

Spend Control For Property & Facilities Management



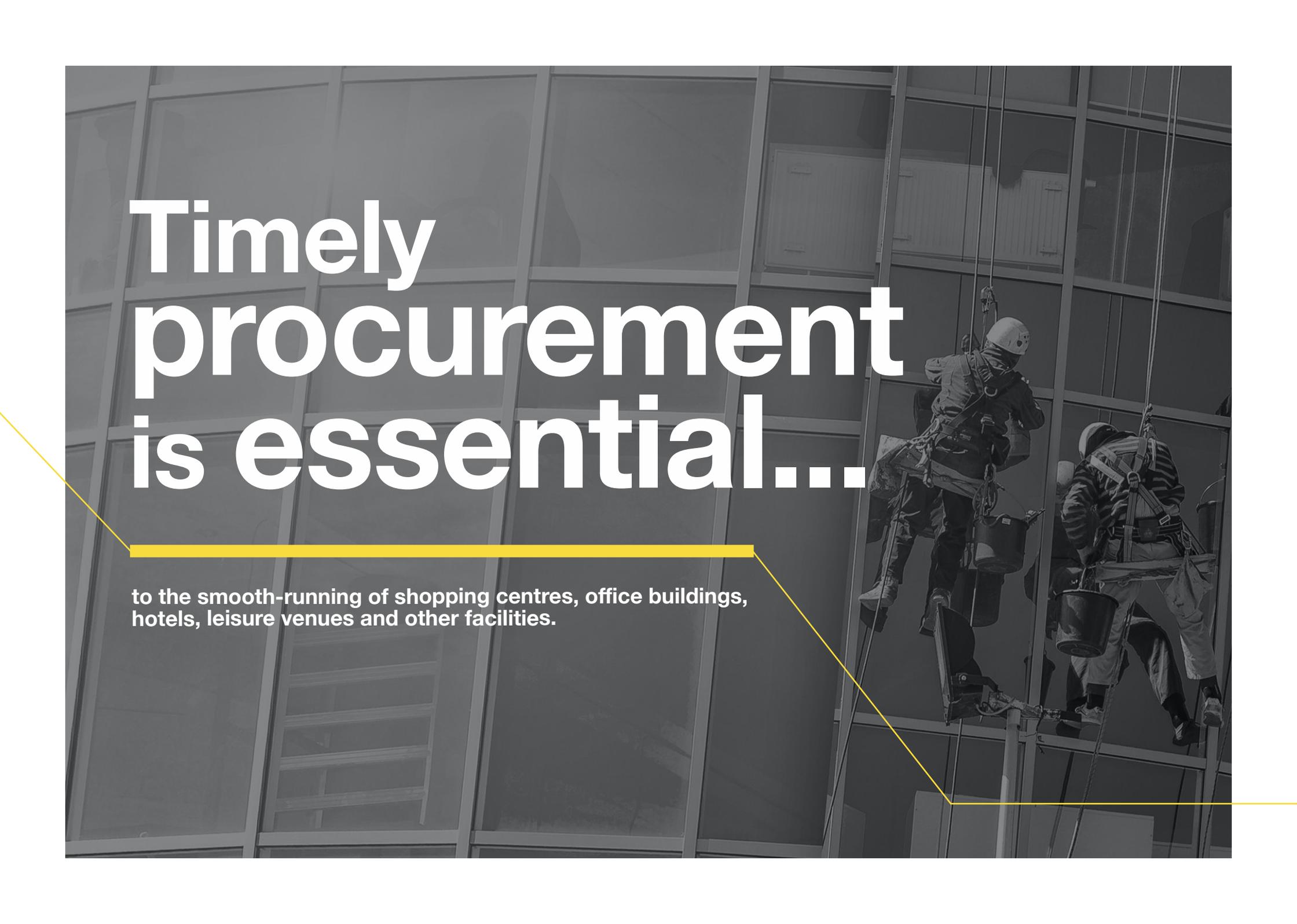
Want to avoid cost and complexity -
and add value to your service?

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SPEND MANAGEMENT

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Timely procurement is essential...

to the smooth-running of shopping centres, office buildings,
hotels, leisure venues and other facilities.

Whether you're managing your own company's properties or those of your clients, owners expect you to apply your expertise to keep facilities in tip-top condition, maximise long-term value and reduce exposure to risk or financial shortfalls.

