivalents.

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## CORE EXPERTISE

- **Sustainability & ESG strategy** — BREEAM In-Use, GRESB, ENERGY STAR equivalents, decarbonization roadmaps
- **Energy compliance & benchmarking** — LL84 / LL87 / LL97 equivalents (DPE, mandatory energy audit, dynamic thermal simulation)
- **Multi-site portfolio diagnostics** — 5,000+ missions across tertiary, logistics, and residential at scale
- **Technical due diligence & MOE/AMO leadership** — transaction support, capex programs, public-sector RFPs
- **PropTech / SaaS product strategy** — founder of a regulated cloud platform (Next.js, NestJS, PostgreSQL, Stripe, Entra ID)
- **P&L ownership** — multi-entity, multi-jurisdiction (mainland France + overseas territories + U.S. LLC)

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## SELECTED ENGAGEMENTS — INDUSTRIAL, LOGISTICS & TERTIARY

- **SEGRO France** — Tertiary energy compliance audit rolled out across the entire French logistics portfolio (warehouses & light-industrial assets), 2023.
- **Adobe HQ France via Cushman & Wakefield** — Energy audit and technical due diligence on two transactional assignments, 2024.
- **Capital 8, Paris (~484,000 sq ft / 45,000 m<sup>2</sup>)** — Tertiary energy compliance audit and regulatory diagnostics for transaction on one of Paris's largest prime office complexes, 2025.
- **Institutional social-housing operators** — AMO / MOE mandates for landlords managing 30,000+ residential units. Currently sole MOE mandataire on two SIM Mayotte operations (98 units, ~\$385K USD in fees, full DIAG → AOR mission with thermal-dynamic simulation).

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## PROFESSIONAL EXPERIENCE

**Founder & Managing Director** — **Papilio Strategies LLC / BFY-Diagnostics** 2023 — Present  
*Cloud-native SaaS platform for real estate inspection, energy diagnostics and compliance reporting.*

- Designed and led development of the platform from concept to **CSTB certification submission** — positioned to become the first cloud-native engine on the French regulator's validated tools list (the 9 incumbents are all Windows desktop applications).
- Authored **15+ functional specifications** spanning the full inspection workflow: regulatory energy engine, AI agent module, asbestos/lead/termite modules, client portal, mobile field app (offline-first PWA + React Native).
- Owned the full **IT and security stack as de facto CTO**: cloud architecture (Vercel + managed PostgreSQL), Microsoft Entra ID SSO, Stripe Usage-Based Billing, IP protection (APP deposit), end-to-end security posture (encryption, GDPR, role-based access).

**Founder & Managing Director** — **EDIMM** 2007 — Present  
*Transnational building diagnostic and energy optimization firm — Paris, La Réunion, Mayotte (formerly Marseille).*

- Built from inception to a **4-office operation**; led 20+ employees at peak and delivered **5,000+ inspection and audit missions** across tertiary, industrial / logistics and residential assets.
- Won and executed public-sector **AMO and MOE contracts** with social-housing operators managing 30,000+ units; current MOE mandataire on a ~\$385K USD post-cyclone reconstruction program in Mayotte.
- Personally certified across the full French regulated diagnostics scope: **Energy Performance (with distinction), Asbestos (with distinction), Termite, Lead, Electrical, Gas**; SS3 Asbestos Technical Supervisor; Energy Retrofit Program Advisor (MaPrimeRénov' / France's ENERGY STAR equivalent).
- Owned IT vendor selection, server management, cybersecurity policy, and enterprise system deployments (CRM, field management software, SharePoint, Dolibarr ERP) across geographically dispersed teams.
- **Court-Appointed Expert** (Cour d'appel de Saint-Denis de La Réunion) since 2020 — building and energy-performance disputes.

### IT Project Manager — CMA-CGM

2002 — 2007

*World's 3rd-largest container-shipping group.*

- Led the worldwide deployment of an IT monitoring system across **5,000+ users**; implemented ITIL-based production processes.

### EDUCATION

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- **M.S. in Real Estate Project Management & Development** (Mastère Spécialisé MOGI), **ESTP Paris** (École Spéciale des Travaux Publics), 2018–2020.
- **M.S. in Management** (Full English Track, EQUIS-accredited), **IAE Aix-Marseille**, 2010–2011.
- **Associate Degree in Computer Engineering Technology, Conservatoire National des Arts et Métiers (CNAM)**, 2000–2006.
- All credentials evaluated by **World Education Services (WES)** — two master's degrees and an associate degree from regionally accredited institutions (Reference #7120282).

### CERTIFICATIONS & INDUSTRY ENGAGEMENTS

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- **BREEAM In-Use Practitioner** — BRE Group (Europe & U.S. modules, completing late 2026). International ESG framework for the existing built environment.
- **Court-Appointed Expert Witness** — French Court of Appeals (Cour d'appel de Saint-Denis de La Réunion), 2020 — Present.
- **Certified Building Inspector** — Energy Performance (with distinction), Asbestos (with distinction), Termite, Lead, Electrical, Gas. Multi-credential French national accreditation.
- **SS3 Asbestos Technical Supervisor** — high-risk asbestos removal supervision (French equivalent of OSHA Class I/II Competent Person).
- **Energy Retrofit Program Advisor** — Authorized advisor under France's national deep-retrofit subsidy program (MaPrimeRénov'). Equivalent scope to U.S. Home Performance with ENERGY STAR or NYSEERDA EmPower+ programs.
- **Bureau Member**, ATEE Île-de-France (French Energy & Environment Association) • **Active Member**, CINOV (French Federation of Consulting Engineers) • **Speaker**, ATEE/CINOV national webinar on building energy audits, April 2026.