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The background of the left page features silhouettes of people in a business setting. On the left, a person's legs and feet are visible, wearing dark trousers and shoes. In the center, a person stands with their back to the camera, looking towards the right. The scene is lit from the side, creating long shadows on a light-colored floor.

achieving
business

*‘no man is an island, entire of itself;
every man is a piece of the continent,
a part of the main’*

advantage

INTRODUCTION

So wrote John Donne, but he could not have known how appropriate this philosophy would be in the world of 21st century commerce. Whether applied to corporate organisations or the human resources within, the need to align every element of the business to achieve competitive advantage has never been greater. We are in an era of constant change and response to change is the new business imperative.

At Edifice, we understand the drivers and constraints that shape corporate decision-making. We also know that strategies can be more easily achieved if the infrastructure that supports your business is efficient, flexible and – most important – appropriate to your core business objectives. So... what can Edifice do for you? How can we ensure that you are more likely to succeed than your competitors?

We are experienced, independent consultants who will help you achieve best practice in the management of facilities and property. We will work with you to create an infrastructure that will add real value to your business and an environment that will encourage productivity. We also understand the importance of functionality within a building and will quickly identify potential for improvement, be it through process or design.

We will tailor systems that are both manageable and sustainable and we will do so without constraints or dogma. We have but one objective – to recognise the unique nature of every client and every business with which we deal and create a solution that will benefit the entire organisation, that will adapt to change and that will achieve business advantage.

‘ensuring that your business is appropriately supported at all levels is crucially important’

reflecting

FM STRATEGY

Through the entire business process, from inbound logistics to the creation of margin through the sales of products and services, the one constant is the need for a robust and responsive business infrastructure. Now particularly, when change is constant and objectives shift as a response to market conditions, ensuring that your business is appropriately supported at all levels is crucially important.

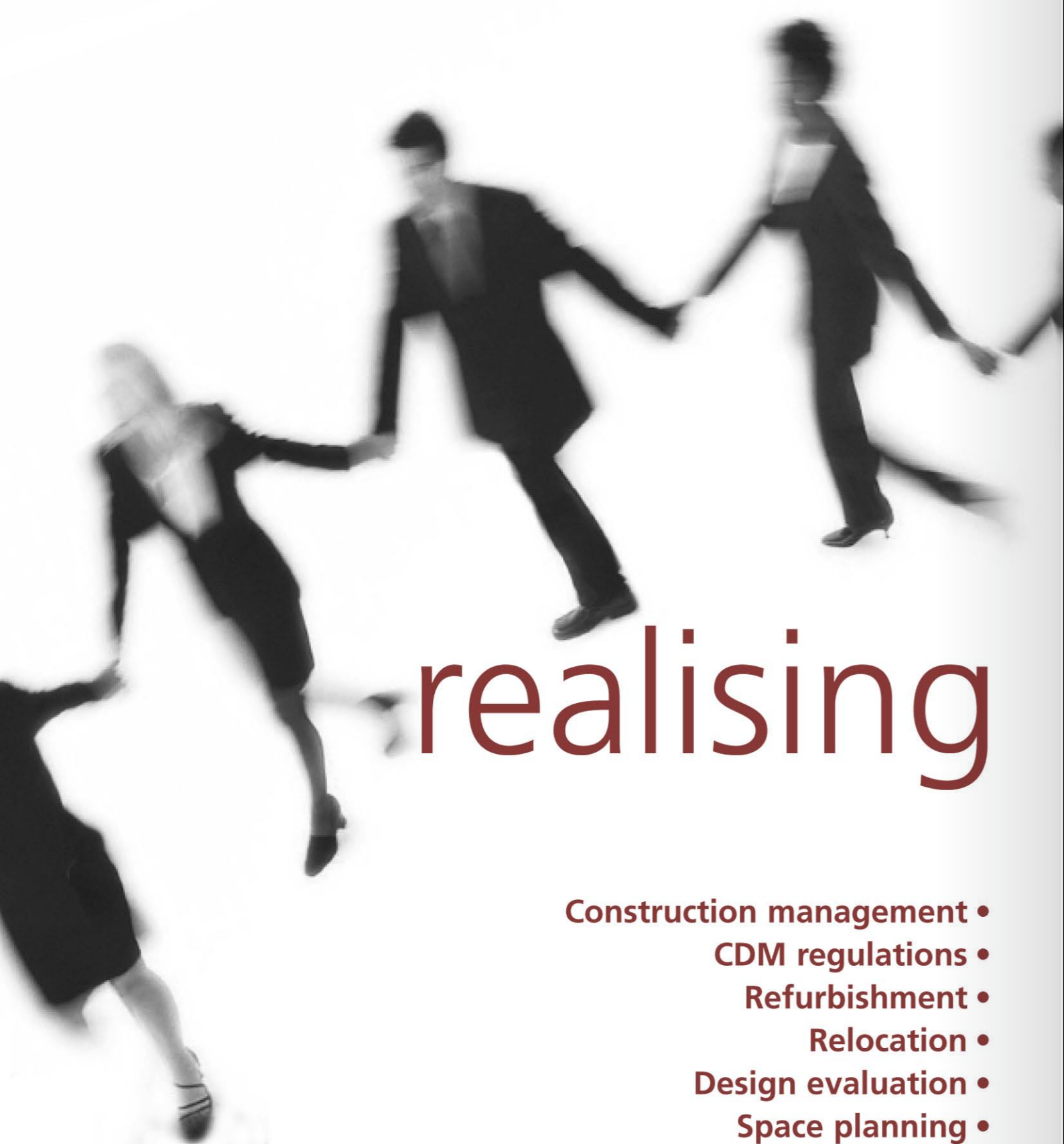
With the focus of corporate executives firmly on the core business, it's easy to overlook the importance of designing and managing the infrastructure to promote efficiency. It's also difficult at times to determine whether that infrastructure is a real support to the business, or merely an impediment to success.

