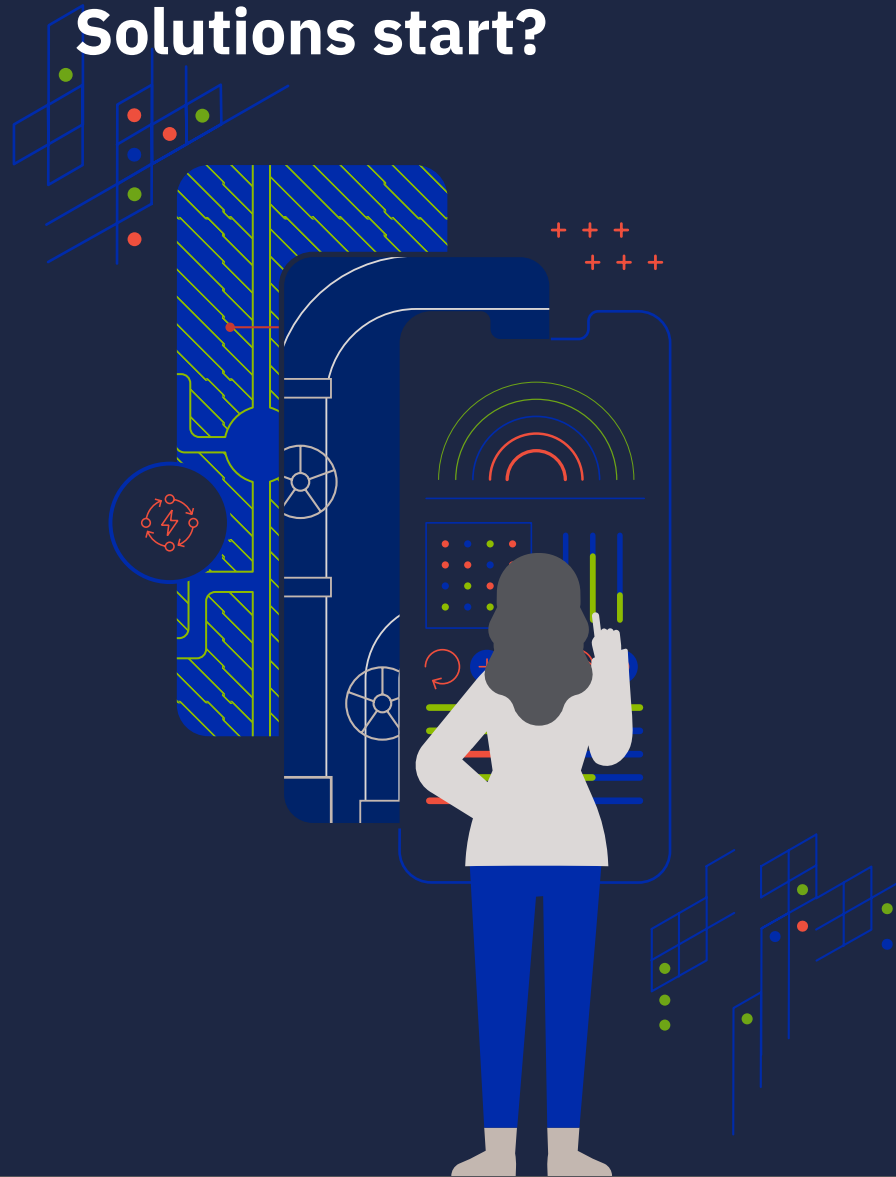


# Facility Optimization Solutions



# How does a conversation around Facility Optimization Solutions start?



Facility Optimization Solutions (FOS) of CannonDesign provides facility asset management and strategic capital planning consulting to meet your ongoing stewardship needs.

We crafted a unique, interdisciplinary team of subject matter experts that is an industry leader in providing facility condition assessments, facility management optimization, and custom software solutions to help you understand and extend physical asset life-cycles.

## Questions to consider & start the conversation -

- Does the condition of your physical assets keep you up at night?
- Do you understand the magnitude of risk and liability related to deferred maintenance within your asset portfolio?
- Do you have a strategy in place to address deferred maintenance & capital renewal accurately & reliably?
- Does your capital planning strategy use live data to effectively categorize & prioritize projects?
- Do you have a complete and manageable inventory of physical assets?
- Are the operation and maintenance of your physical assets optimized for efficiency?
- Has the Coronavirus pandemic and market uncertainty caused you to rethink your capital improvement strategy?
- Is your physical asset portfolio properly sized to meet your current and future space demand?

