Introductions



Mike Collins – Host of "Charlotte Talks" Charlotte, NC



Joe Holcombe – Regions Bank Birmingham, AL



Ron Cook – AT&T Dallas, TX



Mark Lovegrove – Cisco Research Triangle Park, NC



Julie Seitz – The Coca Cola Company Atlanta, GA



JOE HOLCOMBE, CPM SVP, REGIONS BANK







Regions Overview

\$121 Billion in Assets

Top 20 Bank

#1 Reputation ranking by American Banker

Birmingham, Alabama HQ

16 State Footprint

15 MM SF and 2,000 Facilities

23K Employees







Chasing Perfection



Centralized CRE in Birmingham, AL

Utilizing Longstanding Relationship & Expertise of CBRE





Participant in CBRE FM Opex Excellence White Paper

wnite Paper





Facilities Management Vision & Values

Vision

To Deliver World Class Facilities Services





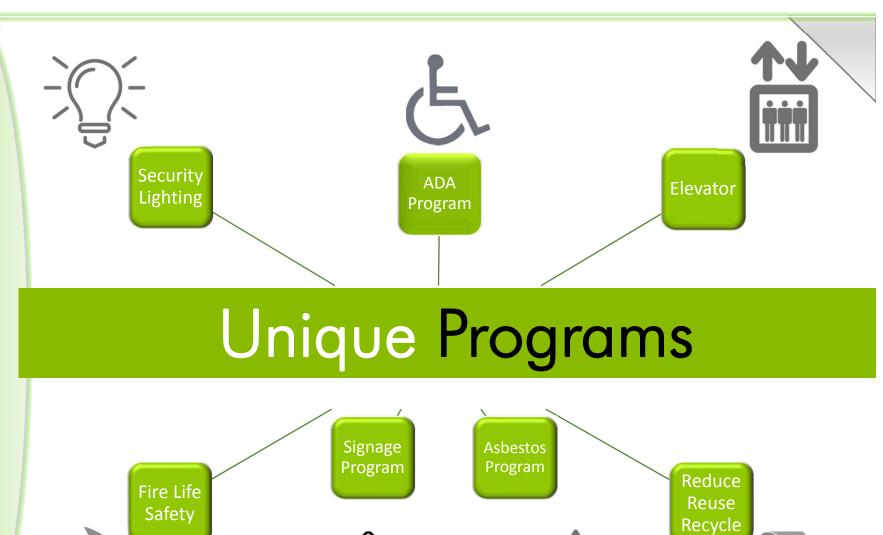
FM Operational Excellence







FM Operational Excellence

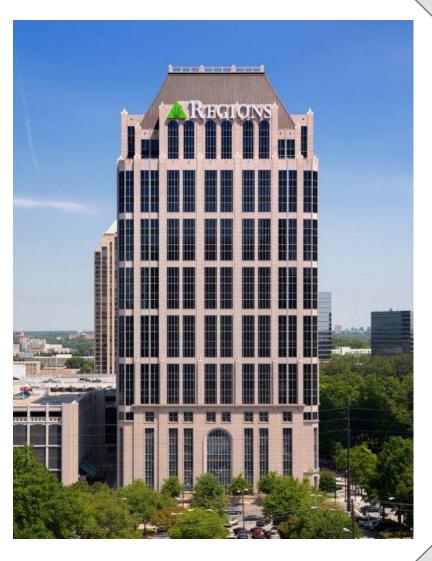


Danger Asbestos



Strategy for Excellence







Final Thoughts



CoreNet Business Intelligence Dashboard

Ron Cook, AT&T

September 9, 2015



AT&T Overview

Dallas, TX HQ

202 MM SF and 63,320 Facilities

306K Employees

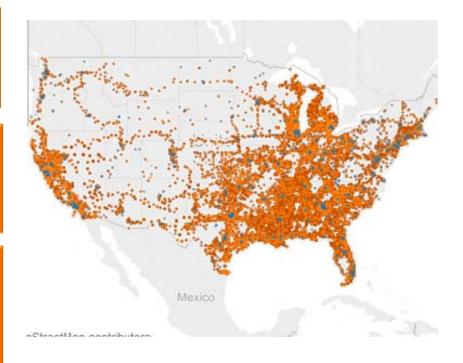
\$120B CAPEX over the last 6 years

Voice in 225 countries
Facilities and employees in
64 countries

\$81B in dividends over 10 years (\$9.69B in 2014)

