

Driving Business Transformation with ARCHIBUS

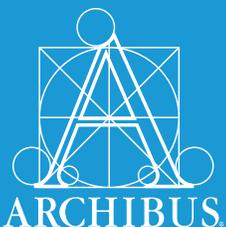
Transformation that Reduces the Total Cost of Occupancy

Today's organizations are navigating through a rapidly changing—and always challenging—business environment by deploying their capital with discipline, developing frameworks to maximize ROI, and aligning the real estate portfolio with overall strategy and infrastructure priorities.

This makes it imperative that everyone in the organization—from the boardroom to the equipment room—makes decisions informed by the right information. This can be unlocked by solutions that are more powerful than ever before.

With real estate, construction, infrastructure, and facility costs being the second-highest expense category for most organizations, managers must drive down the total cost of ownership with data-driven strategies that include:

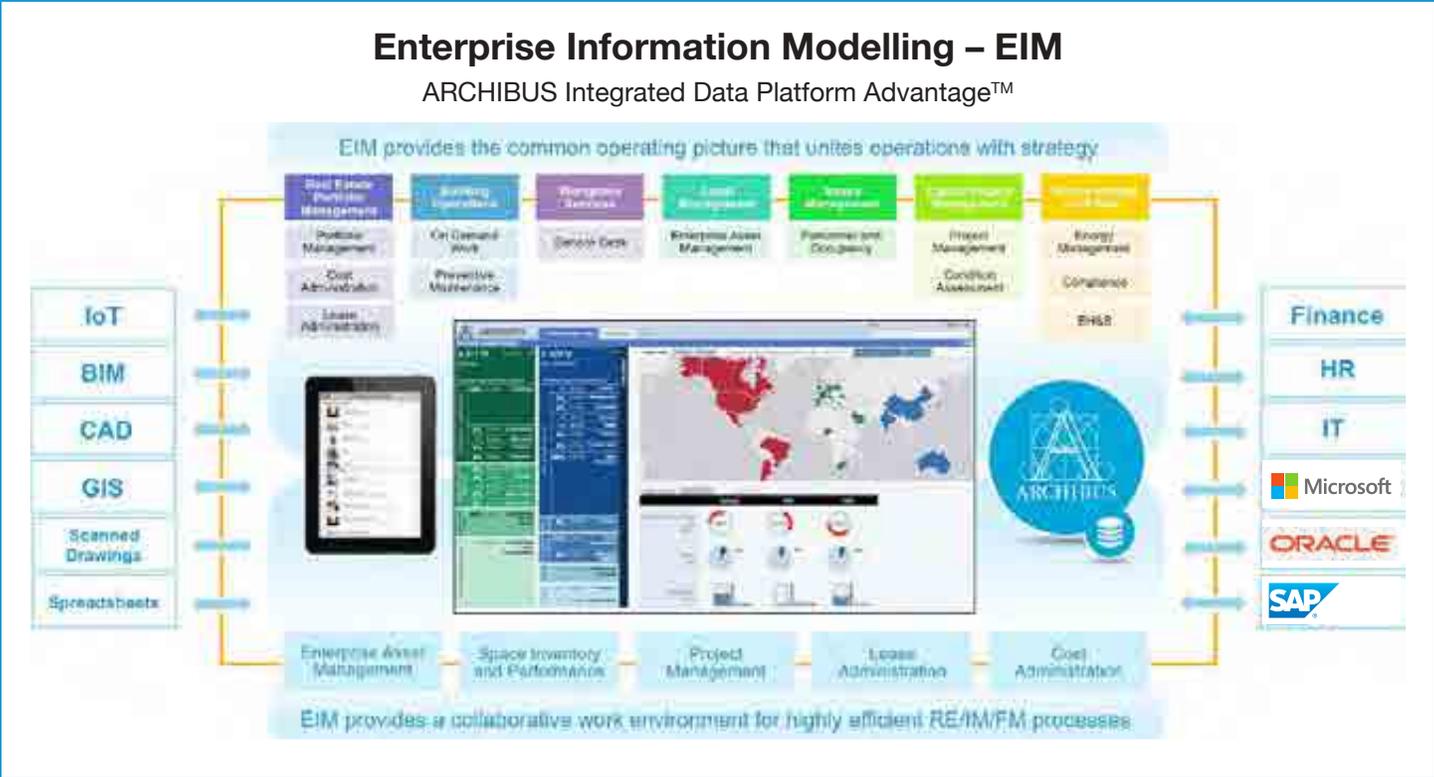
- **Simplifying strategic space planning and forecasting** from the portfolio to the room level with what-if scenarios reflecting various time horizons.
- **Closely monitoring performance** with key metrics that reveal portfolio health and ensure alignment with organizational strategy. This drives more cost-effective space management and improved return on assets.
- **Analyzing real estate assets** through a unified framework of both capital and operating data to optimize total and lifecycle costs. Bridge gaps with other enterprise intelligence platforms so that all stakeholders benefit.
- **Creating and supporting new space management and service paradigms** such as alternative workplace policies and hoteling for remote/mobile workers.
- **Managing space occupancy costs** while still enabling workforce collaboration.
- **Improving environmental compliance and risk mitigation** that protect individuals and communities while avoiding regulatory fines and shut-downs.



