

# *Driving Business Transformation with ARCHIBUS*



## Transformation that Reduces the Total Cost of Occupancy

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Today's organizations are navigating through an always changing — and challenging — business environment by aggressively cutting costs, redeploying resources to focus on core missions, and fast-tracking projects that deliver on market opportunities.

Now is the time for everyone in the organization — from the boardroom to the equipment room — to pursue these goals by using effective business strategies.

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With real estate, construction, infrastructure, and facility costs the second highest expense category for most organizations, it is imperative that managers drive down the total cost of occupancy through strategies that include:

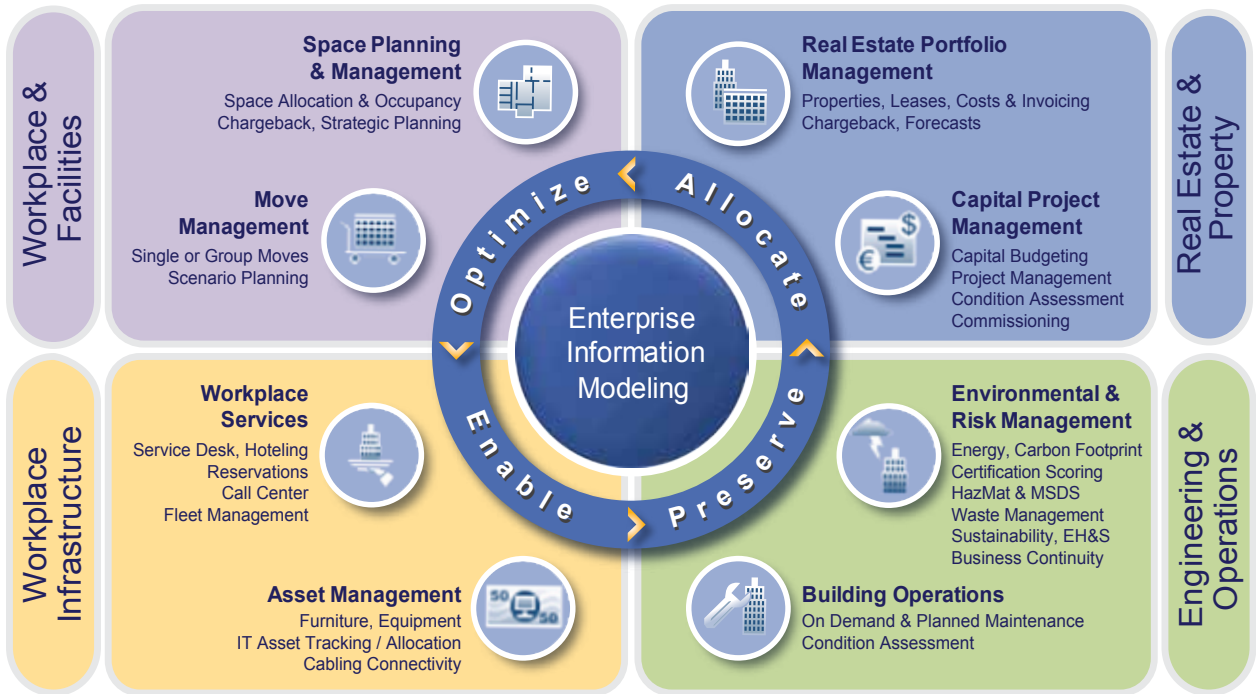
- Creating and supporting new space management and service provision paradigms such as alternative workplace strategies and hoteling for remote/mobile workers, and streamlined maintenance practices
- Achieving more insightful facilities and financial forecasting methods to identify trends and control costs proactively
- Managing space occupancy costs while still enabling workforce collaboration
- Adopting Building Information Modeling (BIM) and other information integration technologies that incorporate operational and asset data for effective building lifecycle management
- Improving environmental compliance and risk mitigation that protect individuals and communities while avoiding regulatory fines and shut-downs

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 intuitive 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.*



## Creating New Workplace Paradigms: Improving Profitability

Industry research has found that organizations underutilize office space by 50% or more. It represents a dollar amount that can exceed 10% of revenue and represent more than 25% of fixed assets on their balance sheet.

