

Optimize Your Real Estate and Facilities Management

The scales for real estate and facilities management have long been skewed. Each year, real estate and facilities management consistently falls within one of the top three spend categories for large organizations. Yet, it is typically the area given the least attention, despite room for improvement in both cost and performance. It has been an underrepresented priority for years. However, with executives' continued focus on gaining efficiencies and the evolution of the service provider community, sophisticated options for optimizing real estate and facilities management are now available.

In the past, organizations have no doubt analyzed the real estate line item to determine how and if they could decrease its overall cost, with likely no real optimal solution to show for it. Until now.

For many reasons, optimizing your real estate and facilities management is now more achievable than ever before. This is the case, namely because service providers have significantly matured their offerings. They have expanded their services and capabilities within real estate and facilities management and, as a result, are now willing to take on more risk and offer more attractive pricing models for large organizations. And, because real estate and facilities management is organizationally aligned with other support services – such as finance, HR, IT and procurement – it can be outsourced in a global bundle across business units for a more integrated approach.

EquaTerra's Real Estate and Facilities Management Advisors Deliver Results

EquaTerra's Real Estate and Facilities Management Advisory helps companies leverage proven best practices. Our expert advisors work collaboratively with clients to help them validate real estate strategies, understand baseline costs, build business cases for change, align stakeholders and evaluate their options. And, if appropriate, we provide guidance through vendor selection, negotiation, the transition process and ongoing governance.

EquaTerra advisors assist clients in assessing their entire real estate and facilities management function. This includes all technical (hard), support (soft) and real estate services as well as project and construction management. No matter where you are in the process, our approach helps you gain an in-depth understanding of your current situation compared to the marketplace, so together, we can determine the right optimization strategy for your organization.

Proven Results: Client to Save More Than 20% Annually

We helped a top five pharmaceutical company develop a global facilities management strategy and execute it through provider selection, transition and governance. The company is expected to yield more than 20% savings over the five-year contract term.



Experience the EquaTerra Difference

EquaTerra guides the world's leading corporations through real estate and facilities management transformation initiatives. We work with them to reduce costs, improve service levels and increase efficiencies.

Our seasoned real estate and facilities management advisors have more than 20 years of experience and possess skill sets unparalleled in the industry. They bring multi-dimensional experience as corporate executives, service providers and consultants to each client engagement. We offer a full range of real estate and facilities management optimization advisory solutions, as well as robust intellectual property obtained from hundreds of previous client engagements. This includes diagnostic tools, outsourcing cost expertise, service level and KPI data, terms and conditions, productivity benchmarks, sourcing tools and templates, governance best practices and software.

Over the years, we have worked with large pharmaceutical, consumer product, financial services, manufacturing, and high-tech companies, among others. Typical clients see a 7-20 percent decrease in their real estate and facilities management costs.

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In addition to cost savings, other key drivers of optimizing real estate and facilities management include:

- Improved efficiency by reducing space and improving building environment. More efficient and effective use of current space, which fosters a productive workforce.
- Improved service and departmental performance. With optimization comes higher service levels and more accountability, resulting in improved customer service. Access to specialized talent and knowledge-sharing across facilities and real estate staff worldwide results in improved performance.
- Increased sustainability. Optimization puts greater focus on corporate social responsibility, often resulting in the implementation of "green" programs, such as energy savings design.

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About EquaTerra

EquaTerra sourcing advisors help clients achieve sustainable value in their IT and business processes. Our advisors average more than 20 years of industry experience and have supported more than 2,000 transformation and outsourcing projects across more than 60 countries. Supporting clients throughout the Americas, Europe, and Asia Pacific, we have deep functional knowledge in Finance and Accounting, HR, IT, Procurement, Real Estate and Facilities Management and other critical business processes. EquaTerra helps clients achieve significant cost savings and process improvement with internal transformation, shared services and outsourcing solutions.

EquaTerra's Real Estate and Facilities Management Advisory Services

Strategy

- Define approach--in house, outsource or consolidate service providers
- Define future service delivery model options
- Assess and size the opportunity
- Support 2nd generation deals (renegotiate vs. RFP)

Sourcing/Outsourcing

- Facilities management technical services and site services
- Real estate transaction services and lease administration
- Sourcing process management, negotiations and transition support
- Project management services
- Support of asset management, technology and energy/utilities

Optimization

- Facility management assessments (services and capital)
- Benchmarking
- Life cycle asset management and sustainability (LEED)
- Portfolio and capacity planning

Organization

- RE&FM organization assessment and development
- Transformation strategies
- Supplier governance structure and development
- Mid-term governance assessments and health checks