Subscribers:

- 122M Cell
- 16M Broadband
- 20M Direct TV
- 5M U-verse





AT&T International Portfolio Overview



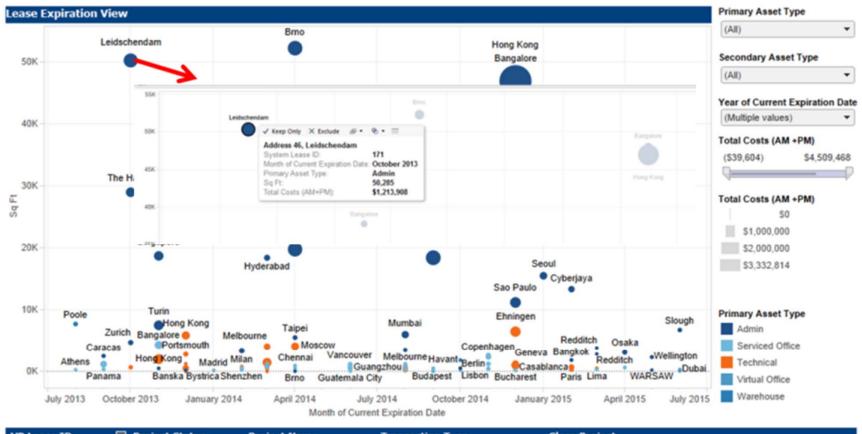


Strategic Process





Lease Expiration View



VP Lease ID	Project Status	Project Name	Transaction Type	Close Project
171	Active	New Hague Consolidation	Null	August 31, 2013
Null	Active	The Hague & Leidschendan Relocation	n Intl - Acquisition Lease/Sublease	December 21, 2013



Capture Data





Modify, Add, Change











The Hague, Netherlands

	2012	2014
RSF	66,064 47,477	
Headcount	375	375
Sharing Ratio	0%	100%
\$/Person	\$6,958	\$3,759
Desks	429	248

Key Results

- Increased employee engagement through collaborative workspaces
- Better access to public transit
- Advanced technology offers stimulating work environment
- Decreased energy consumption



^{*}AT&T's workplace strategy approach reduced \$/person by 46% and \$/RSF by 25%, saving AT&T more than \$1.2M annually.

