



The New Economy - the Right Time and the Right Place for FM

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Agenda

- ◆ Facilities Management Relevance
- ◆ Economic Impact
- ◆ Right Time
- ◆ Right Place

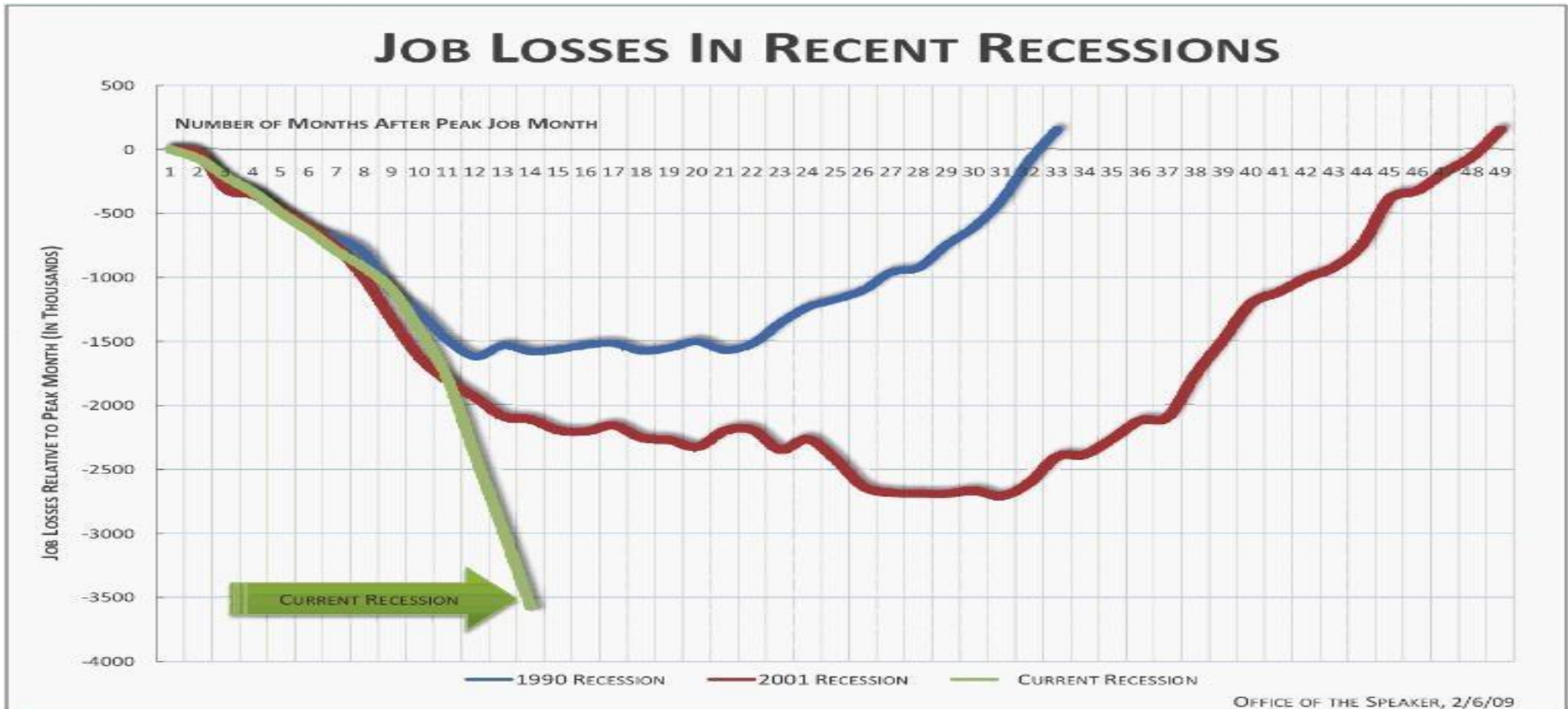
A horizontal collage of four images: a modern building facade, a meeting room with people, Euro banknotes, and a glass skyscraper.

