

What our clients say...



• Microsoft Real Estate and Facilities embarked some time ago on an EMEA-wide programme in order to harmonise its approach to FM across geographic boundaries; establish common service levels whilst enhancing the quality of service provision; and generate savings through the professional tender of facilities services using common documentation and process.

Throughout the project, Edifice has played a major role in the project delivery team. The company has proved itself to be adept in dealing with the various cross-border issues that inevitably arise, and has shown a thorough understanding of the outsourcing process and the supply market, both domestically and abroad. The entire project has been managed at director level, and the expertise brought to bear has been a constant source of value to Microsoft.♦

BRIAN COLLINS – AREA PORTFOLIO MANAGER, MICROSOFT RE&F

• Canada Life asked Edifice to carry out a full audit and review of FM operations in both main and branch offices. They were asked to consider a raft of management processes in addition to the procurement and quality of the full range of facilities services.

From the start, the project was led at director level, and the consulting team ensured that they spent as much time with our staff as was necessary in order to form an accurate view of the business and its needs.

Edifice's report was concise and objective, and the information it contained was backed up by carefully collated data. We are now determining our strategy for FM in the light of their findings.♦

JOHN GARLICK – HEAD OF PROPERTY, CANADA LIFE LIMITED

Edifice Limited

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• Cable and Wireless has developed a long-term relationship with Edifice and they have now completed three major consultancy projects with us since 1998.

They have shown a consistent level of professionalism, and have managed to operate within a dynamic business environment with all the changes that entails.

Edifice has proven its ability to innovate and has developed comprehensive supplier performance measurement systems on our behalf. Whilst those systems place the onus of measurement on third parties and not on Cable & Wireless, Edifice continues to support us in terms of monitoring and audit activities.♦

JOHN BARROTT – DIRECTOR OF FACILITIES, CABLE & WIRELESS GLOBAL

• Edifice has been working closely with Iron Mountain's internal FM team since 2006, firstly in assisting us in our dealings with the incumbent supplier; secondly, in helping us to develop a facilities strategy for both management and service provision; and finally, in providing full support through the implementation phase of the project.

Edifice's market knowledge, systems expertise and general understanding & experience of the tender process proved to be invaluable.

We now have the structure and delivery mechanism that the business requires and I would not hesitate in recommending Edifice further.♦

WIL BOEMEN – HEAD OF FACILITIES, IRON MOUNTAIN

• Edifice offers our business a flexible and tailored solution, which is fully aligned to our specific business needs and is sensitive to the culture of our organisation.

By adopting an intelligent and collaborative approach, Edifice has significantly improved the quality of our facilities services, whilst also delivering annual cost savings in excess of 15%.♦

LIZ DOW, GENERAL MANAGER, GLOBAL MARINE SYSTEMS