Managing what you spend is critical in terms of getting the best value possible for the goods and services you purchase – especially in times of escalating costs. It's equally important to make purchasing efficient and transparent. Tenants and owners want their facilities to be consistently well run, but they are also driven by their bottom line. So they expect clear, accurate and timely accounting for all expenses.

But bringing more of your spend under control can be a challenge. Each property is like a separate business. Your facilities and the people who manage them are spread over a wide area. Your spend is diverse, from cleaning, maintenance and security, to landscaping, supplies, even equipment and sometimes construction. It requires careful management of a wide range of suppliers as well as proper, prompt payment of utility and tax bills.

Many purchasing decisions are made by local teams that look after each premise. After all, they know exactly what they need – and it's your job to empower them to maintain high standards and keep each

facility operating as it should. It's also your job to give them the visibility they need to stay on budget.

But the more sites you manage, the cloudier the picture becomes of your overall expenditure:

- Data may be trapped in silos so there's no overall visibility of spending patterns to enable strategic purchasing deals to be struck with common suppliers
- Frustrated employees may resort to expensive, maverick purchasing to 'get the job done'
- Good governance, compliance and best practice may be difficult to enforce and audit

The good news is that you can tackle these issues with world-class Spend Control.



Turning Spend Control into a competitive advantage

Growing numbers of property and facility managers have figured out how to transform the way they source, purchase and pay for goods and services. They are using their new capabilities to more effectively operate their facilities and enhance their tenants' experience. Many are gaining a competitive advantage by demonstrating that they can consistently provide clear, accurate and timely accounting for all operating expenses on a month-by-month basis.

Some are transforming their Spend Control and eProcurement processes as part of broader initiatives like organisational structure changes or the deployment of new ERP or finance systems, while others are doing it because they understand the strategic importance of Spend Control to their business.

Either way, leading property and facility managers are able to:

- **Manage the purchase-to-pay (P2P) process** across all of their properties and teams to improve visibility and control of day-to-day purchases, reduce costs through increased on-contract purchases, make it easier for local teams to get what they need, improve property-level budget management and capture better spend detail for client reporting
- **Automate much of the AP process and leverage electronic invoice methods** to remove even more cost while gaining the advantages of faster invoice processing
- **Standardise supplier management** to build a stronger supplier base, reduce risk of non-compliance and better monitor performance
- **Upgrade sourcing and contract management processes** to drive greater savings and greater value across more categories used to support their entire portfolio

You can do these things too. By bringing together disparate systems and procedures, you can streamline business processes, enhance procurement, ensure compliance and drive down costs. Each facility you manage can share the same ultra-efficient, highly-automated systems to avoid waste, duplication, risk and paying too much for goods and services.

Complexity can be overcome. In fact, the inherent complexity of property and facility management can be turned to your advantage, thanks to better management. It doesn't matter if you have a handful of similar buildings in one area – or dozens of very different facilities across the world. Multiple currency, languages and tax support can all be handled with ease – all from a single login, available worldwide, across time zones with local needs, policies, sustainability and regulations all embedded.

But smart ideas are one thing. How can you put them into action?



We've teamed with property and facilities managers to make it happen

PROACTIS has a suite of technologies and services that fit the needs of property and facility managers precisely – and together we're proving how well they work.

With our help, you can deliver monetary savings, improved operations efficiency and greater governance and risk mitigation. With the right approach, effective procurement and Spend Control can be more engrained and enabled across your entire organisation.

We're making it happen for leading property
and facilities management firms.



We're delivering real-life results in key property and facility management sectors

Our solutions don't just add technology for the sake of it, they create savings, value and competitive advantage.

The UK property and asset management arm of a Fortune 500 commercial real estate firm

has turned Spend Control into a significant value-add of their service that covers 850 properties managed by 460 employees in 12 offices. Deployed in just nine months, our solution has given them greater control and visibility of spend, improved budget control, dramatically streamlined invoice processing and industry-leading accounting for all operating expenses.

A global commercial real estate firm

managing more than 1,000 locations in 80 countries is deploying an 'end-to-end' Spend Control and eProcurement process across the entire organisation using the PROACTIS platform.

An operator of logistics, distribution and light industrial warehouses across Europe

with approximately £4.9 billion turnover is consolidating its multiple legacy systems into a single PROACTIS Purchase-to-Pay and AP Automation system to enable even greater growth.

