



*Mastering the Capital Monster with*

# The *right* spend at the right time

As large companies around the world look to effectively manage their capital plans, JLL's dedicated Capital Planning practice empowers holistic, objective processes with transparent, centralized oversight and a best-in-class technology platform. JLL delivers a range of customized solutions grounded in data and business strategy for optimal growth.

## **Clients who optimize their growth opportunities**

At JLL, we help clients manage their capital spend within +/- 2 percent to plan, ensuring the transparency to compare progress to plan in a global, connected business landscape. Teams and stakeholders remain flexible to adapt as strategy or operating environment evolves. As a result, money continues to be channeled in the best direction with the enterprise goal of growth in mind.

## *Case study: Financial services client*

### **Capital Planning and Project Management as a single, continuous process**

This financial services client needed a multi-year program to convert building condition inspections for 3,000 properties into a 36-month capital plan. JLL devised a holistic plan, unbound by calendar or financial year.

Utilizing resources with specialized skill sets to develop, document and deliver the program, we created model pricing and end-of-useful-life analysis, and prioritized 216,000 projects worth \$969 million over 15 years. The solution included:

- Integrating existing data into one comprehensive data model.
- Translating building scores into capital plan replacement year

- Adding multi-tiered and regional cost matrices
- Specializing capital spending prioritization schema and algorithms

In just 16 weeks, JLL also managed the detailed project review and vetted a 3-year capital plan consisting of 50,000+ projects. The client's new structured approach to capital planning optimizes benefits to the organization.

**The JLL Capital Planning practice prioritizes reliable, objective data and consistent process implementation to meet our clients' strategic goals.**

## **Enabling growth**

JLL's capital planning practice builds accurate, strategic capital plans from the start.

Engage holistic processes, deploy best-in-class technology platforms, and drive your plan to the competitive edge.

**Let's start today. Contact a JLL consultant on mastering your capital monster.**







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## Case study: Amgen

**Data-driven solutions for proper forecasting and actionable, integrated decision-making**

Amgen is one of the world's leading companies in biotechnology, driven by innovation to transform new ideas and discoveries into pharmaceutical treatments for patients with serious illnesses. The company turned to JLL's Capital Planning practice for a long-range preventive maintenance program for its 13 million square-foot portfolio.

A cross-functional team at JLL worked with Amgen to develop a list of more than 200 potential projects at 10 sites in 3 countries. With such a large scope, accurate, up-to-date data from the outset lay a solid foundation for decision-making. JLL solutions included:

- Pioneering a standardized assessment template that included

information on scope, budget, schedule, options and a scorecard.

- Engaging a partner to provide consistent engineering assessments, estimates, scheduling and scoring
- Completing 142 assessments in 3 months
- Compiling individual assessments into a program with a prioritization scorecard that referenced scope, cost, schedule and scoring information for objective decision-making by business owners and stakeholders

With JLL delivering on time in an aggressive 5 months, Amgen was able to develop and execute a sound capital plan based on objective criteria.

**JLL optimizes capital works execution to allocate the right spend at the right time.**

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## *Case study: Government entity*

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With a 38.9 million square foot portfolio across more than 5,000 sites, this government entity needed to reduce portfolio occupancy costs, enhance current working conditions and increase portfolio sustainability. It engaged JLL's integrated services model and rigorous performance management practices to ensure the best allocation of resources and capital channels.

JLL analyzed the client's management and operation facilities to identify both short- and long-term opportunities for efficiency, productivity and profitability. Solutions included:

- Implementing facilities management work order technology and a comprehensive maintenance program

- Re-bidding or renegotiating vendor service contracts
- Identifying under- or over-utilized assets and recommending opportunities for optimization
- Implementing a project pre-planning process
- Developing and deploying a comprehensive energy management program

The optimization of investment and allocation of resources allowed proactive management of the client's capital plan with growth in mind. As a result of partnering with JLL, the client saw \$2.5 million energy cost savings in the first two years and \$16 million to \$19 million

in occupancy savings. With a 39 percent reduction in headcount, the government entity reits efforts and resources on projects that generate the highest return on investment.

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