Best Practices

Lease Expiration Report

• 2 year forecast for all transaction activity

Occupancy / Vacancy Reporting

- 10 & 2 checks [BIS]
- VPN data
- Badge access data

2-3 Year Payback Period

Top 20 Approach

High-value targets



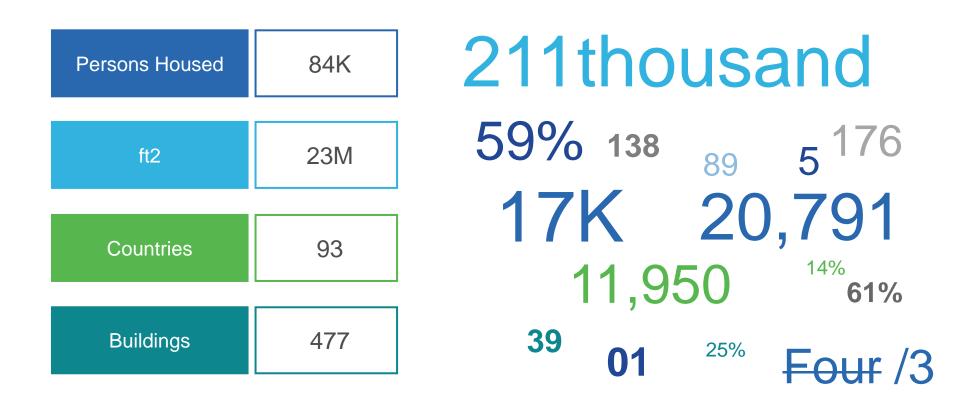


Globalized CRE

Mark Lovegrove

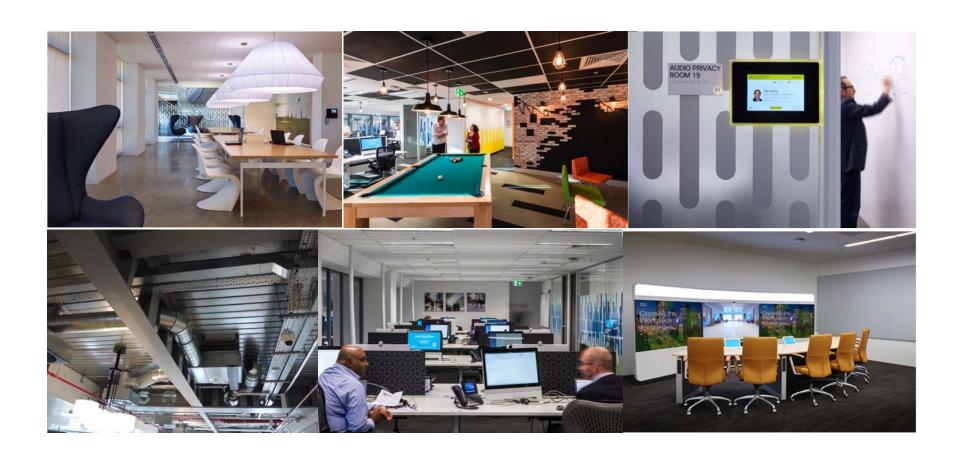


Cisco's Global Operating Portfolio

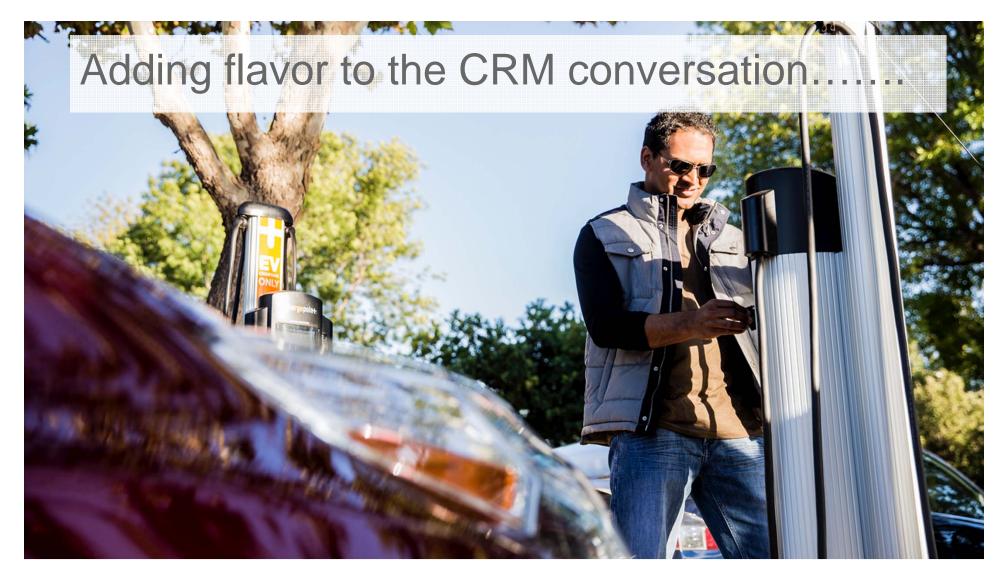




Solutions adapted for local needs.....



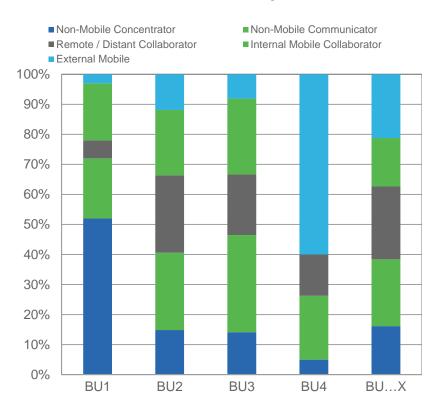




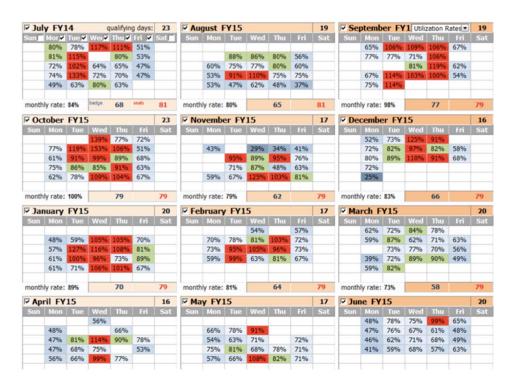
Source	Frequency	Year of Inception	Responses
CSAT	Annual	2007	29,710
Work Profile Survey	Annual	2008	28,221
Building Utilization	Real Time	<2000	477

How is the client using its space.....?