A UK-based real estate investment trust (REIT)

with 17 million sq ft of retail space valued at over £7 billion is deploying PROACTIS to provide enhanced service to its customers by gaining better control and governance of strategic sourcing, contract management and supplier management processes to optimise all aspects of procurement.

A leading property consultancy and facilities management company

deployed PROACTIS Purchase-to-Pay (P2P) for 250 users managing spend across hundreds of client sites in 20 countries, including the UK, numerous European countries, the United States, Canada, Barbados and India. All multi-currency, multi-language and multi-tax capabilities of PROACTIS are being put to use and the company is now looking to deploy extended P2P and Source-to-Contract (S2C) capabilities.



There's an answer for every Spend Control need

Our suite of solutions and services can increase spend under management, ensure true market pricing and drive up efficiency across all your procurement activities.

Source-to-Contract

solutions and managed services significantly increase your procurement team's capacity and effectiveness so you can achieve greater value, greater savings and lowered risk across all your spend.

Purchase-to-Pay

solutions and managed services improve how you handle purchase authorisation and manage budgets for all kinds of goods and services and dramatically streamline invoice processing across all your spend.

Supplier Network

enables you to take all forms of supplier interaction and commerce to a new level of efficiency and clarity, from supplier qualification and onboarding to eSourcing, electronic PO and invoice transaction delivery, supplier self-service invoice status enquiries and more.

Spend Analysis

gives you the insight you really need to understand what you're spending, with who, and on what. It's an invaluable tool your procurement team, finance team and entire organisation will use every day to consistently minimise both cost and risk.

Visit proactis.com for more information on our solutions and services.

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Now you can play by the rules. Your rules.

Our suite of solutions perfectly balance the specific needs of property and facilities management firms, flex as necessary and evolve to meet changing requirements.

With PROACTIS, you get unsurpassed breadth, depth, flexibility and scalability, so you can take total control of spend.

With our help, you can achieve:

- **The right balance of consistent organisation-wide policies and processes** with appropriate level of local autonomy when it comes to daily operations
- **The right combination** of centralised, decentralised and virtual business functions
- **The ability to leverage your full buying power** without losing the advantages of local sources where they best fit your needs
- **Rapid, incremental performance improvement** at the pace that works best for you
- **The ability to evolve smoothly** as your retail organisation responds to market changes, and as it experiences mergers, acquisitions and restructuring that may occur over time



How we answer your daily challenges

Our proven, best-in-class solutions are built for enterprise-wide deployment within diverse organisational structures.

Our solutions support everything from strategic procurement functions, through to the full purchase-to-pay process and all its components. You can start just about anywhere and deploy incrementally.

Deploy globally, simply

PROACTIS has all the localisation capabilities you need to deploy a common Spend Control framework across highly dispersed operations and supplier communities around the world.

