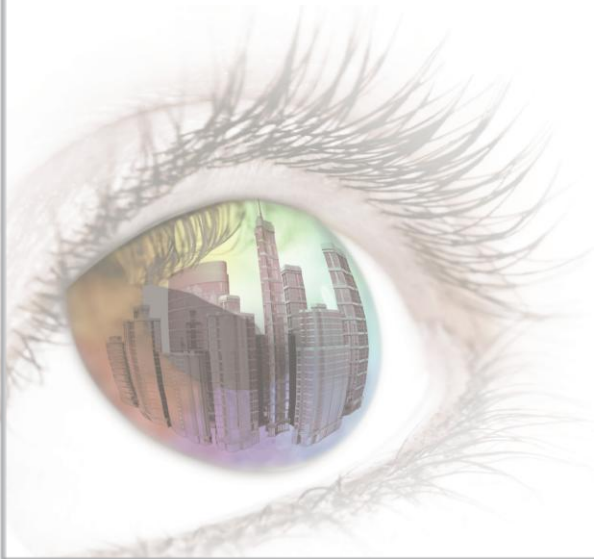


Qube Global Software

SOFTWARE THAT WORKS LIKE YOU DO

Steven Jones – Sales Director

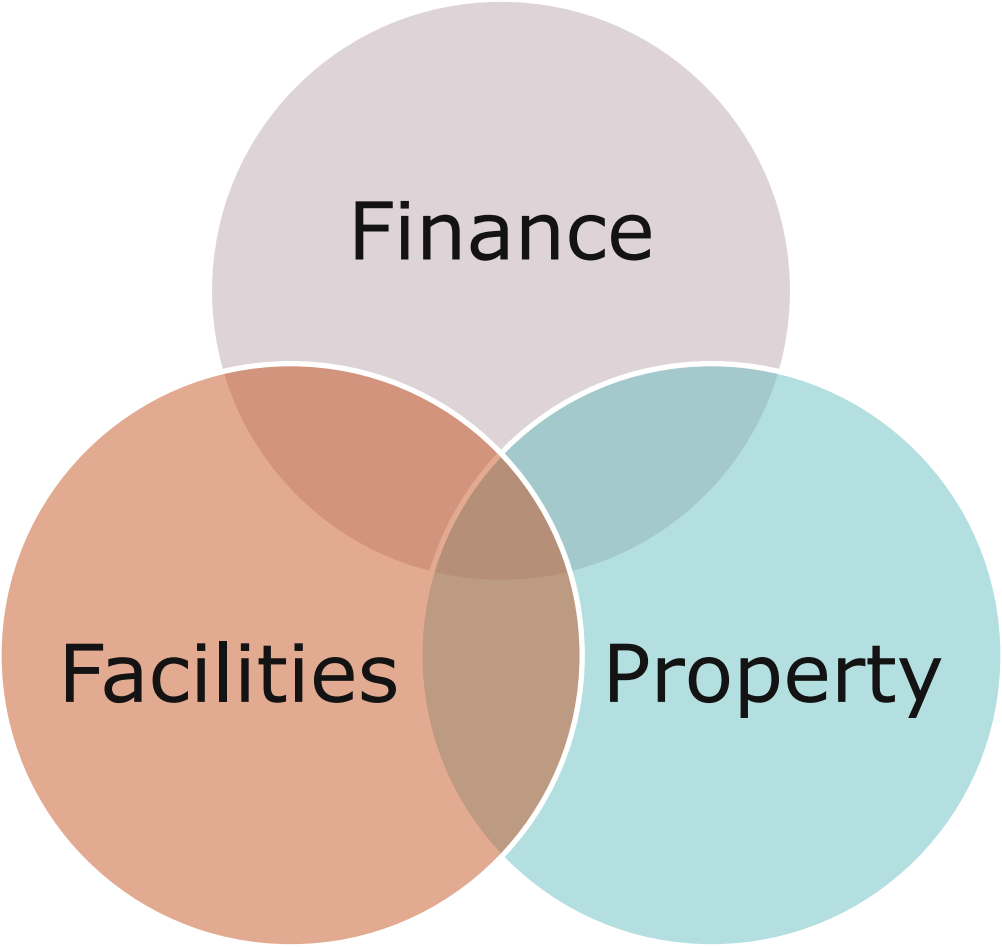


Who Are We?



