

# CORPORATE SOLUTIONS

INTEGRATED & FACT BASED END USER SOLUTIONS



Facilitate and accelerate your business drivers is the key mission of Corporate Solutions. Our success arises from offering integrated end user solutions for the whole life cycle of your real estate, work environment and facilities management. Colliers International Corporate Solutions is market leader and trendsetter for end user solutions in the Netherlands. 100% independent, end user focused with local teams, working within the global network of Colliers International.

## AKZONOBEL

SUCCESS STORY

A leading global company in paint and specialty chemicals has organised facility management on a local level. The real estate department was convinced that AkzoNobel could improve on both quality and costs. The 5 step Colliers approach appealed to AkzoNobel for its pragmatism and ability to create local buy-in. The key objectives for AkzoNobel are to decrease costs by increasing the efficiency and/or quality of the FM services and standardise through a central FM policy and organisation. In the Netherlands service levels are determined and business cases worked out. Outside the Netherlands sites have been benchmarked in France, UK, Spain and Sweden.

### STRATEGY

- > Providing insight in the facilities cost and service levels, based on the EN15221;
- > Determine opportunities and developing business cases per location;
- > Providing (interim) support to realise organisational changes and seize opportunities;
- > Outsourcing of the NL soft facilities services;
- > Review and reorganise the FM organisation both on a central and local level.

### RESULTS

- > Creating insight in saving potentials;
- > New FM contracts across multiple locations;
- > Optimised and standardised facility processes and organisation.

## DANONE RESEARCH

SUCCESS STORY

Danone Nederland B.V. is part of Groupe Danone, one of the global food industry players with strong brands like Danone, Evian and Nutricia. Danone needed representation of her interests throughout the development of a new International Innovation Centre located in Utrecht (NL) Science Park.

### STRATEGY

Development PoR including building and workplace concept and sustainability ambitions. Selection process for project developer and interior designer. Commercial negotiation and guidance with the creation of the rental agreement. Consultancy and Project management during design and implementation phase. Organizing the facility management organisation and guidance in the procurement process of suppliers and furniture.

### RESULTS

- > One stop shop for representation of Danone's interests during all phases of the project, from project definition to the move;
- > Realisation of a unique 20,000 m<sup>2</sup> innovation centre with an open and transparent;
- > Architecture and in support of Danone's ambitions;
- > Assurance of building- and workplace concept and meeting the quality criteria for the BREEAM 'Excellent' certificate;
- > New FM contracts across multiple locations.

## SODEXO KLM

SUCCESS STORY

Colliers International in cooperation with Sodexo has established a partnership with KLM to develop and execute a strategic corporate real estate masterplan for the KLM portfolio of 600,000 m<sup>2</sup> offices, hangars, logistics and terminals. This real estate management strategy provides KLM the steering mechanism for their real estate portfolio on a short, mid and long term period.

### STRATEGY

- > Centralisation of all corporate real estate information in a database;
- > Translation of business challenges into real estate scenarios for the KLM divisions;
- > Development of integral long term corporate real estate management strategy;
- > Development of a custom made real estate management dashboard for real time;
- > Insights in costs, budget, risks and feasibility alternatives;
- > Tactical involvement accommodation projects in order to secure the connection between short term project planning and long term strategy.

### RESULTS

- > A corporate real estate database containing all data from the KLM portfolio;
- > An integral KLM corporate real estate strategy and corporate real estate management dashboard.

## CONTACT DETAILS

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# CORPORATE SOLUTIONS

## INTEGRATED & FACT BASED END USER SOLUTIONS

Integrated real estate, workplace and facility solutions that accelerate your business. Corporate solutions is 100% end user focused and dedicated to enhance productivity, reinforce corporate image, strengthen employee satisfaction, create sustainable real estate and realise cost savings.

## CORPORATE SOLUTIONS =

Our team of professionals:



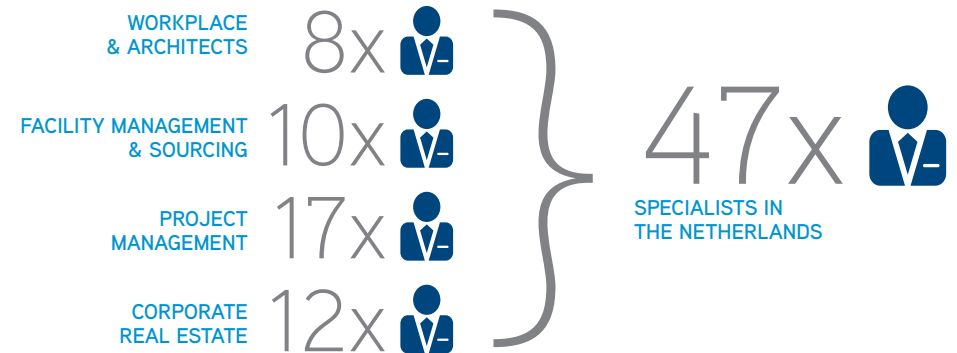
Active in the sectors:



## CORPORATE SOLUTIONS INTERNATIONAL QUALITY STANDARDS



## CORPORATE SOLUTIONS OPERATES IN SPECIALISED TEAMS



## OUR EXPERTISE



COLLIERS CORPORATE SOLUTIONS IS TRENDSETTER AND MARKET LEADER OF INTEGRATED END USER SOLUTIONS IN THE NETHERLANDS.

## A SELECTION OF CLIENTS WE PROUDLY SERVE



## UNIQUE END USER INSIGHT

The Colliers BenchBase® is the largest European FM and real estate database and contains:



The annual Colliers Occupiers Cost Index (OCI) gives the office cost per FTE for the most important EMEA countries based on the new European FM standard EN 15221.



Accelerating success.