Trended Workstyles

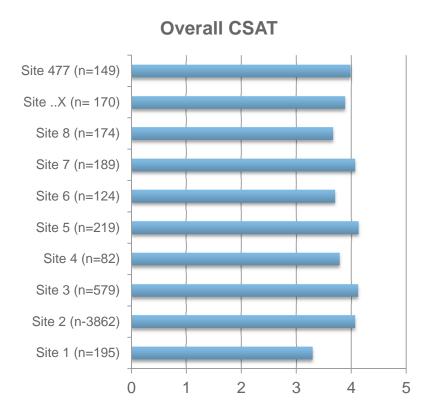


Real Time Utilization

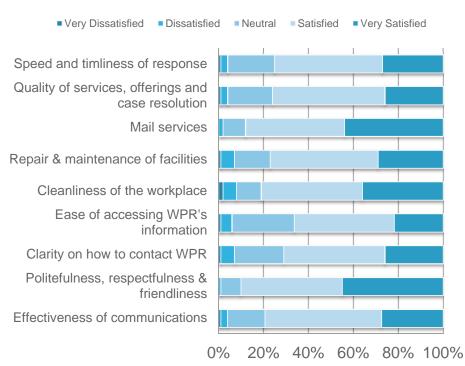




Measured Performance

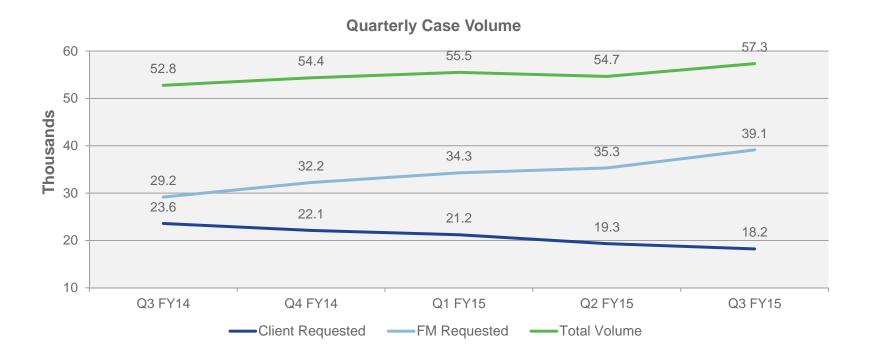


Essential Services Dimension

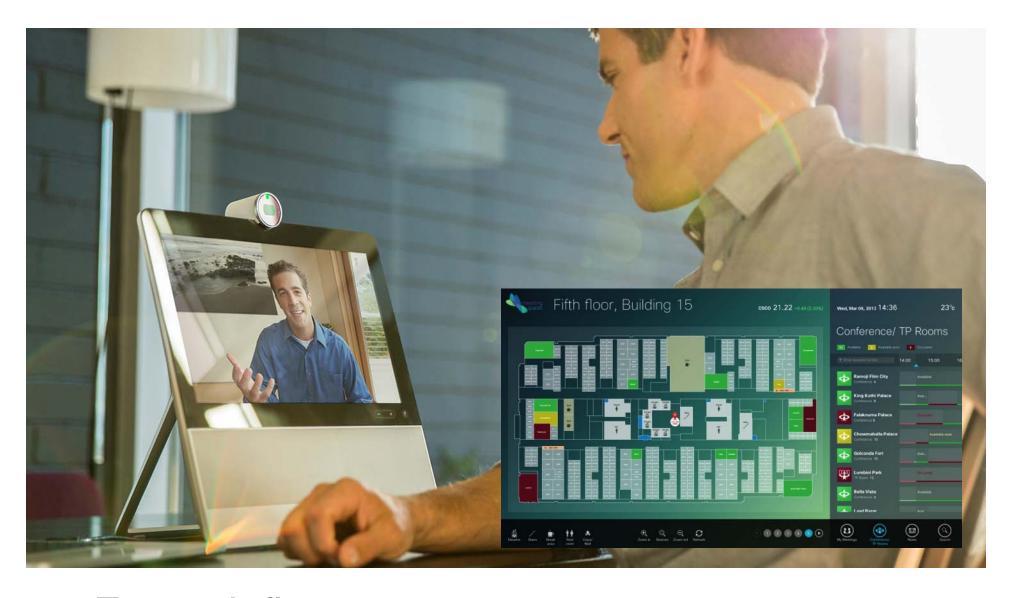




Find it before your clients do.....

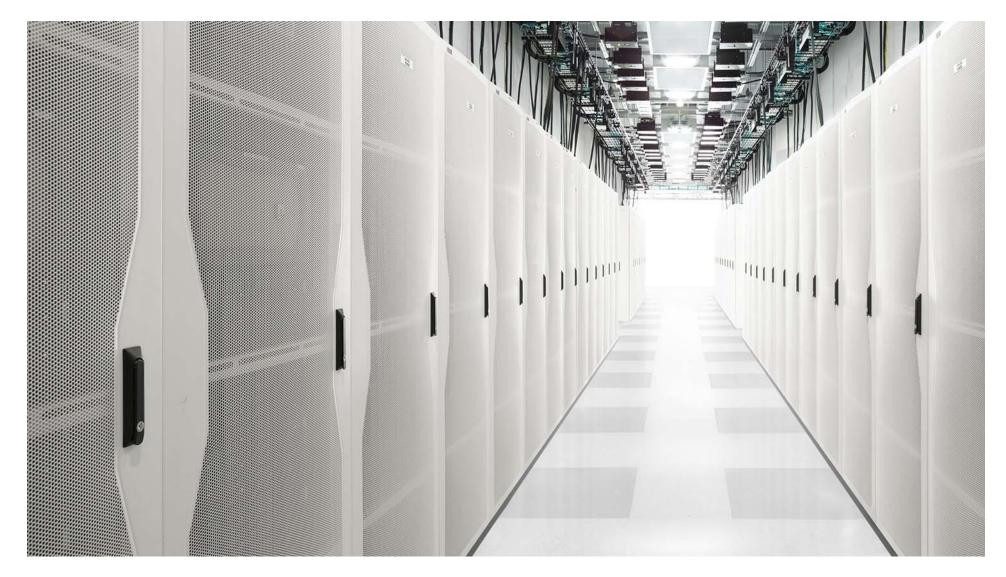






Future influences.....





"Operational excellence is non-negotiable when developing & maintaining credible strategic business relationships"



CISCO TOMORROW starts here.



Coca Gola work place 2020

Julie Seitz

Director, Workplace 2020

Employee Experience & Bringing the Brand to Life



The Coca Cola Company

500

sparkling & still brands 20 billion-dollar brands



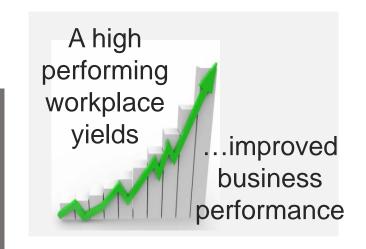
...and corporate Real Estate:

- Franchised system
- 2.1 million sq.ft. at the global HQ in Atlanta
- o Globally, 10 million sq.ft. with decentralized RE structure
- "Partnership model" with local markets
- Currently, 8 complex new buildings / renovations underway globally

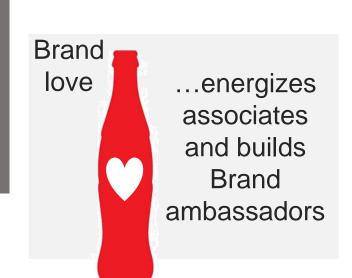


Why focus on Brand and experience?

