

**HEALTHCARE  
SERVICES  
GROUP**





## IS THERE A CURE?

Our nation's healthcare institutions continue to face the growing challenge of how to provide the world's highest level of care under the constraint of ever-shrinking funding sources. With healthcare spending approaching 20% of GDP, health systems are looking to all facets of their business for opportunities to reduce costs, unlock much-needed capital and improve the overall experience a patient has when visiting one of its centers.

CB Richard Ellis, the nation's largest provider of healthcare real estate services, is able to tap into its global resources to identify solutions that significantly impact a health system so it can successfully face these challenges. CBRE's focus is to provide healthcare institutions with solutions that:

- Improve the patient experience
- Reduce facility operating costs
- Secure new sources of capital
- Align a system's real estate portfolio with its strategic initiatives

## A NATIONAL LEADER

CBRE Healthcare Services oversees over 30 million square feet of hospital, ambulatory care centers, medical office buildings and specialty centers throughout the country. Working with its global network of more than 25,000 real estate professionals, CBRE serves over 85 of the fortune 100 companies.

Through these global resources, CBRE brings a unique combination of **facility management, transaction management, project management** and **strategic planning services** in a fully integrated delivery system.

## A LOCAL RESPONSE

Although healthcare is a national issue, in most cases, it is delivered locally. CBRE's key to success is the ability to bring to the local market the strength of the nation's leading commercial real estate company. CBRE's national healthcare team provides the local market the training, tools and proven processes necessary to meet the complex demands of today's modern healthcare environment. With nearly 500 healthcare real estate professionals located in over 15 markets, CBRE's advantage is a strong local presence fueled with the power of its national real estate services platform.

## A PRESCRIPTION THAT WORKS

CBRE Healthcare Services is focused on creating long-term solutions that effectively address the need to reduce facility operating costs, identify new sources of capital and improve the patient experience.

CBRE delivers these solutions to the clinical setting by working with the on-site facility and real estate team in implementing standard processes based upon best practices; equipping the on-site teams with the proper tools that lead to greater efficiency; and working with hospital leadership in implementing strategies that support solid market growth.

CBRE's nearly surgical approach to identifying areas for cost reduction and capital spending reduction leads to a nearly **20% improvement in the bottom line** of most health systems.

However, to reduce facility operating costs at the expense of providing great patient care will lead to a situation that is deemed "terminal" for any health care provider. CBRE Healthcare Services leads the real estate services industry in receiving high customer service and employee satisfaction scores.

This is accomplished, in part, through a corporate-wide commitment to the service philosophy of **RISE** or **Respect, Integrity, Service and Excellence**.

## INNOVATION THROUGH SERVICE

The operations of today's hospital campus represent a complex interaction of clinical services, operations management, finance, human resources, physician relations, technology and community relations. The needs of each of these groups change throughout the life cycle of a facility or campus. For example, the level of attention and interaction of these various constituents during the development of a project changes dramatically during the operating phase of a facility.

CBRE Healthcare Services supports these changing needs through the integration of its core services of facility management, transaction management, project management and strategic planning services. This innovative approach responds to the changing needs found during each phase of the life cycle of a healthcare facility.

### CBRE's comprehensive real estate services platform includes:

- Facility Management
- Construction Project Management
- Transaction Management
- Portfolio Advisory Services
- Strategic Planning
- Stark Compliance
- Real Estate Development
- Merger and Acquisition Support
- Property Accounting
- Portfolio Administration
- Energy Management
- Sustainability
- Property Management
- Tenant/Purchaser Representation
- Owner Representation
- Capital Planning and Financing
- Valuation Services
- Asset Repositioning
- Cost Segregation



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