

# The 2013 CoreNet UK Awards

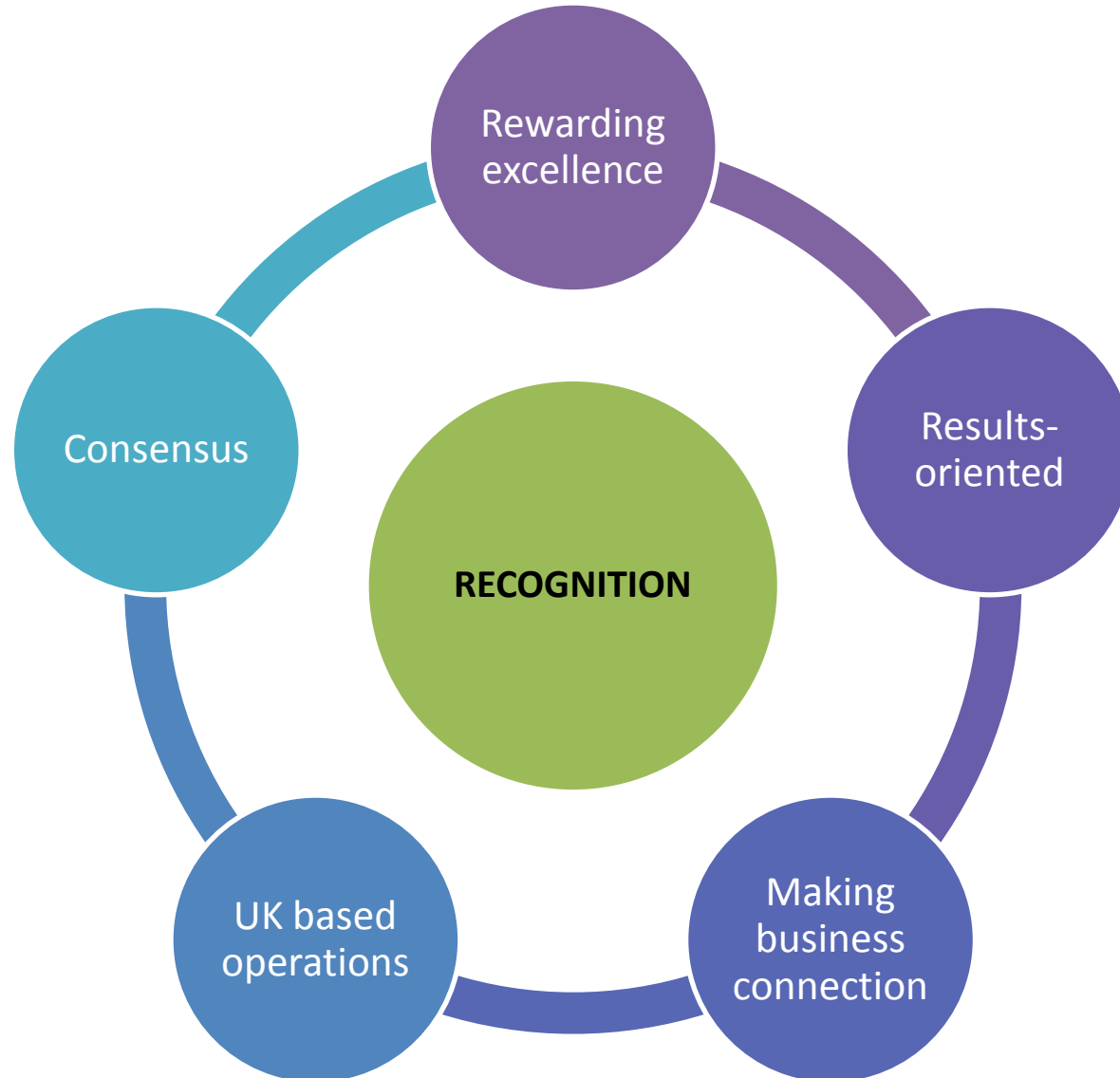


- Christopher Hedley
- Neil Austin
- Mara Cummings

- What the Awards are about
- The 2012 winners
- Why you should submit in 2013
- What it is like to submit & win
- What the judges look for
- Q&A



# What the awards are all about



# Corporate Real Estate Executive Award

- 2012 winner **Tony Buckham** of **HSBC** was appointed Global Head of CRE in 2010, having been Chief Technology and Services Officer.
- He has made major cost and environmental savings and re-engineered the CRE operating model, outsourcing arrangements and global governance procedures and standards. A huge achievement in a short time.
- 2012 runners-up:
  - Jason Peckmore, **Shell**
  - Ronen Journo, **CISCO**