# Solutions focused.

Facility optimization is rooted in understanding and solving the challenges you face.



**Facility  
Condition  
Assessments**



**Capital  
Improvement  
Planning**



**Simplebid®  
Job Order Contracting  
(JOC) Software**



**Asset  
Inventory**



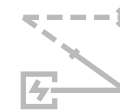
**FOScore®  
Capital Planning  
Software**



**Energy  
Audits**



**Facility  
Suitability  
Assessments**



**Feasibility  
Assessments**



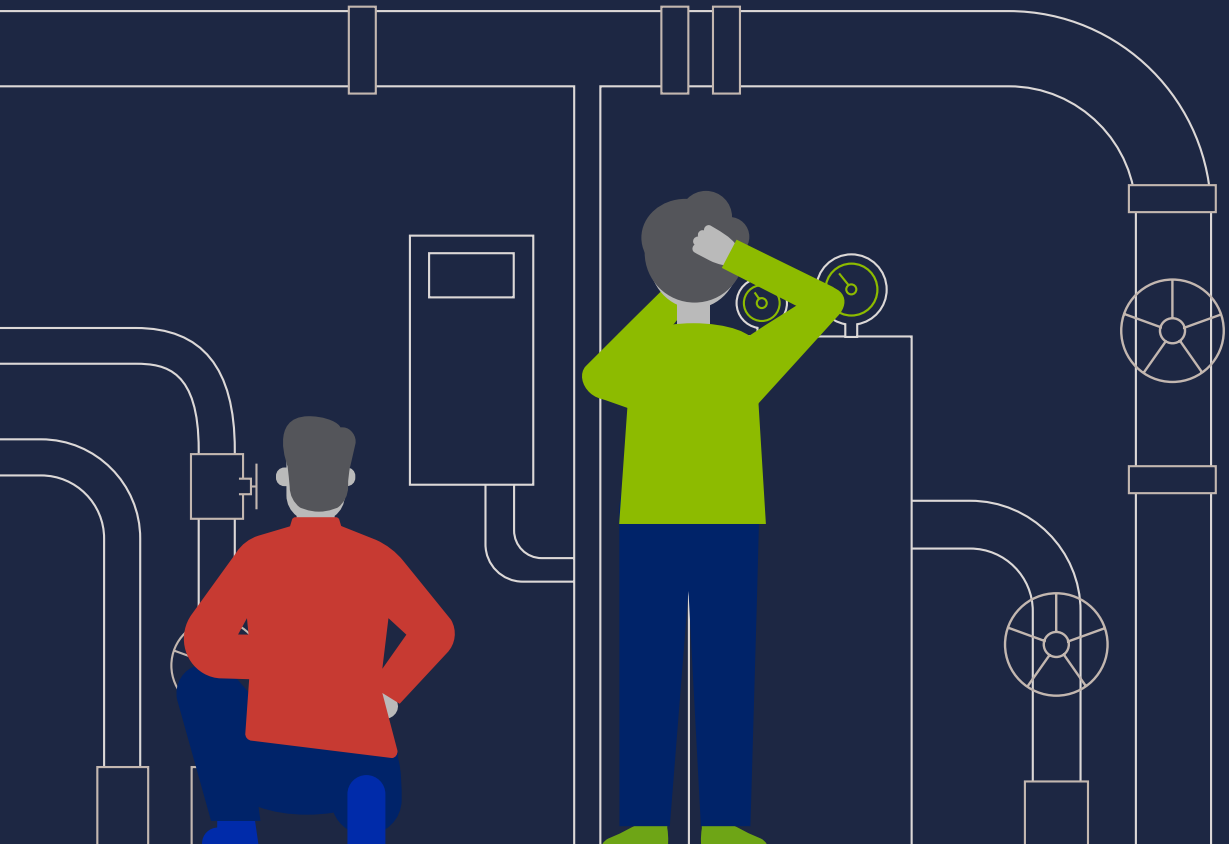
**ADA  
Assessments**

We connect the dots.  
Our purpose is to develop simple and highly accurate facility management tools to empower building users, managers, and owners.

Our work enables you to forecast the future needs and investments required to maximize asset lifecycles. To fulfill this mission, FOS designs and builds web-based software applications.

- Mobile data collection for FCAs
- Asset condition data integration with work management platforms (CMMS, IWMS, etc)
- Custom report generation & automation
- Centralized facilities data management
- Project planning, development, & phasing

# We deliver something different.



→ We create a live snapshot of the physical asset portfolio using empirical systems and components deferred maintenance and renewal data.