A Fully Integrated Approach with ARCHIBUS

Attaining these goals requires information technology tools that centralize data and make it accessible to those who need it—wherever they are. Tools that are cost-effective, empower individuals, deploy quickly for immediate results, and integrate with their existing ERP infrastructure. Most importantly, these tools should provide clear visualization of the physical asset cost structure and clarity on how to better align them to the organizational mission.

Professionals need the most comprehensive, intelligent—and cost-effective—real estate, infrastructure and facilities management software solution in the industry to lower their total cost of occupancy.



> A comprehensive solution, ARCHIBUS addresses the broad array of real estate, infrastructure and facilities management functions with a fully integrated approach—to reduce costs, mitigate risk, and optimize service levels.

Create New Workplace Paradigms and Improve Profitability

In an environment where a value case must exist for every dollar spent, reducing unnecessary space and associated costs have become critical to decreasing an organization's total cost of occupancy.

Insight-driven space utilization and optimization are cornerstones of this effort, whether your focus is on managing one team or an entire portfolio. These initiatives find waste, enhance operations, promote innovative workplaces, increase collaboration and responsiveness and achieve happier environments.

At the portfolio level, leaders can now unify multiple data platforms with integrated analytics and modeling to make smarter strategic decisions about costs, investments, future needs and risk.

The Internet of Things offers rich sources of intelligence as sensors and smart buildings deliver more accurate and useful data for optimizing operations. This information must be captured and understood to derive insights that can translate into greater value and performance.

Agile work strategies such as telecommuting, flexible team spaces and "hoteling" are also reshaping the workplace paradigm. Global Workplace Analytics estimates each full-time telework employee saves companies \$10,000 a year in real estate costs. For larger organizations those savings result in millions of dollars annually.

In the public sector, cash-strapped government departments at all levels are also required to eliminate real-estate waste and plan their space needs strategically. U.S. federal government telework initiatives have cut office-space costs by 35 percent. Moreover, a widely distributed government workforce is better positioned for continuity during disasters, pandemics or security threats. According to surveys telecommuting also offers major benefits in terms of recruitment, work-life balance and productivity.

Within facilities, web-based applications are making possible another workplace paradigm shift: more self-service capabilities for requesting moves, meeting room reservations, maintenance work orders, and a host of other services. These online requests are prioritized, assigned, tracked, and can be surveyed upon completion—automatically, using advanced workflow practices. Such capabilities have freed up facilities managers from routine paperwork, eliminated lost work orders, provided accelerated service delivery, and improved customer satisfaction.

