



Strategic Sourcing

Group Bidding Process and 2009 Master Calendar



GROUP BIDDING DEFINED

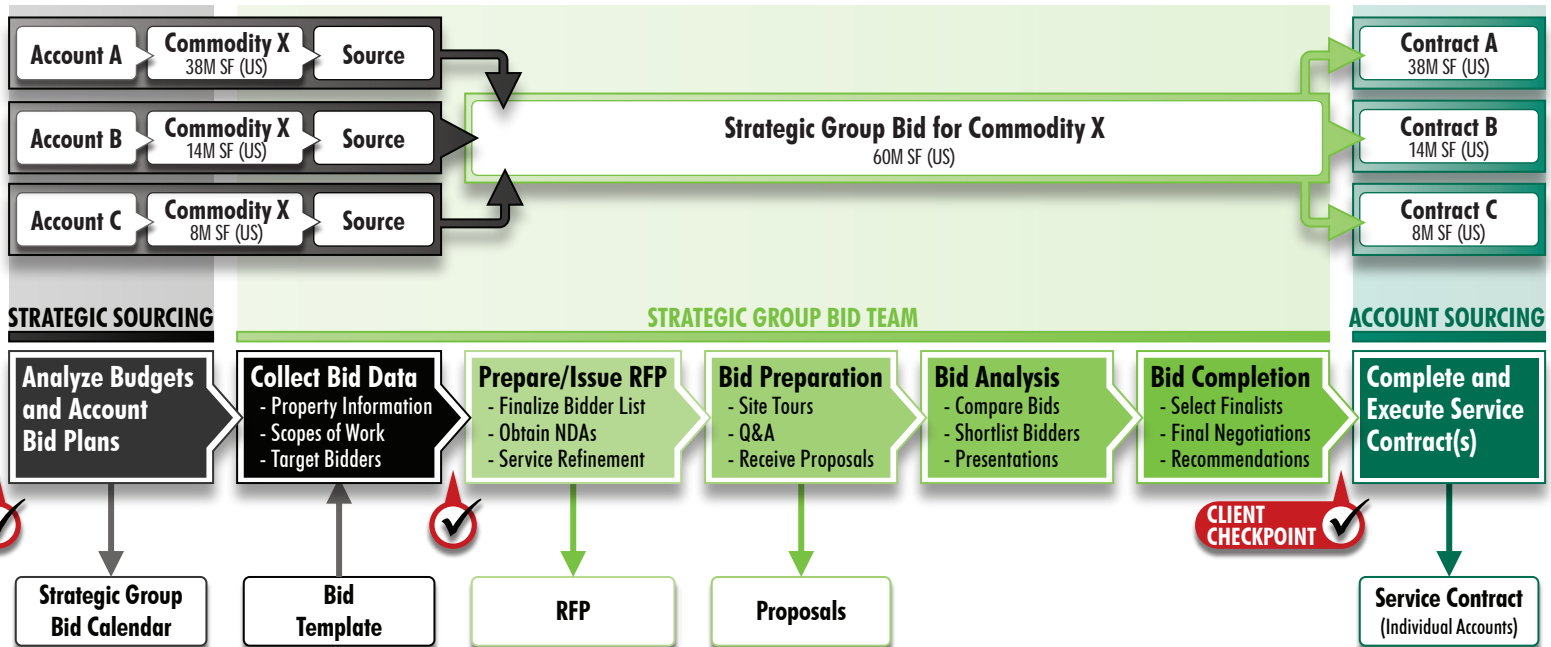
An integral part of CBRE's sourcing strategy involves the management of group bids with other CBRE-managed facility management accounts for products/services typically negotiated on a one-off basis. Utilizing leading sourcing technology and best practices of the sourcing network, CBRE is able to leverage \$20 billion in managed spend to generate significant savings and service optimization for CBRE clients.

Common service categories involved in group bids:

- Landscaping
- Pest Control
- Janitorial Services
- Elevator
- Waste Removal
- HVAC



SPEND AGGREGATION



FOR MORE INFORMATION

Please **contact your account Alliance Director first** to participate in group bidding. CBRE offers a client participation agreement outlining how clients and CBRE partner to ensure mutual success.

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SAMPLE SAVINGS THROUGH GROUP BIDS

Landscaping

- 3,935 facilities combined
- 8-44% saved



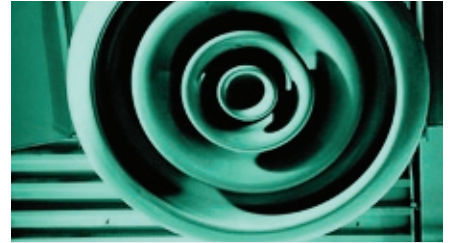
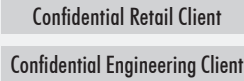
Elevator Maintenance

- 182 elevator units combined
- 9-30% saved



Janitorial

- 60 million SF combined
- 19-32% saved



CASE STUDY: 2008 HVAC GROUP BID EVENT

Background

- # Accounts: 13
- # Sites: 5,482
- # States: 50
(+5 Canadian provinces)

Supplier Consolidation

- # Incumbents: 186
- # Awarded Suppliers: 10-15
- SLA Standardization

Cost Savings

- Historic Annual Spend: ~\$40,000,000
- Annual Savings: ~\$4,800,000
- Average Savings Per Client: 12%
- Client Savings Range: 5-27%
- SLA Enhancement

Other Highlights

- 100% paperless process utilizing SourcingInsight
- Preferred supplier leveraging on additional accounts

2009 CBRE GROUP BIDDING CALENDAR (North America)

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Janitorial										
	Fire / Life / Safety										
			Fire Extinguisher Service								
	Security										
					Water Treatment						
					Water Services / Consulting						
					Elevator Service						
							Document Storage				
							MRO Products				
								Landscaping			
									Janitorial		
										HVAC PM	

ABOUT STRATEGIC SOURCING

With over 1.9 billion square feet of property and facilities under management, CBRE offers a foundation for the most advanced and comprehensive procurement and sourcing platform in the commercial real estate industry. CBRE's global Strategic Sourcing organization consists of dedicated, full-time CBRE employees managing company-wide procurement practices. These Procurement Managers deliver solutions and savings opportunities for their assigned accounts daily, and are connected to our Strategic Sourcing functional leadership via the Sourcing Network.

This Network conducts collaborative sourcing events such as multi-account "group" bidding, bulk purchasing and manages the SourcingInsight technology platform, which includes modules for Contract Management, E-Sourcing, and Procure-to-Pay e-Procurement. CBRE leverages over \$20 billion in operational expenditures across all CBRE accounts to command the greatest amount of price efficiency and savings to our clients.

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