Facilities Management Relevance

WHAT IS IT?

***It is the Professional Management of the
NON-CORE business activities***

Economic Impact



Economic Impact

MORE THAN MOST REALISE

- ◆ In UK £100b
- ◆ Equivalent in Brazil BRL 276.7b

Economic Impact

AUSTRALIA

- ◆ 1.4% GDP
- ◆ 2.1% Employment

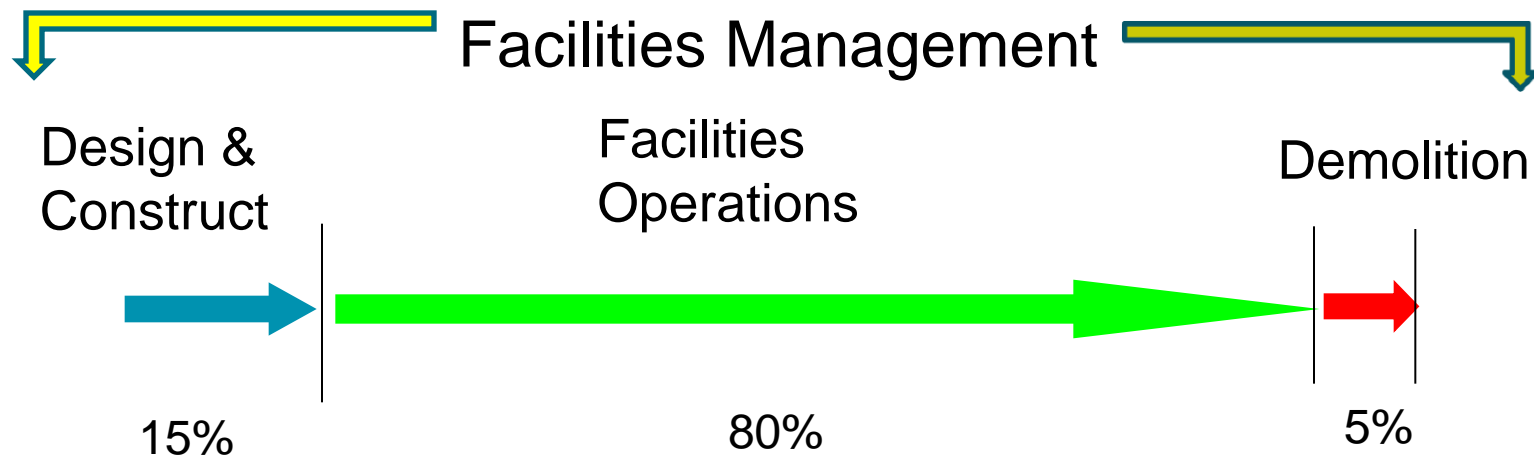
BRAZIL (comparison)

- ◆ BRL 51,556m (or \$29,260m)
- ◆ 2m+ people

Right Time

THE WHOLE LIFE COST

The **'real cost'** of any development, facility or scheme to the individual or organisation is inherent within the whole life cost and not just design and construction.



Right Place

- ◆ We influence all parts of the organisation!
- ◆ We manage the biggest overhead (almost always)!
- ◆ We can influence cost!
- ◆ We can influence energy and carbon!
- ◆ We directly impact operations; recruitment; image; efficiency; business continuity; safety; staff retention; health; compliance; security; etc