In an increasingly competitive, budget-constrained world, reducing unnecessary space and associated costs has become critical to reducing an organization's total cost of occupancy. Alternative workplace strategies that employ telecommuting as a cornerstone have become an indispensable part of that equation.

Remote-work "think tank" Telecommute America, for example, estimates that up to 60% of an organization's annual real estate costs can be saved through reductions in space needs using the right telecommuting strategies — a savings that can run into the millions of dollars annually for larger organizations.

The reduction in projected space requirement is the direct result of employees being able to work either from home, or from remote and less expensive office space instead of commuting to expensive, downtown offices. But workers who are still required to be on-site periodically, or at several locations on a rotating basis, can also now avail themselves of a new breed of Web-based hoteling and room reservations software for self-service reservation of more economical shared space.

In the public sector, cash-strapped governments at all levels are also being compelled to reduce their collective real estate footprint,

a goal made easier through telecommuting programs. Furthermore, the work of a more widely distributed government workforce is less susceptible to disruption from community illness, natural disasters, and potential acts of terrorism. Federal government telecommuting strategies, for example, minimized the potential productivity impact during recent flu outbreaks and major storm events.

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



# Facilities and Financial Forecasting Made Easier

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

That question looms over all real estate and facilities managers as they plan their organizations' space needs and estimate future costs. Software applications that capture historical space and cost information can help make informed projections on future needs.

By providing a method for tracking the capital budget cycle from request and evaluation, through approval and funding — and storing this information in a single, integrated, and

centralized location — managers can execute master planning, expansion, modernization, and consolidation projects in an organized, cost-effective manner.

With the means to track current and projected holdings, leased versus owned space, building cost performance data, and space forecasting via what-if scenarios, they will drive insightful planning and execution. Drill-down capabilities, graphical and geographic dashboards, KPI charting, and personalized views, furthermore, help them visualize and analyze data to make fact-based decisions on the portfolio's ability to fulfill the organizational mission.