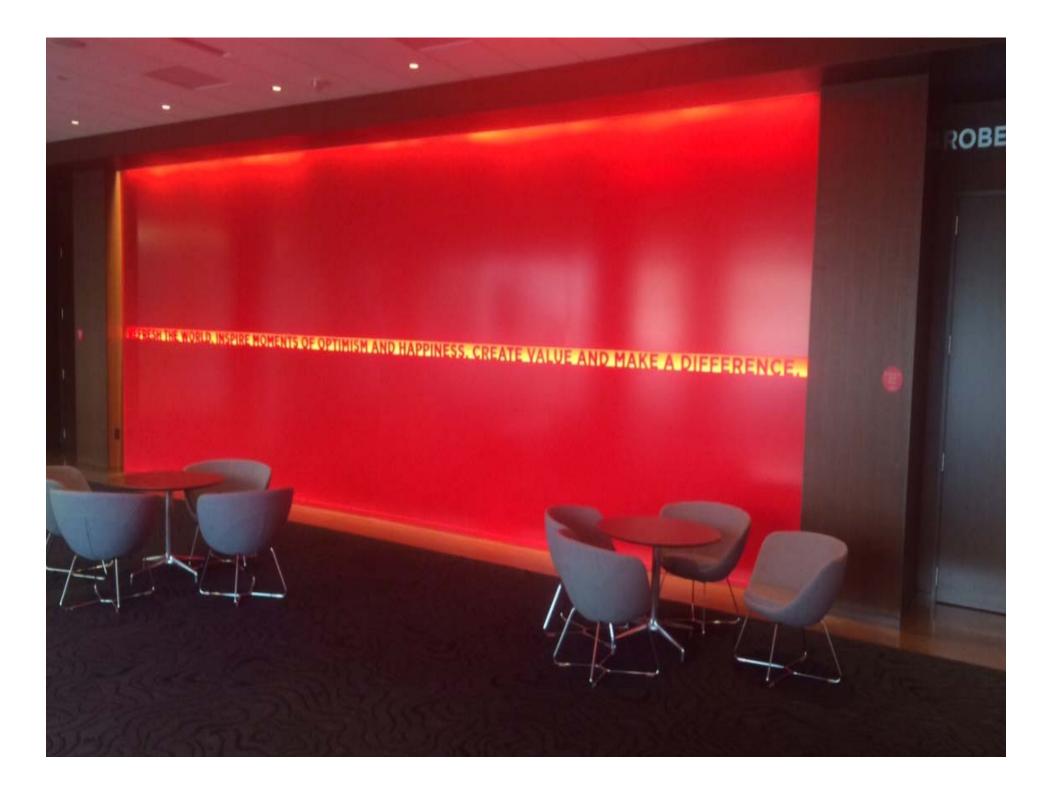








This is exactly the right work right now.