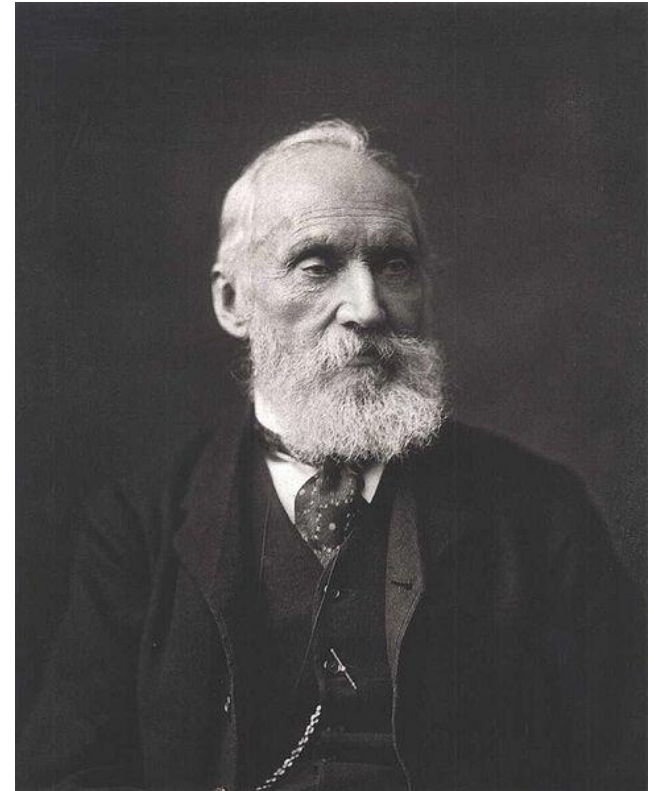
Innovation!



William Thomson 1st Baron Kelvin (1824 – 1907)

TO MEASURE IS TO KNOW

“If you cannot measure it,
you cannot improve it.”



Demonstrate Value

- ◆ 43% CO² Emissions from Buildings
 - ◆ c50% energy in buildings from lighting!
- ◆ Space
 - ◆ Highest cost of the overhead
 - ◆ Workstations used 50% - 70% of time
 - ◆ Conference/ meeting space 100% booked – 65% vacant

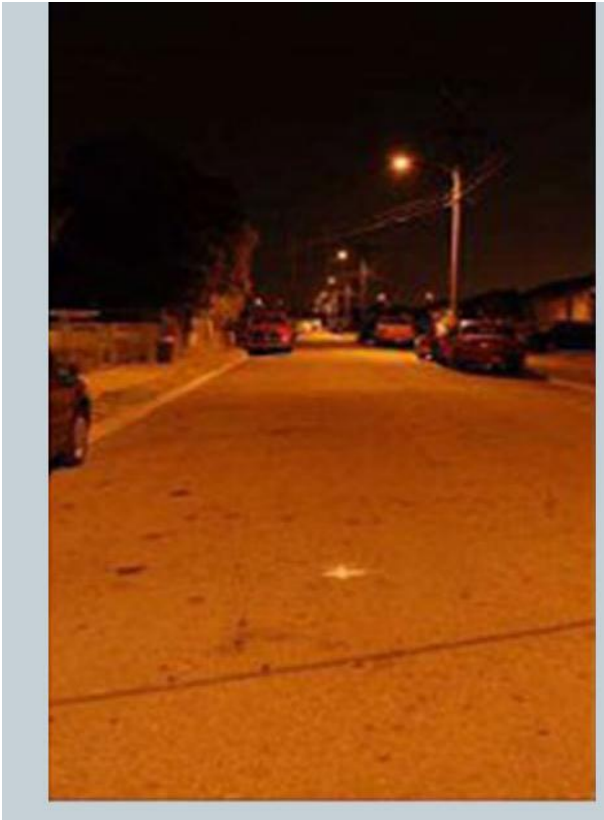
Demonstrate Value

NOT DIFFICULT!

- ◆ 4 month payback
- ◆ 'Looking for Carbon'
- ◆ \$20m investment delivered \$650m savings
- ◆ As at 2007 \$2b savings!