*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.*

# Managing Occupancy Costs, Enabling Collaboration

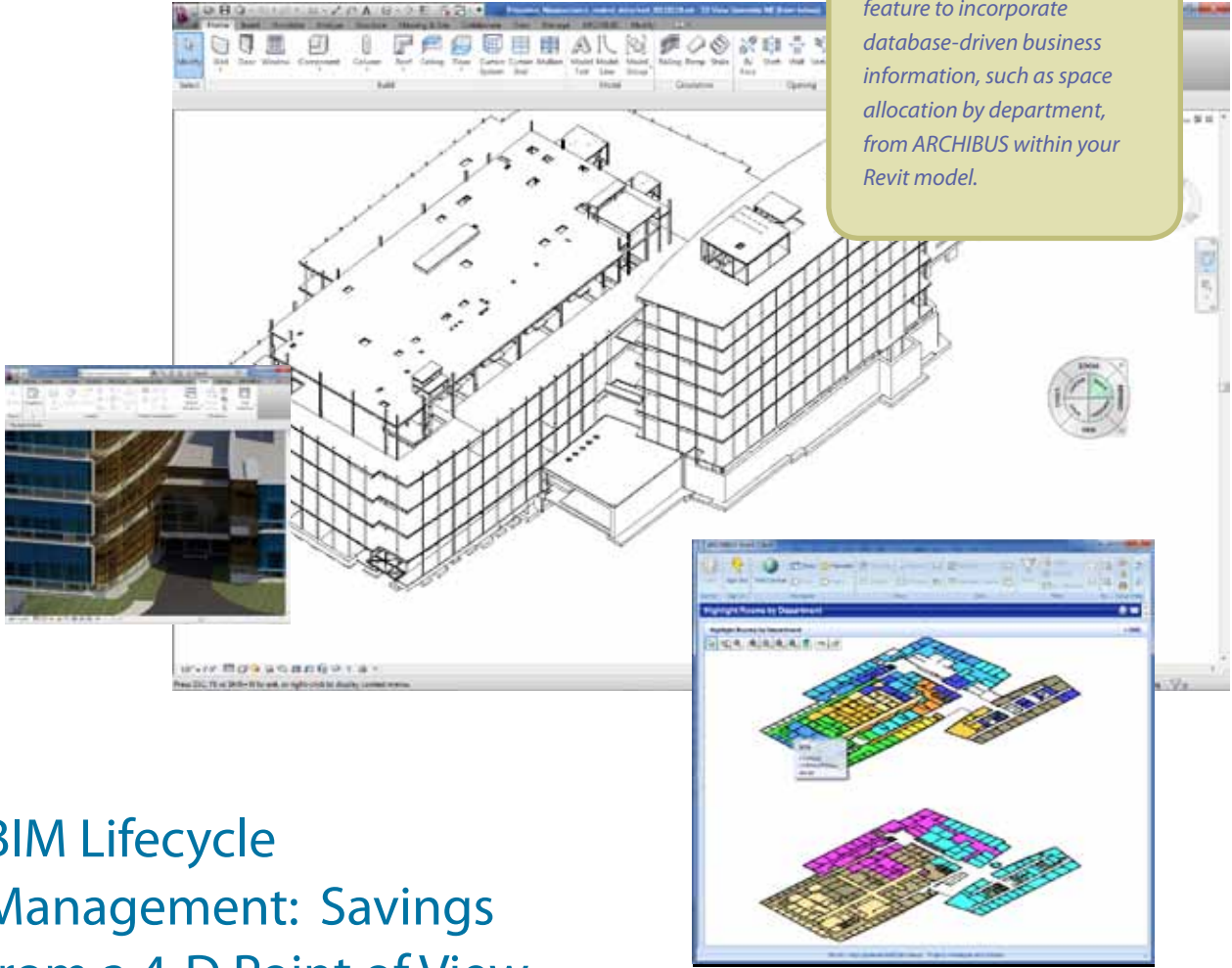


By capturing the full range of real estate, infrastructure, and facility costs: leases, utilities, maintenance, moves, security, and amenities, an organization can gain a panoramic window on the true total cost of their occupancy.

Moreover, by mapping costs against location, division, department, and time, managers can achieve insight to what this spend means to the organization, and how to evaluate on bottom line impact of various scenarios. Or they can compare cost and space resources in the portfolio against the requirements of the future organizational mission and illustrate any 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 co-workers, contractors, service providers, remote sites, telecommuters, review committees, and a wide variety of users. These capabilities form the essential foundation for some of the most important new opportunities the right technology can offer to transform your organization's operations and reduce its overall costs.





Use the bi-directional sync feature to incorporate database-driven business information, such as space allocation by department, from ARCHIBUS within your Revit model.

## BIM Lifecycle Management: Savings from a 4-D Point of View

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

Building Information Modeling (BIM) has enabled a richly detailed and collaborative approach to the way buildings are designed and constructed, becoming a requirement for more and more construction projects. What it lacks, however, is a way to easily scale to the portfolio-level and connect with business data. To manage the building lifecycle, it requires integration with facilities' operational information.

For a 4-D view of one's portfolio assets, a BIM 4.0 application must be designed from a facility manager's perspective, and be bi-directionally linked to a facilities management database for complete operational and asset information. That information completes the BIM model and gives managers a comprehensive understanding of what their organizations look like, how they work, and what they really cost to operate. Rules and workflows that coordinate the bi-directional data exchange and update the BIM model itself will keep everything in synch. This gives a 4-dimensional view of an organization and its processes.

# Environmental & Risk Management: 10-20% Operational Savings

A recent study released by the Massachusetts Institute of Technology (MIT) and the Boston Consulting Group, which surveyed more than 4,000 managers from 113 countries, concluded that sustainability is high on their organizations' agenda, and 67% said that sustainability was necessary for being competitive in today's marketplace.