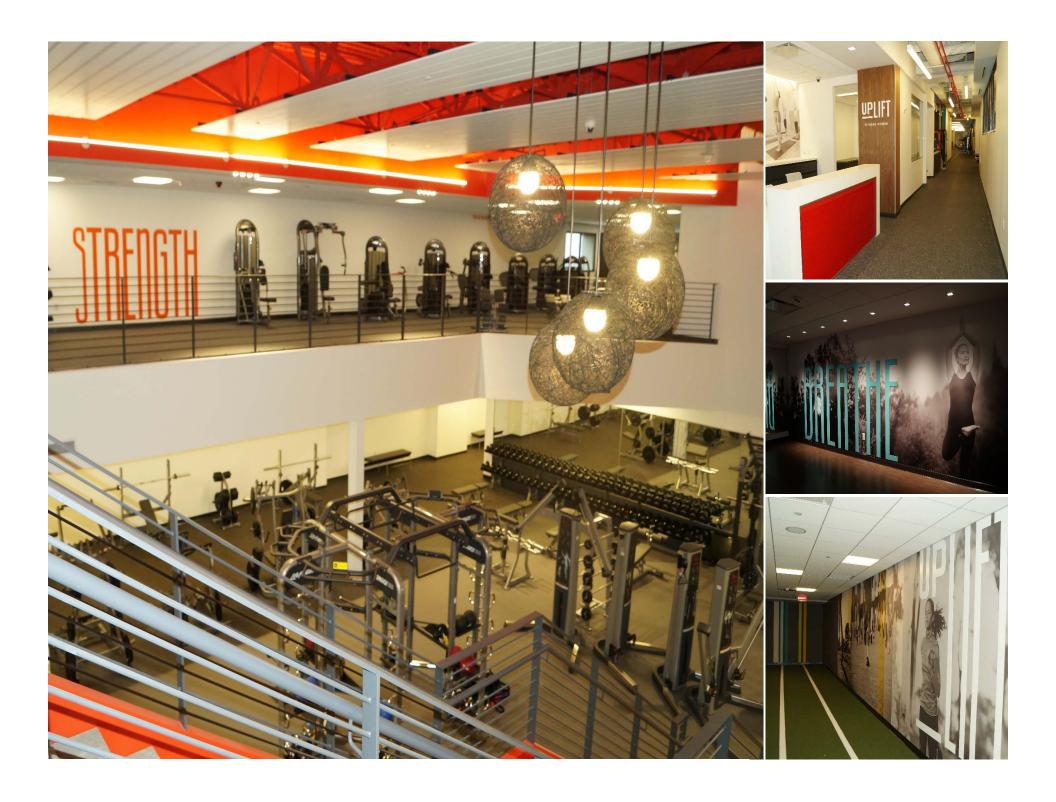


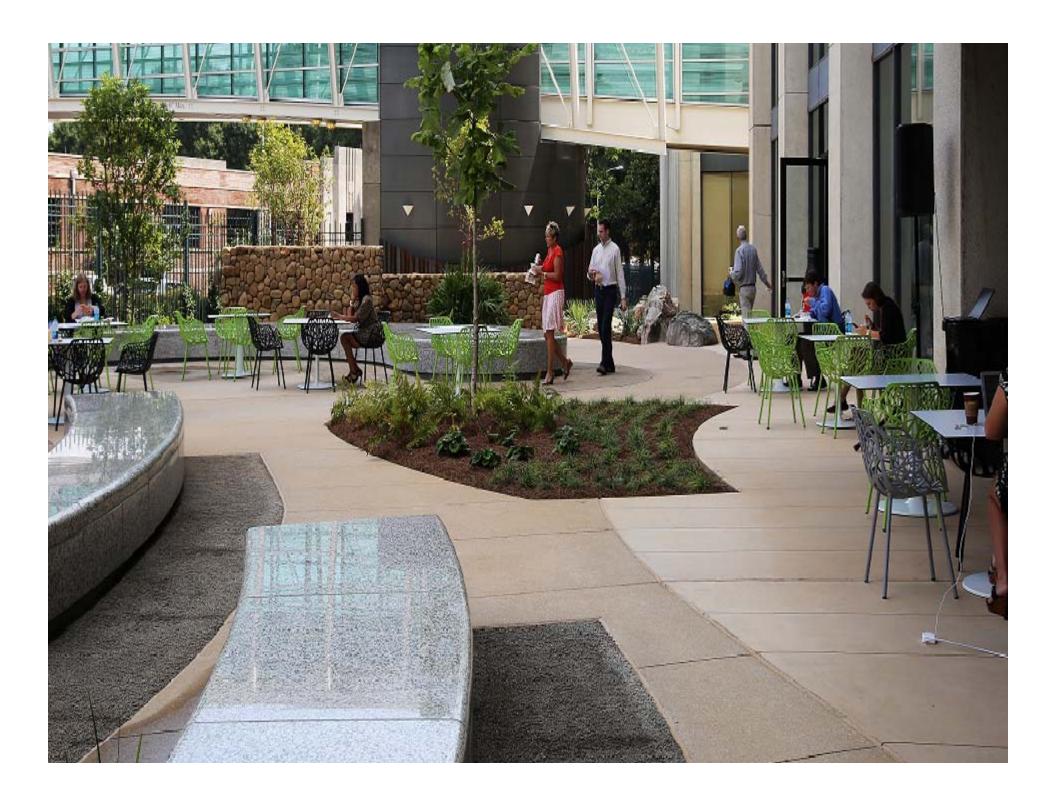


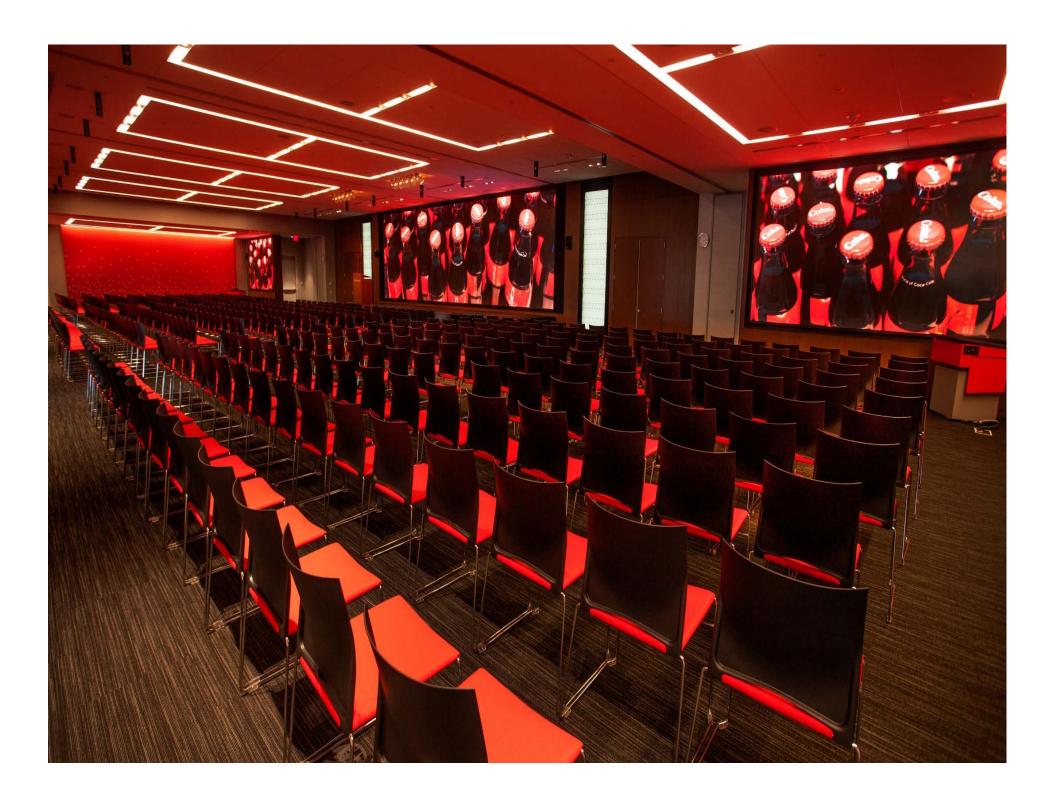


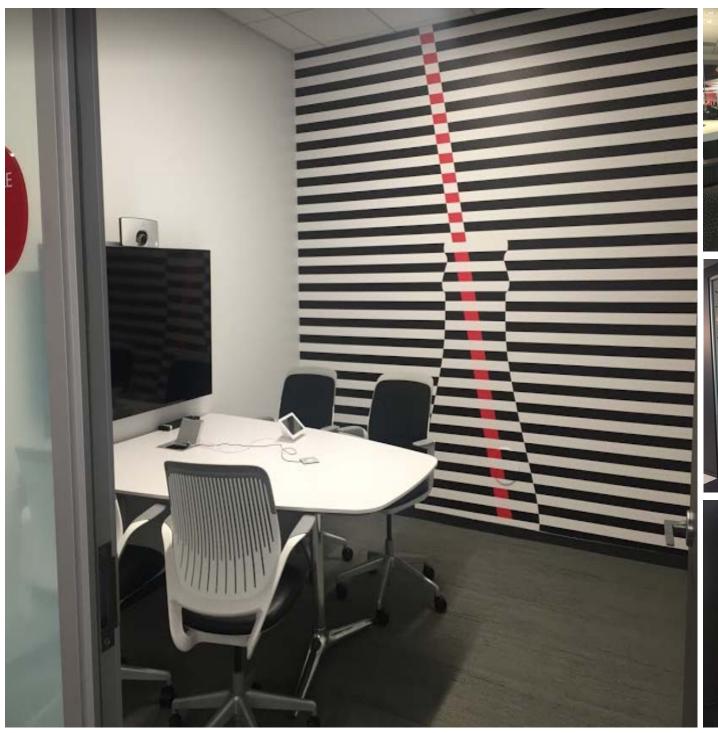


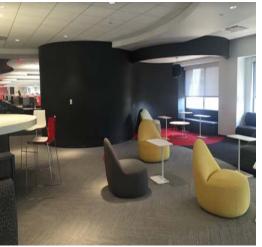


















Panel Discussion / Q&A



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