

# EC Harris in North America

EC Harris (US) Inc.

Fall 2011



**EC HARRIS**  
**BUILT ASSET**  
**CONSULTANCY**

# EC Harris, LLP

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We are one of the top three leading international built asset consultancies.

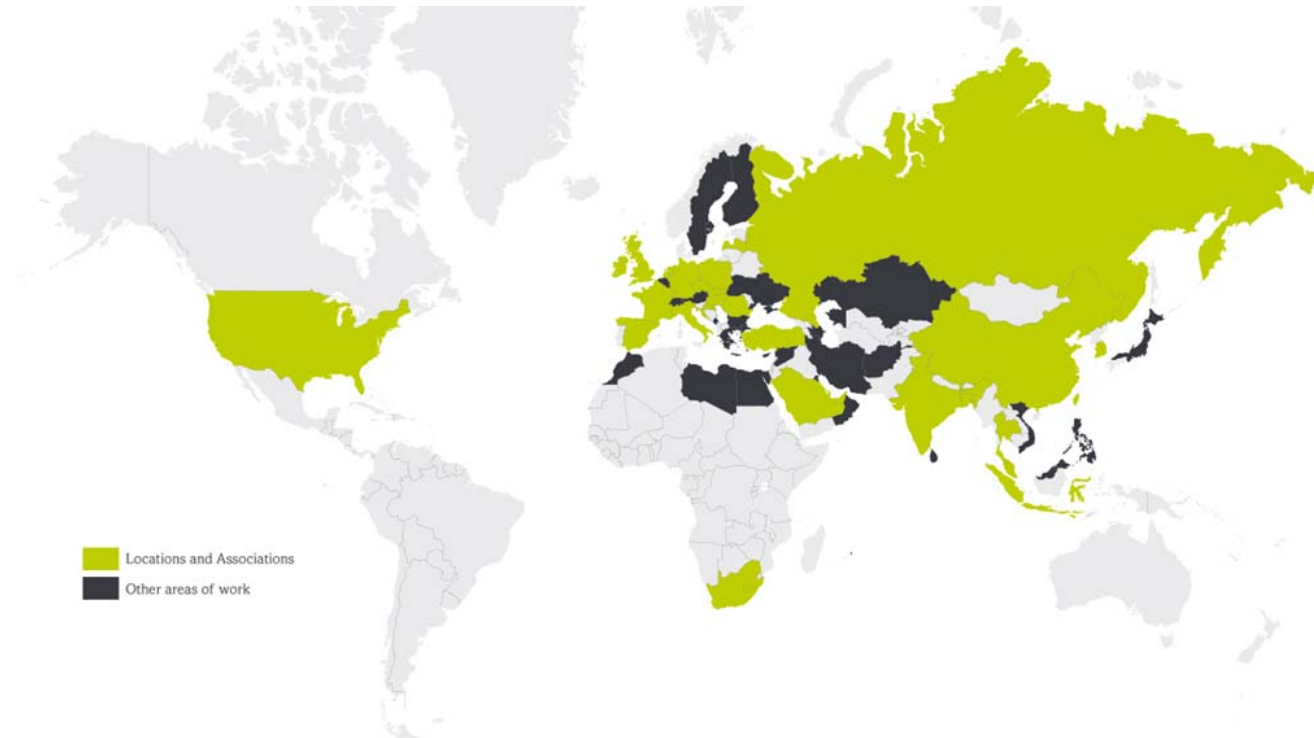
We help clients to get the most from their built assets by supporting them in strategizing, planning, operations and optimization of the development, acquisition, construction, operation, use, occupancy and ownership of their built assets.



# EC Harris Capabilities Around the World

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- Our 46 wholly-owned offices are strategically placed in 25 countries throughout North America, Europe, the Middle East, Africa and Asia-Pacific.
- We are engaged in over 55 countries worldwide.