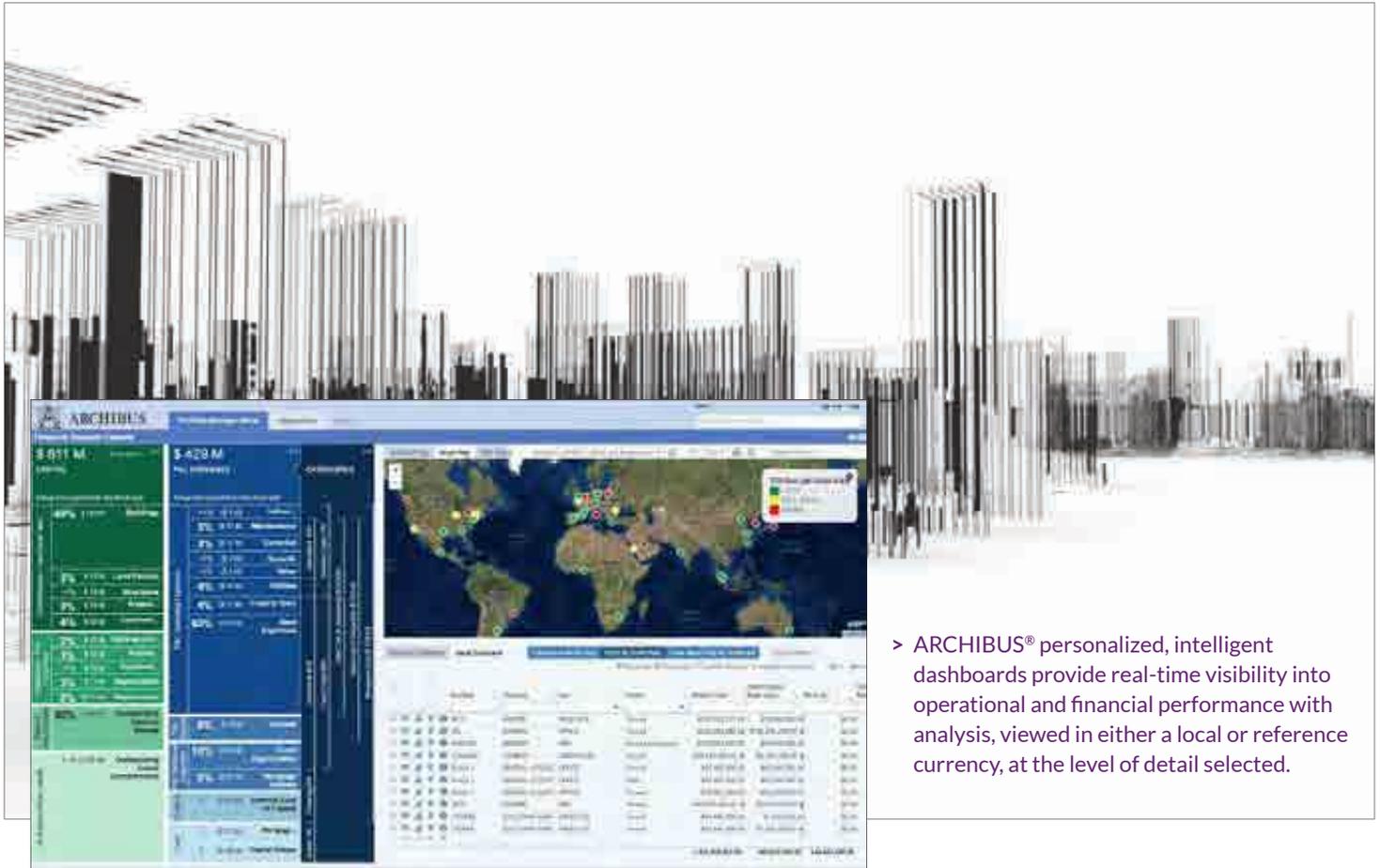
Industry research has found that organizations underutilize more than half of their office space.

\$18,000

The average annualized cost to a business of just one work station.

