



UGL Equis Portfolio Management Services



Most organizations are seeking ways to reduce costs and free up working capital. In a new regulatory environment, real estate expenses are increasingly being scrutinized, both for the costs incurred and the soundness and transparency of the decisions made. UGL Equis works solely with business space users to ensure their real estate portfolios are managed strategically and can withstand any level of scrutiny.

OUR CAPABILITIES

- **Strategic planning/portfolio review** - alignment and integration of the physical infrastructure with the corporate goals and operational requirements
 - **Opportunity analysis** - development of strategies that optimize the acquisition of new space, the disposition of unneeded space and restructuring of current space obligations
 - **Location and space planning** - analysis and management of decisions related to specific locations, space requirements, terms and financing of transactions
 - **Performance improvement** - monitoring and measuring how the portfolio is increasing productivity, reducing occupancy costs and other strategic goals
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UGL Equis Portfolio Management aligns real estate with business objectives for organizations with complex, global portfolios consisting of thousands of properties totaling hundreds of millions of square feet, as well as those with just a handful of properties. Our goal is to help clients redefine their real estate as much more than assets and liabilities; real estate can be a means to achieving competitive advantage. It is this perspective that helps UGL Equis retain 90% of its account clients year after year.

AN INTEGRATED APPROACH TO DELIVERING ENTERPRISE-WIDE REAL ESTATE PERFORMANCE

UGL Equis makes corporate real estate strategic. We develop and implement plans that maximize space use and occupancy economics, as well as minimize cost. Our consultative management approach and analytical methodologies combined with strong implementation skills ensure that the strategies we develop will provide results - quickly and effectively. Tactics we employ include orchestrating the timing of key transactions, developing standard real estate practices and performance benchmarks, and evaluating options for financial structuring.

OUR CLIENTS INCLUDE:

AGFA
AT&T
Bayer Corp.
Charter Communications
Commonwealth of Pennsylvania
Cox Enterprises
DaimlerChrysler
DecisionOne
Diebold
GlaxoSmithKline
Harris Corporation
Navigant Consulting
Omnicare
Qwest Communications
Raymond James Sodexo
State of California
State of Wisconsin
Underwriters Labs
Watson Wyatt Worldwide
Webster University

Our approach is consistent across all of our services, enabling clients to take full advantage of our integrated model. Each account is managed using a proven methodology, providing the foundation for our strategies and incorporating the following steps:

ASSESS

Whether for an individual project or a portfolio, we examine each situation by analyzing real estate data and organizational priorities. We weigh opportunities and risks, audit and document assets and leases, evaluate usage requirements against business processes, and document key performance indicators. We continually reassess the portfolio against performance measures.

PLAN

Based upon the assessment, we develop strategies and recommendations - establishing realistic and executable action plans that take a "big picture" view. These plans align real estate with treasury objectives, supporting initiatives related to capital expenditures, specific lease issues and clauses, utilization optimization, process improvement and technologies, build-out projects and new construction.

IMPLEMENT

Once the plan is complete, UGL Equis takes action. From negotiating transactions and developing financing solutions, to assisting with build-outs, relocations, compliance and payment processing, our teams work with client teams to turn strategies into results.

MANAGE

We not only drive the process, we provide the management support that is required every step of the way. Our advisors assess the risk and rewards of each and every action we take, communicate results, and tap appropriate resources to provide the right skills, wherever and whenever they are needed.



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About UGL Equis For more than two decades, UGL Equis has applied a combination of financial, business, industry and public sector expertise to a spectrum of corporate real estate services. We have grown into the world's largest corporate real estate firm exclusively focused on users of business spaces. We have cultivated successful relationships with some of the world's leading organizations, and have helped thousands of businesses transform their real estate into a competitive advantage. www.ugl-equis.com