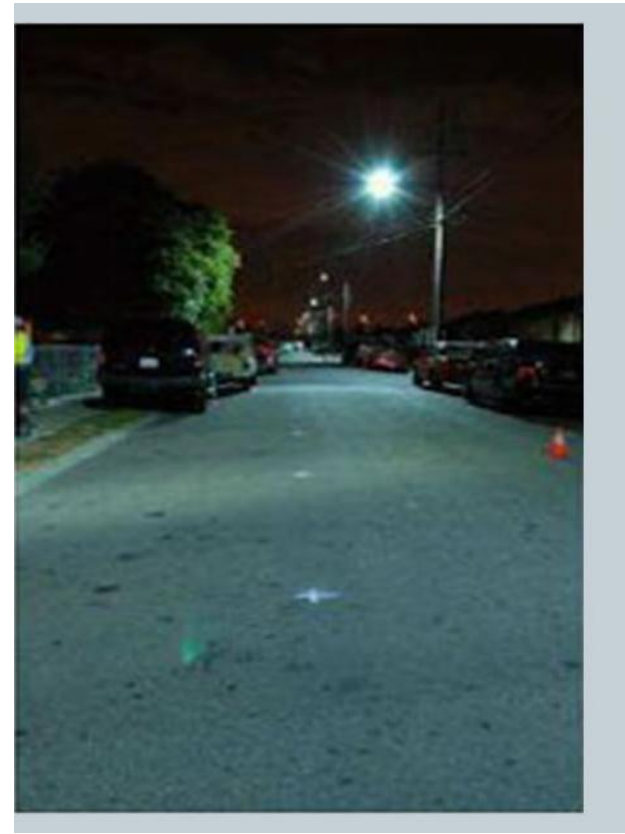


Spectral impact on luminance



High Lux

Identical
Luminance



Low Lux

Lighting Comparison

| Lamp Equivalents guide | | | |
|---|---------------------------------|--|--|
| Lamp Equivalents | Halogens | Compact fluorescent | Lumos LED Product |
| Specified lifetime | 2,000 to 5,000 Hrs | 8,000 to 15,000 Hrs | 30,000 to 50,000 Hrs |
| Light output | 10-20 Lumens per watt | 50-65 lumens per Watt | 60-90 Lumens per Watt |
| Annual power (Kilowatt Hours) for similar lamps (qty 100) | 306.6 | 96.36 | 28.908 |
| CO2 Emissions for 100 similar lamps (KGS) | 164.64 | 51.75 | 15.52 |
| Colour Rendition | Restricted Colour Temp Options | Restricted colour Temp options | Wide range of colour temperatures plus solid colours |
| Health | Some ultra-violet and Infra Red | Some ultra-violet and Infra Red | NO ultra-violet and Infra Red |
| Specialist Disposal (WEEE) | No (to Landfill) | Yes (Compliance with WEEE Directive – Specialist Disposal) | No .. 99% recyclable |
| Contaminants | Reasonably Safe | Mercury, Phosphor | Safe |
| Robustness | High | Low | Robust, Solid State |

Economics

CORPORATE PERFORMANCE

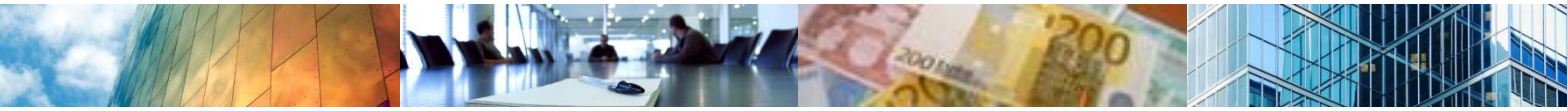
- ◆ Operational Efficiency
- ◆ Overhead
- ◆ Environment
- ◆ Image
- ◆ Community etc...

A horizontal collage of four images: a modern building facade with a blue sky, a conference room with people at a table, a close-up of Euro banknotes, and a glass skyscraper.

Our Challenge ... Your Challenge

Be Relevant...

***... Not to ourselves but to
the Economy;
the Boardroom;
the Community;
the Environment!***



Thank You

Hope I was eligible!



Facilities management is **key**

Key Facilities Management



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