3 desks

Out of every 5 sit empty at any given time.



> ARCHIBUS® personalized, intelligent dashboards provide real-time visibility into operational and financial performance with analysis, viewed in either a local or reference currency, at the level of detail selected.

Demand the Tools to Align Your Fixed Assets with Your Mission

How much space will you need and how much will it cost you?

Are your real estate assets right for your organization's needs today? And how about in the future? Senior leaders, portfolio managers, finance executives, capital planners, asset managers, program directors and human resources specialists all must grapple with these questions.

They have a role in planning their organization's space needs, estimating future costs and determining how to maximize ROI. Historically they worked from different vantage points and data silos.

But technology is making a new era in collaborative decision-making possible for evaluating capital asset investments and managing fixed asset operating expenses. New applications are able to bridge the data gaps between finance and operational managers, offering visibility into data that was previously difficult to integrate.

These next-gen solutions offer configurable consoles, analytical models, forecasting and what-if scenario tools that use metrics and benchmarks for all real estate data from leased and owned space. This includes, for example, metrics

and benchmarks for capital and operating expenditures, total cost of ownership, occupancy and asset condition.

Graphical and geographic personalized dashboards, KPIs and metrics, and drill-down capabilities are available that optimize the real estate portfolio and advance the achievement of the organizational mission.

Facilities teams have more robust tools to simplify strategic space planning and forecasting. These provide not only a common portfolio view for stakeholders, but also the ability to easily drill down from portfolio to room level.



Managing Occupancy Costs, Enabling Collaboration

By capturing the full range of real estate, infrastructure and facility costs: leases, utilities, maintenance, moves, security, and amenities, an organization can gain a panoramic window on the true total cost of their occupancy.

Moreover, by mapping costs against location, division, department, and time, managers can achieve insight into what this spend means to the organization, and how to evaluate the bottom line impact of various alternative scenarios. Or they can compare cost and space resources in the portfolio against forecasted future requirements and identify gaps between the vision and the existing situation.

No matter what the size of the organization or its geographic distribution, the right software solution enables collaboration among remote sites, co-workers, telecommuters, review committees, contractors, service providers, and a wide variety of other users. These capabilities combine to provide a platform that allows organizations to transform their operations and significantly reduce overall costs.



Lifecycle Management: Maximizing Asset Value at Every Stage

Only 25% of a building's lifecycle costs are related to its design and construction. The other 75% is spent on operations and maintenance.

This makes it imperative that organizations develop and deploy strategic asset management plans. The aim is to maximize the lifetime value of physical assets while minimizing the total cost of ownership.

The right approach enhances the performance of real estate assets while reducing the cost and time required to plan, fund, acquire, build, manage, reposition, or dispose of property.

To effectively execute lifecycle management, accurate information and careful coordination of real estate, capital and asset strategic planning are required.

Best in class software solutions manage assets across their entire lifecycle beginning with the planning phase where they address the needs of financial and asset managers.

These leading applications serve all functions and teams across the organization including senior management, real estate and facilities, IT, finance, risk management and field personnel.

Bringing information together in this way enables stakeholders to prioritize capital needs across the portfolio, evaluate available funding scenarios and monitor program implementation and asset usage.

Environmental & Risk Management: 10-20% Operational Savings

An analysis by consultants McKinsey & Co found that 36 percent of CEOs ranked environmental sustainability as a top three priority while a separate study by Harvard University concluded that higher-performance sustainability companies had stronger financial performance.

As the drive for sustainability matures, business and higher education organizations are in leadership roles. Companies are finding sustainability supports greater innovation and alignment with consumers and other important constituents. Avoidance of risk—from supply chain disruption to resource depletion and damage to reputation—is also accelerating the sustainability trend.

In real estate, green buildings have lower operating costs. LEED buildings report almost 20 percent lower maintenance costs than typical buildings, and retrofitting projects generally decreases operating costs by 10 percent in one year, according to research.