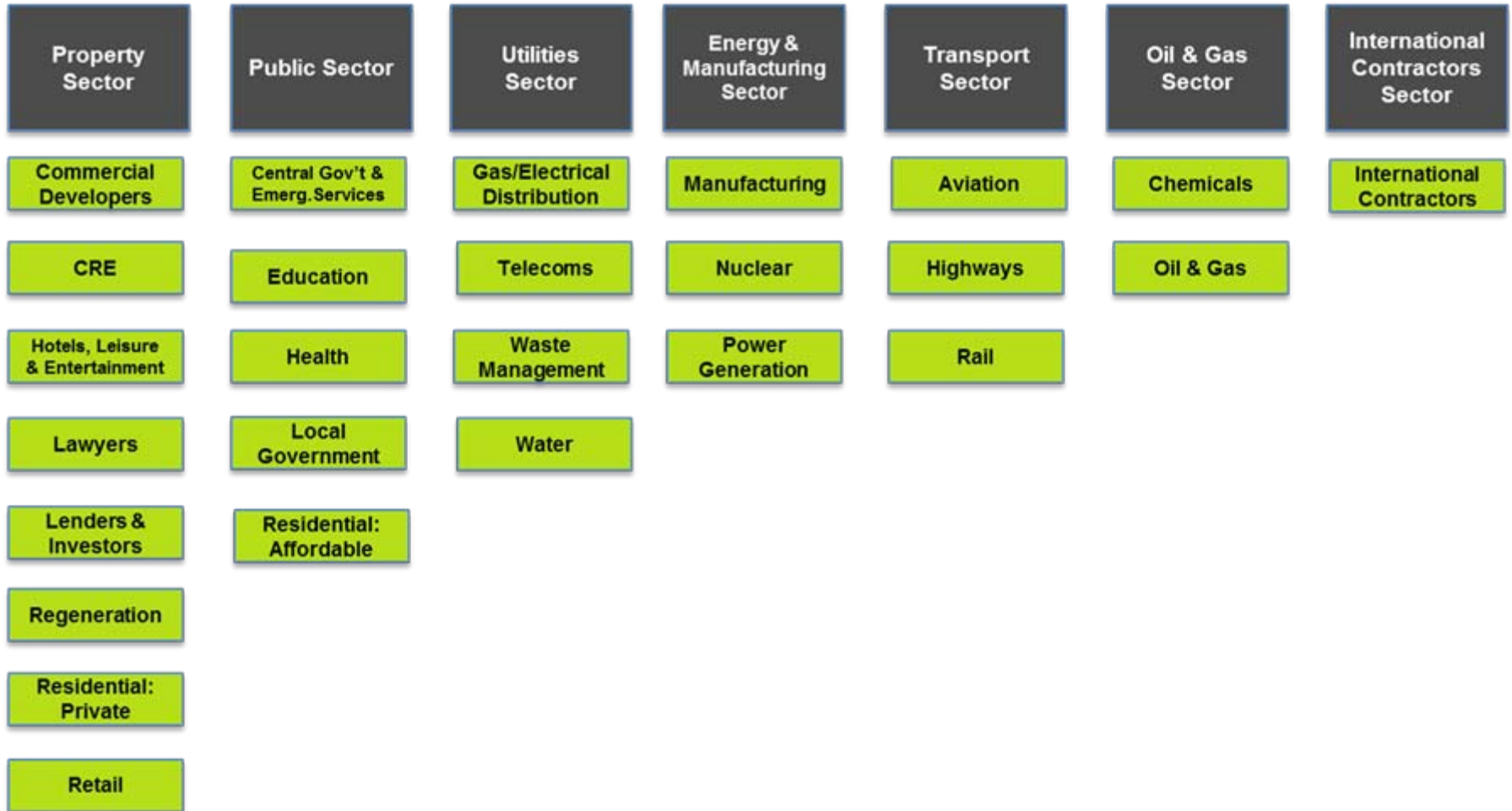


# Key Facts

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- We employ more than 3,600 experts around the world, with more than 42 corporate-owned offices
- We handle greater than \$7 billion of Due Diligence work for Investors
- We manage over \$16 billion of Construction annually
- We have doubled our business in the last five years - \$428 million in 2007/08
- We advise and manage over 10 million sq.ft. of facility space

# Our Clients Are Leading Organizations with in Seven Major Sectors

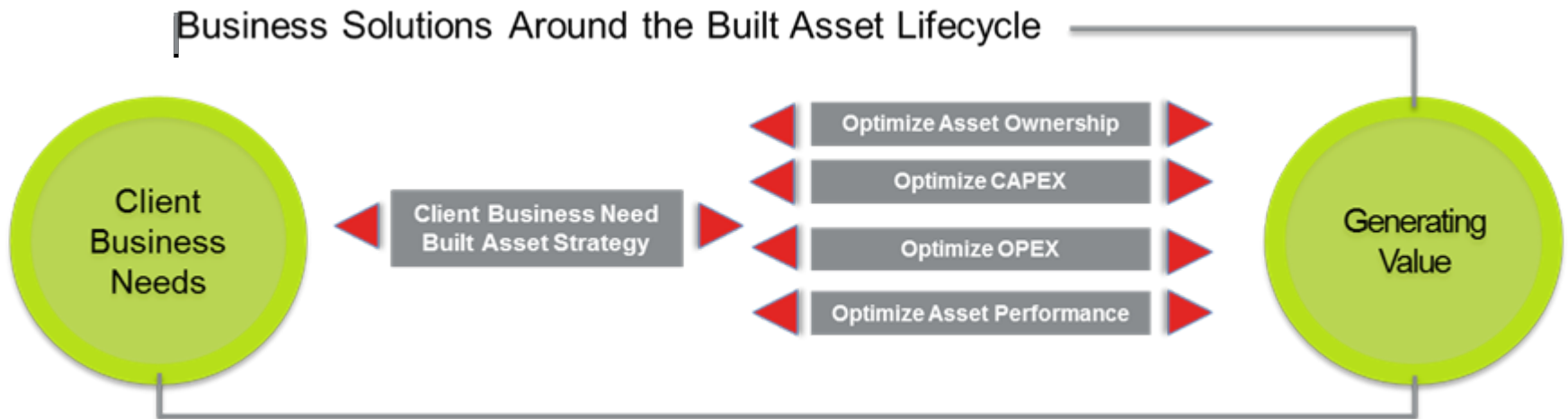


# What We Do

## We Listen, then...

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Our combination of sector specific and built asset know how, allows us to deliver a wider range of professional services as well as generate solutions which meet our clients' needs.



# Our Solutions...We Can Help You Gain a Competitive Advantage

Our solutions can be achieved through the delivery of any of our professional services or via a combination of several services in order to provide you with our **action-oriented expertise.**



# Sample of Our Clients (US)

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- Accenture
- Bayer
- BG
- Brock
- CEZ
- Exxon Mobil
- JP Morgan
- McDonalds
- Lyondellbasell
- Nokia
- Morgan Stanley
- Goldman Sachs
- TJ Maxx
- Shell
- BBVA
- Saudi Aramco
- Ericsson
- US Airways

# A Few of Our Industry Honors & Awards

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**EC HARRIS**  
**BUILT ASSET**  
**CONSULTANCY**

20+10+X Architecture Awards

# EC Harris in North America

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**John Newton, C.E.O. (US)**

## Sectors

- Commercial
- Corporate Real Estate
- Hotels, Leisure & Entertainment
- Lenders & Investors
- Private Residential
- Retail
- Oil & Gas
- Energy & Manufacturing

## Services

- Program and Project Management
- Development & Commercial Management
- Asset & Facilities Management

- **More than 32 years experience in the property industry**
- **Experience with leading organizations like Quinlan, Lend Lease, Marks & Spencer, Frontier Estates, Wimpey Construction and The Facility Group**
- **Great international track record and experience spanning US and Central and Eastern Europe.**

# EC Harris in North America

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**John Lawrence, Location Leader (Atlanta)**

## Services

- Technical due diligence
- Program and Project Management
- Development & Commercial Management
- Asset & Facilities Management

## Sectors

- Commercial
- Lenders & Investors
- Private Residential
- Retail
- Hospitality
- Aviation

- Senior Management of many disciplinary teams throughout 32 years of experience
- Highly experienced in International procurement methodologies
- Project experience includes prominent projects ranging from Hong Kong airport, New York Twin Towers, and Hilton Hotels internationally
- Successful commission management of the acquisition of 25 sites across various locations including risk management.

# EC Harris in North America

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**Fotis Boliakis, Location Leader (NYC)**

## Sectors

- Corporate Real Estate
- Lenders & Investors
- Commercial

## Services

- Asset and Property Management
- Strategic Assets
- Investment Advisory Development
- Financial Analysis and Advisory
- Debt and Equity Financing
- Corporate Real Estate Advisory

- **Fotis joined EC Harris (US) Inc in January 2011 to head up the Firm's presence in New York City in all business sectors.**
- **Fotis is a Real Estate Transaction, Investment and Asset Management professional with proven track record in the US and Internationally of progressive growth and development.**
- **As an accomplished advisor and consultant during the past 12 years, Fotis dealt directly with owners, lenders, investors and users in numerous projects in the US, Saudi Arabia and Bermuda.**

# EC Harris in North America

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**Simon Evans, Service Leader**

## Sectors

- Commercial
- Lenders & Investors
- Private Residential
- Retail

## Services

- Technical due diligence
- Program and Project Management
- Development & Commercial Management
- Asset & Facilities Management

- **Senior Manager with 22 years experience in advising high profile clients worldwide**
- **In the last two years, Simon has advised on over \$1 billion worth of built assets for international clients**
- **Extensive track record across central and western Europe**
- **Project experience on leading commissions to provide Technical Due Diligence, Risk Management and Value Enhancement opportunities in the acquisition and management of assets and real estate portfolios**