- Two main markets
 - Facilities Management Software
 - Property Management Software
- 167 staff in four locations
- Over 800 customers in 52 countries
- £15 million revenue

Integrated Workplace Management



Integrated Workplace Management



Asset Management	Planned Maintenance	Help Desk	Contract Management	Condition Surveys
Mobile Workforce	Projects	Purchase Orders	Leases	Rent/Service Charges
Document Management	Business Intelligence	Room Booking	Soft Services	Loan Management
Transaction Management	Space Management	Health and Safety	Stock Management	Audits

Amazing scale of property under management!

- £1500bn of property under management
- 10% of UK landmass
- 10% of UK NHS facilities market - Planet
- 30% of UK property management market
- 10,000 licensed users

Where Are We?



International Customers



مركز دبي التجاري العالمي
DUBAI WORLD TRADE CENTRE

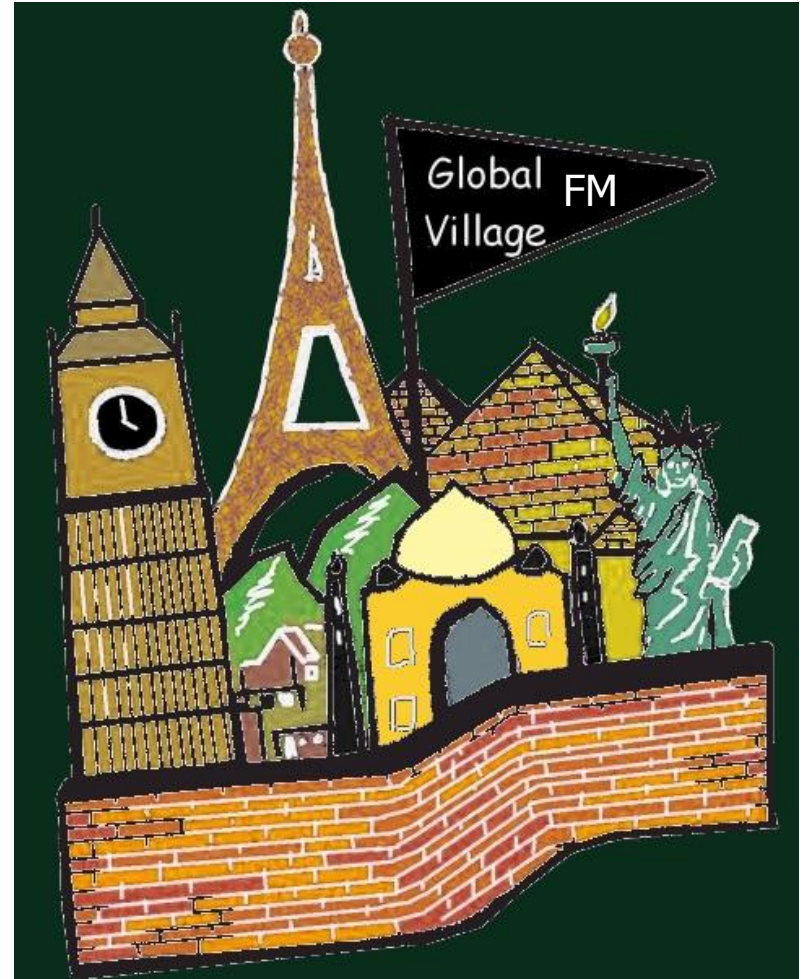
Culture is the habit of being pleased with the best and knowing why.

Henry Vandyke (1852 - 1933) US "poet, clergy, educator"



Global FM Village

- Corporate or Local Culture?



Qube Challenges



- Languages
- Currencies
- Legislation
- Support across time zones
- Network Infrastructure

Qube Global Software

SOFTWARE THAT WORKS LIKE YOU DO

Qube Client - Redevco



- Based Amsterdam
- Retail Property Portfolio across Europe
- 800 Properties
- 7.2Bn Euro Value
- 21 Countries across Europe and Asia
- Managing Property and Facilities



REDEVCO

business in balance

Balance Best Practice with Tenant Expectations

- Centralised Control from Amsterdam
- Abide by Local Customs where necessary
- English is business language
- Parachute in Dutch multi-linguals to Turkey

- Brussels Tenant Agreements
 - Choose language - French or Flemish
 - 20km out of Brussels – no choice – Flemish!
- National Trust in Wales
 - Welsh Properties – Invoices in Welsh and English

- Turkey – Report in Multiple Currencies (Weak Lira)
 - E.g. Agree Leases in Euros, but pay in Lira
 - Determine date of exchange rate calculation
 - On Contract
 - On Invoice
 - On Payment
- Index Linked Leases
 - Inflationary Index is different for each country
 - Spain and Portugal particularly complex

Thank You



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