→ We develop accurate and consistent prioritization and capital outlay schedules based on observed physical deficiencies.

→ We tailor to your needs – we do not use a one-size-fits-all process or model results based on standards and expectations.

→ We create a framework for you to create a defensible long-term strategy for facilities stewardship.



**Data-Driven Solutions**



**Sole-Source Team**



**World-Ranked**

## Our Value Proposition.

- ROI through reduced expenditure on emergency maintenance and failures and strategic spending on areas of risk.
- Accurate cost models and actionable recommendations to efficiently develop capital projects.
- Depoliticized capital renewal and replacement decision making.
- Communication tool between facilities/operations and finance/leadership.

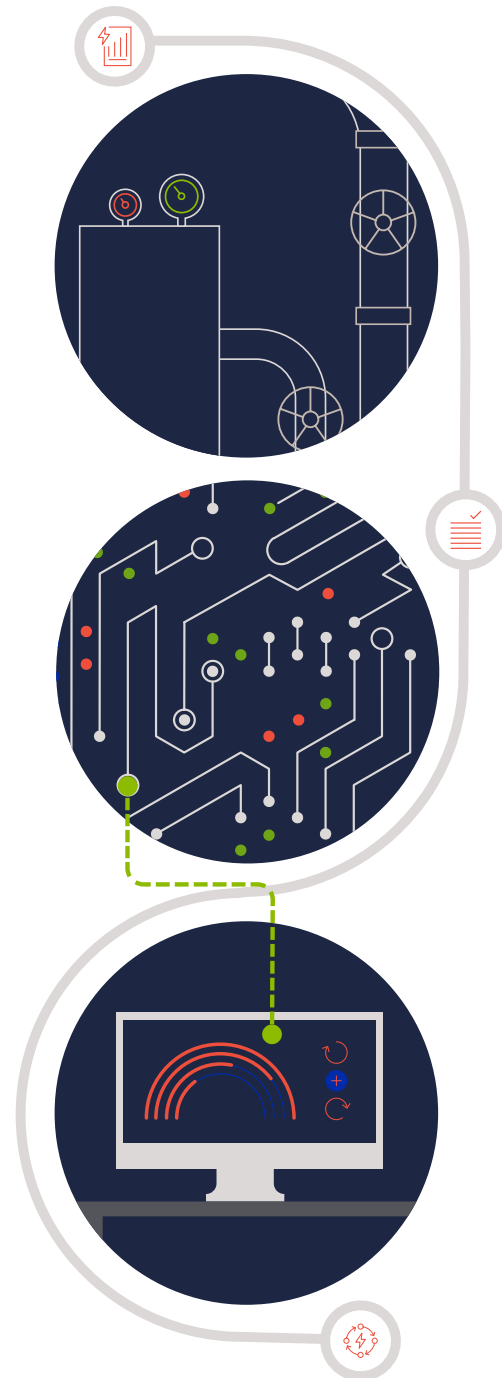
**Complete data analytics solutions to create the foundation for true facilities total cost of ownership management.**



# How do we achieve this?

**Systematic and consistent data collection across an entire portfolio to create a framework for decision making between like and unlike assets.**

This includes facility condition, adequacy, EUI, and related cost estimates to reliably benchmark, understand, and predict both the current and future state.



# This matters.

Delivering a dynamic database through software or integration that continues to bring value.

**This is not a static deliverable that collects dust on a shelf.**

**We create long-term relationships with our goal of becoming a trusted advisor for more efficient and effective capital programs.**

**#1 Worldwide**  
Facility management services, by World Architecture 100, 2021 & 2022

**1+ billion SF**  
Assessed over the last 13 years

**1000+ projects**  
Our consistent, collaborative process is proven across all markets.

**100% client satisfaction**  
rating & reported ROI

# Hear what clients like you have to say.

“It didn’t take long for us to realize the **value** of always having an accurate understanding of building conditions and so we have made the **strategic decision** to not treat it as a one off but as a sustaining program, constantly assessing buildings in order to **continuously inform** capital planning, maintenance strategies, and future bond plans.”

“We helped create a **data driven approach**. We invested in a facility condition assessment project that is really unprecedented and led to a stronger asset management program. The deliverables are very inclusive, very detailed... this is a living, breathing document that will **guide our work going into the future** and we’re very excited. It’s made us a much stronger organization and we have much better data going forward to base our decisions on.”