Multi-currency support

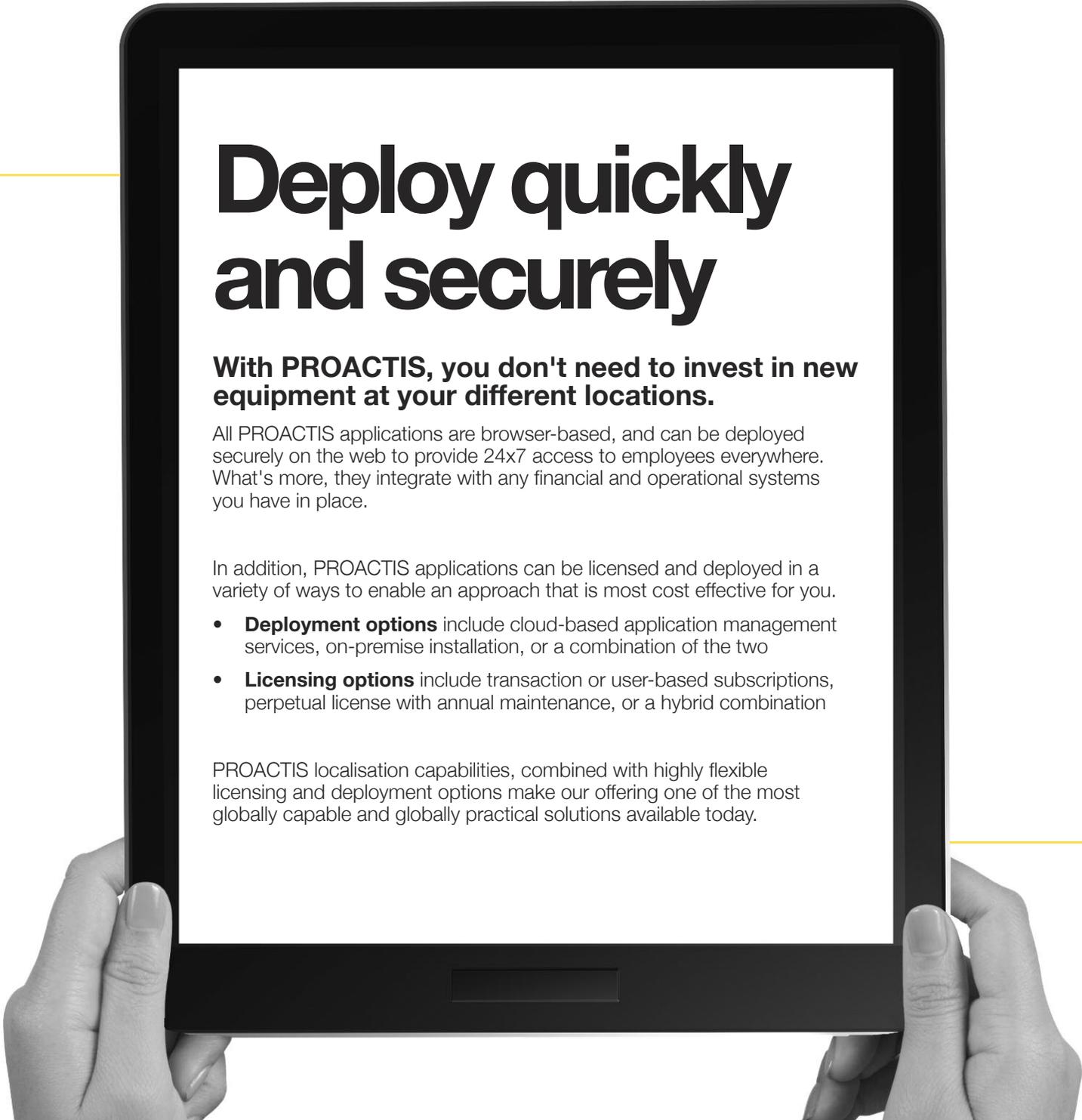
allows you to establish a 'home' currency for each organisational entity, and perform commerce transactions in various currencies with accurate conversions.

Multi-language support

allows the user experience to be localised to individual users based on their organisation and user profile.

Tax support

handles both VAT and sales tax calculations, as well as varying withholding requirements.



Deploy quickly and securely

With PROACTIS, you don't need to invest in new equipment at your different locations.

All PROACTIS applications are browser-based, and can be deployed securely on the web to provide 24x7 access to employees everywhere. What's more, they integrate with any financial and operational systems you have in place.

In addition, PROACTIS applications can be licensed and deployed in a variety of ways to enable an approach that is most cost effective for you.

- **Deployment options** include cloud-based application management services, on-premise installation, or a combination of the two
- **Licensing options** include transaction or user-based subscriptions, perpetual license with annual maintenance, or a hybrid combination

PROACTIS localisation capabilities, combined with highly flexible licensing and deployment options make our offering one of the most globally capable and globally practical solutions available today.

We Stand Ready

PROACTIS provides the resources to help you with every challenge and opportunity.

We can work directly with you

to improve how suppliers are selected, how sourcing events are run, how contracts are managed, and how the right information is made available to your organisation.

We can work directly with your team

to improve how purchases are authorised, how budgets are managed, and how invoices are processed.

We can work jointly with you

to tie everything together to make good purchasing practices a natural part of the way your organisation operates and cost consciousness a natural part of your organisation's culture.

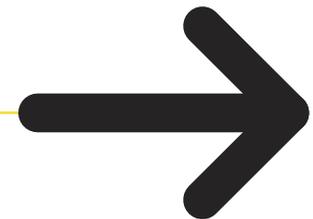
Contact us...

to discuss your property and facilities management Spend Control goals and how our solutions and services can help you achieve them.

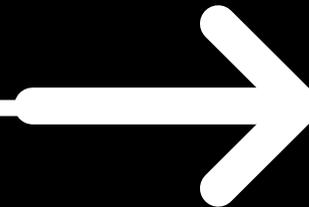
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