# Significant Contribution Award

- This Award is for major and exceptional achievement over a sustained period. Nominations are made by the Judges Panel
- 2012 winner **Philip Ross** is CEO of UnGroup. He has been writing and thinking about technology and the workplace for the last 20 years and, in doing so, has helped many leading occupiers to achieve substantial performance and productivity improvements.
- In short, he has encouraged us to transform our buildings into productive workplaces.
- Runners-up are not announced



# Innovation Award

- This Award focuses on **innovation and sustainability** in CRE.
- 2012 winner Matt **Robertson** of **CBRE** created the BOSS system to help optimise large global portfolios quickly. This saving in time gives momentum to strategy as well as reducing costs substantially.
- 2012 runners-up:
  - Nigel Coxhead, **Adobe**
  - James Maddock, **DTZ**, Alastair Lindsay, **DTZ** and Neil Miller, **RBS**



# Partnership Award

- 2012 winners **DTZ, GVA and DLA Piper** was an impressive partnership of working together positively and creatively to support **RBS**.
- The team adopts a highly-motivated and integrated approach to property management, transactions and legal services for 2,700 buildings.
- The system of delegated authority given to the partners showed trust and speeded decisions.
- 2012 runners-up
  - **Lambert Smith Hampton** (with BBC)
  - Simon Ford, **CBRE** (with Nokia)



## THE CORENET AWARDS PROCESS

### **Should we enter the award process and what did the process feel like?**

- What value and to whom if we won?
- How much time?
- Who should lead?
- Would RBS internal comms be happy?
- So what?

### **What was the outcome and how has it benefited the partners?**

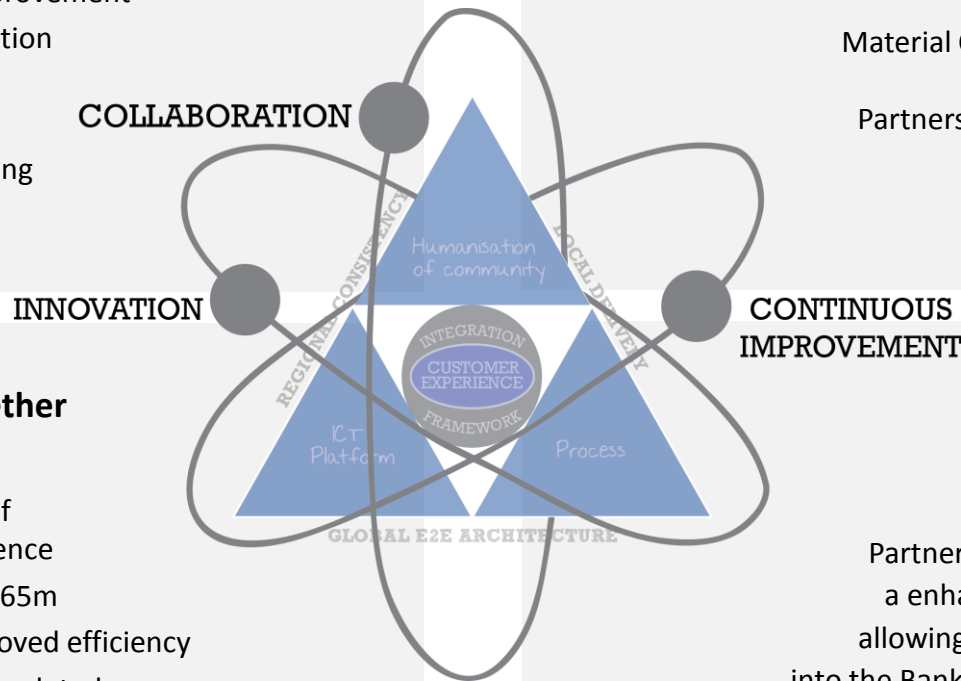
- We won 'Partnership of the year' and runner up in 'Innovation of year'
- Recognition
- Reinvigoration of team
- Ratification and reminder of benefits of the partnership
- Continuous improvement during process

## Pitfalls of the classic CRE outsourcing model

- Poor communication
- Need -to-know approach
- Lack of continuous improvement
- Poor access to information
- Poor decision making
- Lack of collaboration / trust between competing consultants

## A collaborative model – ‘Identifying opportunities and delivering solutions’

Physical Review  
Volume Disposal Process (VDP)  
Financial Modelling  
Material Change of Circumstance  
Alignment of Fees  
Partnership Reward Programme



COLLABORATION  
**NOT**  
COALITION

## On-going success together since 2008

- KPIs to create culture of accountability & excellence
- