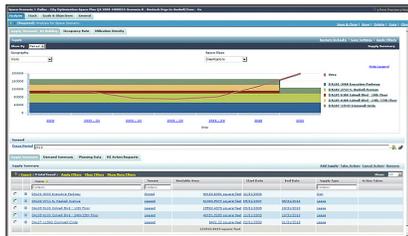


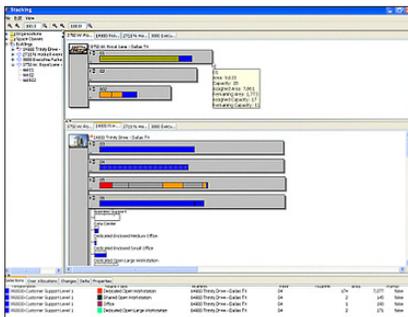
# TRIRIGA Strategic Facility Planning™



## Simplify complex analysis to align strategic facility plans with core business strategies



Demand-Supply analysis visually identifies costly gaps in the availability of space



Advanced Stack Planning models improve scenario space analysis

### Today's Challenges

Dynamic economic conditions and increased pressure to deliver stakeholder value requires facility management executives and facility planners to enable enterprise business strategies and adapt quickly to changes in business needs.

Despite the fact that real estate and facility assets rank as a top four cost driver for more than two-thirds of organizations, facility executives lack a seat at the “core business strategy table.” As a result, facility executives are forced too often to react to business needs and implement plans that emphasize time to market, increase risks and compromise cost and/or quality.

To achieve high yield plans that provide support for core business strategies, leading organizations utilize a complex decision support process known as Strategic Facility Planning to understand the core business goals and needs of the business-unit and its occupancy consequences. Within this process, facility planners establish two-to-five year plans focused on the entire facilities portfolio of owned and/or leased facilities that determine the right capacity at the right location and at the right time to enable an organization’s strategic objectives.

A report by the Applied Research Center concludes that the greater the complexity and rigor of this decision process, the higher the return on facility assets.

### TRIRIGA Strategic Facility Planning: Understand, Analyze and Deliver Your Organization’s Facility Plans

TRIRIGA Strategic Facility Planning, or TRIRIGA SFP™, delivers the industry’s most advanced facilities planning capabilities to accelerate understanding of core business demands, simplify complex planning analysis and streamline implementation of facilities plans.

“TRIRIGA Strategic Facility Planning clearly brings a new and powerful planning capability to facilities and real estate management that is unprecedented in the IWMS market.” - Michael Bell, President of Michael Bell Consulting LLC and former Research Vice President at Gartner

TRIRIGA SFP helps facility planners increase the effectiveness of all types of facilities planning - strategic, master and tactical - through advanced performance analytics, visual scenario modeling and an automated workflow engine. To help organizations deliver effective strategies, TRIRIGA SFP delivers unique features that:

- Reveal gaps between business demands and space availability
- Analyze, rank and recommend best fit facilities planning scenarios
- Automate manual and time-consuming processes

## Accelerate Business Understanding to Increase Strategic Alignment

Implementation of strategic facility planning starts with collection and compilation of critical business and facility asset information, including objectives, goals and future space requirements. TRIRIGA SFP provides a portfolio planning framework, business unit forecasts and predefined performance metrics to streamline the understanding of business demands and impacts on facility performance over time.

The TRIRIGA SFP framework delivers a flexible planning hierarchy for facility planners to cascade top-down business objectives and performance goals from global through local plans. Automated data utilities populate the portfolio plans with aggregated space use information from within the plan's scope to provide planners with an accurate understanding of current business demands.

Space Forecast Survey accelerates the data gathering of future business space needs with automated workflows that route forecast surveys to business unit managers and client relationship managers. On-line forms and optional off-line Microsoft® Excel®-based spreadsheets simplify capture of headcount and non-headcount needs for required time-periods to minimize productivity impact on business units.

Predefined performance scorecards evaluate business-unit demands and facility performance characteristics to identify underperforming facilities. Forecast metrics assess utilization and cost impact of business demands to identify target facilities for scenario modeling.

## Simplify Complex Planning Analysis to Achieve Better Outcomes

Once requirements have been gathered and impacts understood, facility planners explore what-if scenarios to develop comprehensive facility plans that align with core business strategies. TRIRIGA SFP provides unique visual modeling and advanced analysis capabilities to create and evaluate planning scenarios against planned objectives, risks and goals. Planning metrics score scenarios against financial, portfolio, environmental and operational targets.

Visual supply/demand modeling delivers interactive planning features that allow facility planners to match availability of space (supply) to forecasted business unit space needs (demand) across a planning time horizon. Supply-side controls allow planners to model scenarios which add or remove owned facilities, lease renewals and terminations to achieve planned goals.

Advanced stack planning provides interactive planning controls that allow facility planners to model business unit allocations within planning scenarios for a given planning period. Visual alerts detect inefficient utilization and over-allocations at building, floor and space classification levels to increase occupancy rates. As planners select and place business units on floors, TRIRIGA SFP stores the data changes for later use in cost estimation, scenario evaluation and move planning.

TRIRIGA SFP's comprehensive planning scorecard provides side-by-side comparison of the costs, space utilization, financial returns and risks associated with each space planning scenario to assure that the best strategic plans are selected. Embedded performance metrics compare facility plans against objectives, risks and planning goals to contrast strengths and weaknesses of status-quo and planned scenarios for improved investment decisions.

## Streamline Implementation of Facility Plans to Deliver Objectives

TRIRIGA SFP delivers tactical move planning and execution capabilities required to accelerate the implementation of strategic facilities plans, complex mergers and acquisitions and unforeseen business continuity scenarios. TRIRIGA SFP automated workflows transition details captured within strategic plans into actionable implementation plans. Initiate real estate acquisitions and dispositions, construction project management and move planning and implementation to increase efficiency of plan execution.

Integrated workflows transition supply-side actions such as new facilities, lease renewals and terminations captured during supply/demand modeling processes into real estate action requests to streamline acquisition and disposition of facilities. Powerful real estate financial analysis evaluates lease/own decisions to yield highest returns from real estate site selections.

Move planning capabilities transition departmental and employee moves captured during stack planning processes into move projects and phases to increase efficiency of move and space configuration. Trial floor plans model move scenarios to reduce necessary reconfiguration changes.

Integrated move management drives efficient delivery of plans through automated actions which compare trial and actual plans to create move tasks. On completion of move tasks, automated workflows update space assignments and allocations to reduce manual processes.

## TRIRIGA: Uniquely Positioned to Deliver Customer Success

Named by foremost analyst firms AMR Research as the leader in sustainability software and IWMSconnect as a leader in Integrated Workplace Management Systems, TRIRIGA provides enterprise sustainability, real estate and facilities management solutions. TRIRIGA delivers the industry's most advanced capabilities such as configurable workflow and performance analytics engines to reduce operating costs, increase return on assets and achieve sustainability goals for mid- and large-sized commercial and public enterprises, including more than one-third of the Fortune 100.

To find out more about how TRIRIGA Strategic Facility Planning streamlines complex analysis to align strategic facility plans with core business strategies, contact an expert at 702-932-4444.

### Sources:

[The CFO Perspective on Corporate Real Estate](#), CFO Research Services, 2003

[Proactive Real Estate: Modeling "Business as Usual" Strategies](#), Alan Drake, The Leader - July/August, 2009

[Decision Support for Client Relationship Management in Corporate Real Estate: Report One](#), Applied Research Center, October 2005

[Strategic Facility Planning: A White Paper](#), International Facility Management Association, 2009

## Product Features

- Pre-defined, role-based portal for Strategic Facility Planning Executive, Business Unit Manager, and Strategic Facility Planner
- Hierarchical Strategic Facility Planning Framework
- Space Forecast Survey
- TRIRIGA Off-line form for Space Forecast Survey
- 42 pre-built performance metrics for strategic planning analysis
- Performance thresholds for industry benchmarking
- Time trend analysis
- Demand-side modeling capabilities to adjust forecast impacts
- Supply-side modeling capabilities to adjust availability of space
- Visual supply/demand analysis
- Advanced stack plans with Select and Place and Partial Select allocation
- Space Classification based stack planning
- Organization and Space Classification filters for stack planning
- Find Fit action which suggests best floor within stack plans
- Track Moves and Move Sequencing to log planning actions
- Comparative scenario analysis
- Action to create move details from scenarios
- Trial floor plans to model move scenarios
- Action to create move tasks from plans
- Action to update actual plans from trial plans

## Metrics

- Occupancy Metric Graphs (across time -future plans, current and historical)
  - Master Plan of Record
  - Portfolio Plans
  - Forecasts
  - Scenario Analysis

- Density (area/person) Metric Graphs (across time -future plans, current, and historical)
  - Master Plan of Record
  - Portfolio Plans
  - Forecasts
  - Scenario Analysis
- Stack Plan Occupancy Metric Graph (by location at a future plan to date)
- Stack Plan Density (area/person) Metric Graph (by location at a future plan to date)
- Supply-Demand - All Space
- Supply-Demand - Lease/Own
- Supply-Demand - by Building

## Scenario Evaluation Scorecard Metrics

- 5 Objectives Ratings
- 5 Risk Ratings
- Financial Performance Metric Goals
  - Total Occupancy Costs
  - Cost of Operations
  - Lease Costs
  - Fixed Asset (Property) Costs
  - Investment Return - Net Present Value (NPV)
  - Investment Return - Return on Investment (ROI)
  - Investment Return - Internal Rate of Return (IRR)
- Portfolio Performance Metric Goals
  - Occupancy Cost per Person
  - Occupancy Cost per Area
  - Occupancy Rate
  - Density (area/person)
  - Percent Lease (Rentable Area)
  - Total Number of Buildings
  - Total Number of Floors
  - Total Area - Gross
  - Total Area - Rentable
  - Total Area - Usable
  - Total People
- Operations Performance Metric Goals
  - Time to Complete Implementation
  - Area Moved
  - People Moved
  - Churn Disruption Costs
  - Churn Rate

- Environmental Performance Metric Goals
  - Emissions (Carbon) Intensity per Occupant
  - Emissions (Carbon) Intensity per GSF
  - Energy Use Intensity per GSF
  - Energy Use Intensity per Occupant
  - Energy Use
  - CO2 Emissions

## Metrics Dimensions

- Time - Fiscal Planning Periods
- Geography
- Locations
- Organization
- Space Classification
- Lease/Own

## Reports, Queries, Print-outs

- Scenario Evaluation side-by-side comparison
- Planning Environment Details
- Forecast Surveys
- My Forecast Surveys
- Forecast Survey Details
- Portfolio Plans
- Portfolio Plan Details
- Space Plans
- My Space Plans
- Space Plan Details
- Scenarios
- Scenario Details
- All TRIRIGA Facilities Reports



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