# EC Harris in North America

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## Sectors

- Energy & Manufacturing
- Oil & Gas
- Commercial

## Services

- Technical due diligence
- Program and Project Management
- Development & Commercial Management
- Asset & Facilities Management

### Kevin Oelofse, Senior Consultant: Strategy & Implementation

- Senior Management of many disciplinary teams throughout 32 years of experience
- Highly experienced in International procurement methodologies
- Project experience includes prominent projects ranging from Hong Kong airport, New York Twin Towers, and Hilton Hotels internationally
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# EC Harris in North America

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## Sectors

- Contract Solutions
- Energy & Manufacturing

## Services

- Advising & Consulting
- Economic Analysis
- Nuclear Plant Delivery
- Engineering
- Licensing Reviews
- Technical Reviews

### Bob Henderson, Senior Consultant

- Robert has over 40 years of experience in the nuclear power industry and is internationally known.
- For the past 10 years, he has supported several international companies on business strategies and development, business processes and project management.
- He has recently supported a company in the UK on evaluation of resources, acquisition needs and interface with reactor manufacturers to enter the UK Nuclear Build Program.
- Robert is a Registered Professional Nuclear Engineer and has been responsible for licensing reviews, feasibility studies, economic analysis and technical reviews on major nuclear projects in design and construction.

# Project Experience

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*Lending & Investing*

## Goldman Sachs



EC Harris' solutions-based approach allows for reduction of costs by up to 20%.

### *How are we helping?*

- Providing Life Cycle Costing Review for Goldman Sachs' 1 million square ft. facility.
- Developed a 25 yr. life cycle plan for Mechanical, Electrical & Plumbing (MEP), as well as Furniture, Fittings & Equipment (FFE) assets.
- Forward Maintenance Plan, full project replacement cost budgets, and appropriate replacement cycles schedule.

# Project Experience

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## Corporate Real Estate



We focus on integrated solutions to a client's business-led requirements and offer relevant, aligned and business-value added measured propositions.

The business realities now faced in corporate real estate can be distilled into four principal areas:

1. The requirement for greater accommodation flexibility - *facilitating a faster response to market changes – in or out;*
2. The need to ensure optimization of both capital expenditure and ongoing revenue liabilities – *dealing with operational efficiency and business-determined asset life cycles;*
3. The imperative of risk management, whether financial, operational or reputational – *ensuring risk is identified, mitigated and managed; and*
4. The necessity for cash conservation to be a prime option in most organizations – *real estate is non-core and smart solutions to free cash for core activities are now expected at board and shareholder levels.*

# Project Experience

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*Retail*



We have been appointed to run the construction supply for **McDonalds**, which is accelerating the reimage program.

**McDonalds** is committed to modernizing and expanding rapidly. For the franchisees (71% of branches) this has proved a slow process, as financing has grown increasingly harder to achieve. The result is that the self-managed projects tend to get delayed.

- **Suggested objectives:**
  - Practical joint working with Worldwide Development team building on work to date
  - Refine/develop overall strategy for Worldwide Development McOpCos support in priority countries
  - Pin-point accelerator opportunities by country (and possibly region) and develop high level plan for each
  - Engage region/country Development VPs in pre-work and output.

# Project Experience

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*Oil, Gas & Chemicals*



## BG GROUP

**BG Group** engaged the EC Harris Strategic Asset Maintenance team to complete an in-depth assessment of the overall efficiency and effectiveness of maintenance at their facilities.

### Efficiency and effectiveness of maintenance of a Tunisian gas production operation

#### ***Value Added to the Client:***

- The implementation of the improvement plan has been estimated by BG to deliver a 200% return on investment.
- Expected outcomes are savings of \$0.5m p.a. due to a reduction of almost 12,000 man hours.
- This is achieved through a 10% increase in more efficient condition based maintenance, a 66% reduction in corrective maintenance and a 20% reduction in planned preventive maintenance and routine tasks.

# Project Experience

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*Energy*



EC Harris' New York office has recently undertaken a project to conduct energy audits on a global spread for Ericsson's facilities worldwide. The energy audits are part of the wider global commission and are part of Project GRETA, to reduce operating costs throughout their portfolio using energy saving methods.

We are focusing on identifying any "easy" wins of energy savings, without or with little significant capital expenditure.

# Project Experience

*Manufacturing*

lyondellbasell



## ***Services Performed and Improved Value***

- Improved Margins
- Improved Commercial Management
- Increased Efficiency
- Decreased Costs of Maintenance Work Delivery
- Blocker & Pinch Point Identification Analyses
- Period & Timeframe Audits
- Industry Analysis
- Critical Path Method Strategy
- Production & Time on Tools Assessment

# Contact Information

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