An industry-leading environmental and risk management application suite can provide the informational framework needed to successfully manage sustainability programs as well as mitigate risk among an organization's varied stakeholders, including employees, customers, regulatory agencies, non-governmental organizations, or investors.

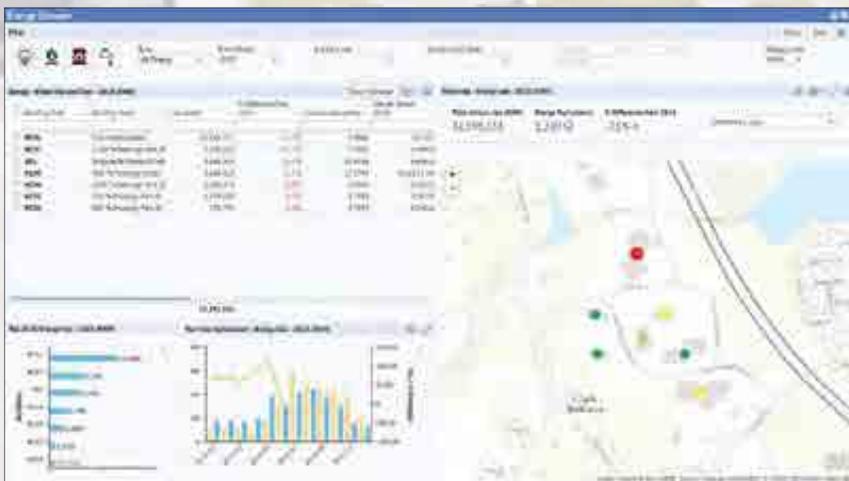
But, in addition to the immediate operational savings, promoting environmental stewardship while mitigating risk can help improve an organization's brand equity and increase overall stakeholder value.

An Integrated Solution to Support Business Transformation

Your real property assets, infrastructure and facilities are crucial to the overall performance of your organization. By effectively managing them, you can better respond to organizational and market shifts while optimizing your overall cost structure and improving asset utilization.

Using just one integrated software solution, you can leverage data, reduce inconsistent information, and ease the burden of supporting multiple software platforms.

Whether you lease, own, or outsource your facility operations, you can create intelligent buildings and transform your organization's effectiveness, productivity, and profitability by lowering your total cost of occupancy—with ARCHIBUS®.



> ARCHIBUS Environmental & Risk Management applications provide a structured repository for all relevant data and can display maps or floor plans showing affected locations, with drill-down functionality to view detailed information selected.

For more information, email info@archibus.com.

About ARCHIBUS and the ARCHIBUS Federated Ecosystem

With over 35 years of continuous innovation, ARCHIBUS leads the global marketplace in applying comprehensive technology solutions and services to managing your built-environment. ARCHIBUS and the worldwide ARCHIBUS Federated Ecosystem enable organizations across the globe to consolidate their systems onto a single integrated platform for all the data, planning and operations of real estate, infrastructure and facilities. Through effective improvement and business transformation, ARCHIBUS helps users manage extensive portfolios of buildings and properties across the world.

Our industry-leading enterprise software, ARCHIBUS®, provides unique intelligence on your built environment through Enterprise Information Modeling (EIM™), and expresses its value to the overall business mission through:

- A flexible and scalable platform that enables users to easily phase-in high value/low risk rapid deployments of either specific applications or the full range of applications for organizations of all sizes.
- A highly efficient collaboration platform using homepages to personalize business analytics and data-driven results for the various roles in an organization.
- Insight and actionable intelligence from a common operating picture of results to enable operational & strategic stakeholders to achieve their organization's long-term strategy.

Our worldwide Federated Ecosystem of ARCHIBUS Solution Centers and Business Partners provides local, regional and global support in most countries around the world. Headquartered in Boston, Massachusetts, ARCHIBUS, Inc. has pioneered real estate, infrastructure and facilities management technologies since 1982. For more information, please visit www.archibus.com.



The #1 Solution for Real Estate, Infrastructure
and Facilities Management in the World

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