



GLOBAL WORKPLACE SOLUTIONS INTEGRATION

John P. Murphy

Chief Operating Officer, Global Workplace Solutions

CBRE



GCS + GWS | INDUSTRY LEADING CAPABILITIES



Complementary Service Offering

- Account Management
- Integrated Solutions
- Enterprise Facilities Management (EFM)
- Advisory & Transaction Services
- Project Management
- Management Consulting
- Workplace Solutions
- Employee Services
- Energy & Sustainability



Expertise Across Workplace Types

- Office & Headquarters
- Clinical/Healthcare
- Manufacturing
- R&D
- Data Centers
- Retail
- Industrial & Distribution
- Alternative



Expertise Across Industries

- Financial Services
- Life Sciences
- Telecom
- Oil & Gas
- Technology
- Retail
- Healthcare
- Manufacturing



Innovations in Energy Management

- \$40 million investment (with JCI) over 10-year period



Improved Sourcing and Supply Chain Leverage

- 5B SF combined portfolio
- 10-year alliance with JCI competitive materials and services pricing



Self-Performance Globally

- Ability to self-perform building technical services in 40 countries

GWS INTEGRATION PRIORITIES

1

Stable
Organization

2

Near-Term
Execution
Excellence

3

Speed

4

2015 Financial
Performance

5

Growth
Momentum

6

Synergies

STRATEGIC SOURCING AND CATEGORY MANAGEMENT

- **Category Management** enables GWS to leverage industry-leading purchasing scale and expertise
- **We build partnerships** with the best suppliers in each category and together invest in innovative ideas, capabilities and infrastructure
- Drives **quality, standardization, and performance management**



**“Best of Breed”
Supplier Partnerships**



**Global Standards
and Governance**



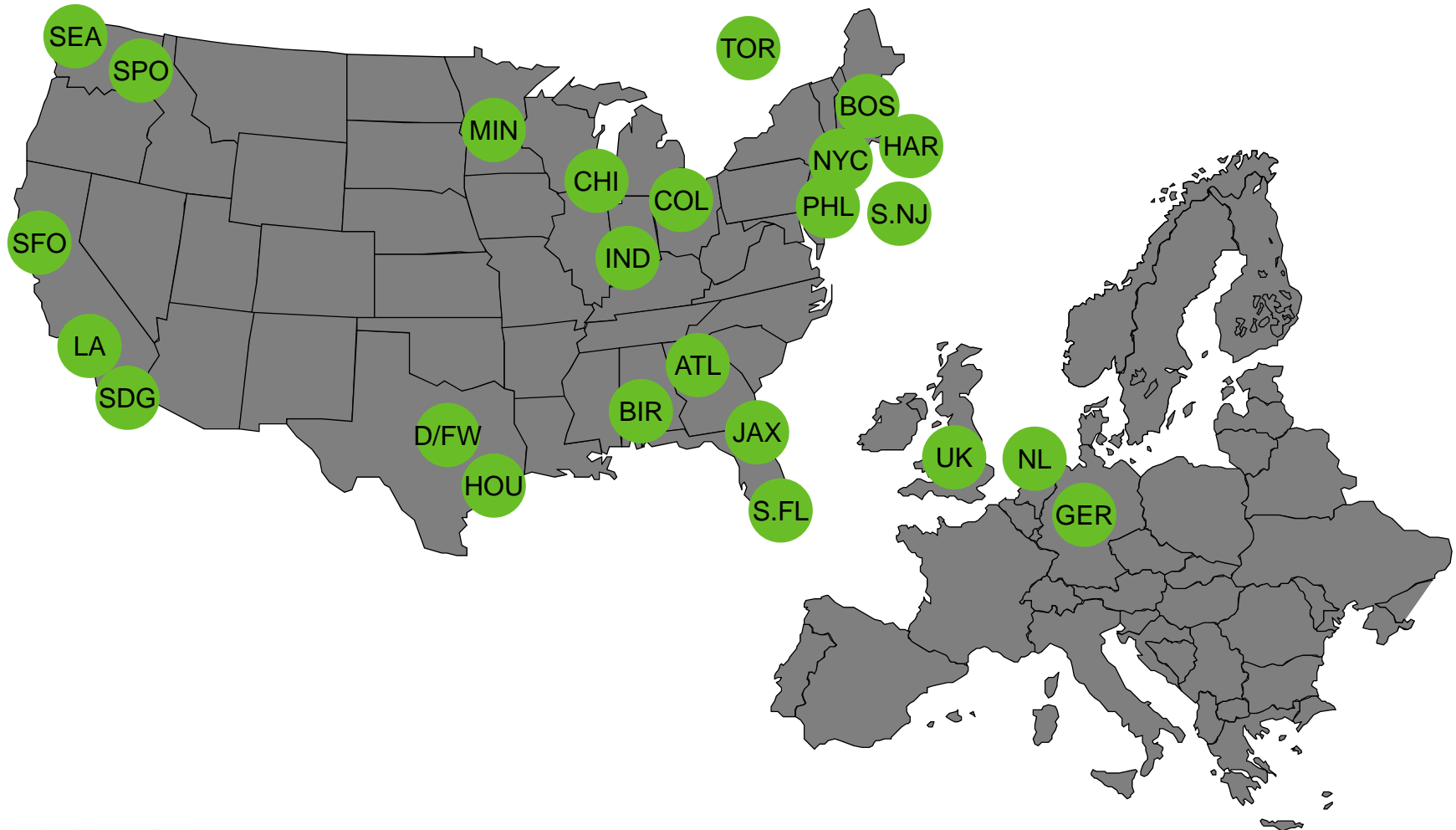
**Supplier Quality
Management**



**Lower
Costs**

GWS SPEND DENSITY

~\$6 Billion in Client Spend Broken Down by Market



MAINTENANCE EXCELLENCE

- **Industry-leading asset management and maintenance program** developed using industry experts and lean six-sigma methodology
- Maximizes **productivity, quality, and reliability** while **reducing operating expense**
- **Reduces client operating risk and optimizes capital planning**



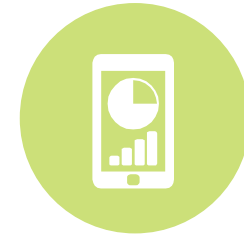
**Leading Productivity,
Quality and Safety**



**Prevent Business
Interruptions**



**Global
Standardization**



**Enabling Mobile
Technology**



**Site-Level
Performance Data**



**Prioritization of Client
Investment Needs**



**Enhanced
Scheduling**