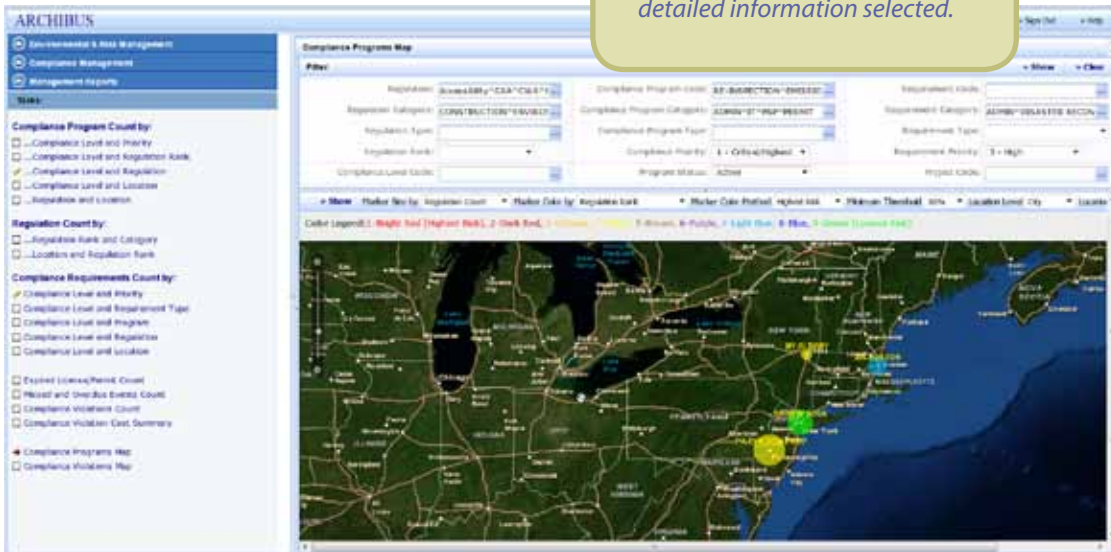
A well thought-out environmental sustainability strategy can deliver up to 10 percent — and possibly as much as 20 percent savings — on operational costs. In addition, by improving environmental, health, and safety compliance, it helps organizations avoid litigation, regulatory fines, and shutdowns that impair productivity and profitability.

An industry-leading environmental & 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.

*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.*



## **ARCHIBUS: Your Integrated Solution for 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 reducing your overall cost structure and improving asset utilization.

Using just one integrated software solution, you can leverage pre-existing data, reduce

inconsistent information, and ease the burden of supporting multiple information technology systems.

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



ARCHIBUS is the #1 global provider of real estate, infrastructure, and facilities management solutions with the total annual expenditures for ARCHIBUS-related products and services valued at over \$2.1 Billion (USD). Through effective innovation and business transformation, ARCHIBUS users save their organizations over \$100 billion annually. With ARCHIBUS, organizations can use a single, comprehensive, integrated solution to make informed strategic decisions that optimize return-on-investment (ROI) and return-on-assets (ROA), lower asset lifecycle costs, and increase enterprise-wide productivity and profitability. ARCHIBUS is the worldwide proponent for the creation of ubiquitous environmental sustainability.

For more than 30 years, ARCHIBUS has dominated the global real estate, infrastructure and facilities management automation market with a market share of over 94%. More than 4,000,000 ARCHIBUS users collectively manage over 15,000,000 buildings and properties, with organizations reporting facilities-related cost savings as high as 34%. With over 1,600 ARCHIBUS Business Partners, local and regional support worldwide is available in over 190 countries and 30 languages. Headquartered in Boston, Massachusetts, ARCHIBUS has pioneered computer-aided real estate, infrastructure and facilities management technologies since 1982.



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**The #1 Solution for Real Estate, Infrastructure, and Facilities Management in the World**  
*Over 4 million users prove it daily — saving their organizations over \$100 billion annually*