At Edifice, we're used to working with our clients at board level and we have the experience to ensure that strategic decision-making in the areas of facilities and property complement, rather than conflict with, your overall business strategy. To derive value from your property portfolio is about far more than location, location, location. Similarly, understanding where you are now, as a precursor to ending up where you want to be, is a process that requires a holistic understanding of the facilities market and the supply option process.

Our consultants will listen to you, understand your culture and work seamlessly with your management teams. We will also challenge you if we feel that preconceived ideas may prevent the design of the best solution. We will provide you with answers that are flexible, sustainable and innovative and that will help you and your business manage the ever-changing commercial landscape.

corporate need

- Facilities audits and reviews
- Strategic support
- Interim/Project Management
- Supply option appraisal
- Workplace design
- Process engineering
- Business continuity
- Property asset management
- HR and recruitment
- Training and development
- Change management



realising

- Construction management •
- CDM regulations •
- Refurbishment •
- Relocation •
- Design evaluation •
- Space planning •

‘ the key to successful delivery of any project lies in the quality of management brought to bear ’

your vision

PROJECT MANAGEMENT

The key to successful delivery of any project lies in the quality of management brought to bear. Through the entire process of planning, organisation, direction, implementation and control, the skills and commitment of those involved in leading the team are absolutely vital in achieving budgetary and programme objectives and in avoiding pitfalls along the way.

The project manager at Edifice is the eye at the centre of the storm, the juggler who makes the audience gasp. But these metaphors belie the support provided by our processes themselves, from the initial identification of your needs, the implementation of dynamic controls, through

to project completion and evaluation. We will provide you with a regime of communication and reporting that will ensure that you are always aware of the project status, can fulfil any internal reporting requirements and are able to provide input and decision-making throughout.

All of our project managers are experienced professionals, selected carefully to ensure that the skills they bring to bear are appropriate to the project in hand. All are capable of taking your brief and translating it into a carefully planned and meticulously executed process. The end result will be the realisation of your vision and may just be the catalyst your business has been waiting for.

‘our aim is simple – to deliver added value to your business through effective management of the whole supply chain’

marshalling

SUPPLY CHAIN MANAGEMENT

At Edifice we know from experience that competitive advantage will be achieved where suppliers understand and share the vision of their customer. Our systems and model documents continuously evolve to enable us to specify your requirements clearly, identify the most appropriate supply partner, negotiate the most competitive price and provide you with the tools to manage performance.

Our aim is simple – to deliver added value to your business through effective management of the whole supply chain. We will look beyond the short-term procurement activity and will design processes that enable the pro-active monitoring and evaluation of suppliers over the life of the contract. In

this way we will help you forge the bonds of partnership that will ensure the ongoing commitment and motivation of your suppliers.

Of course, because we represent your interests, we also recognise there is more than one viable approach. We have a keen eye for value in procurement and can apply suitably aggressive negotiating strategies when necessary. The measure of value is the degree to which this expertise supports your business in achieving its objectives, not just today but in the future. This is what we are committed to delivering to you.

- Procurement
- Supplier rationalisation
- Contract specification
- Service level agreements
- Performance measurement
- Contract management
- Benchmarking
- Targeted cost savings

resources



providing

- Building surveying
- Health and safety audits
- Disability Discrimination Act (DDA) audits
- Risk assessment/analysis
- IT project management
- Building services audits
- Maintenance cost management
- Life cycle costing/modeling/reviews
- Technical Advisor (PFI/PPP)

‘ we will provide the technical skills that enable you to focus on the thing that’s important to you – your business ’

reassurance

TECHNICAL SERVICES

Every organisation needs strategic thinkers and the importance of strong visionary leaders can never be underestimated. Whilst we understand these are the things that shape organisational culture, we also know that no business can survive by ignoring the necessities of its day to day operational requirements.

The technical consultants at Edifice are qualified in a wide range of disciplines, from engineering and surveying to health & safety. But that’s not all – they will also provide their advice in the same objective, open-minded way that we adopt with all of our core services. By combining

technical excellence with commercial acumen we will deliver a broad range of services that will meet, and exceed, your expectations.

Whether on a discrete basis or as part of a wider remit, we will report on performance, audit and re-engineer processes, protect your assets, manage risk and ensure statutory compliance. When so many issues seem to be ever more complex, we will provide the technical skills that enable you to focus on the thing that’s important to you – your business.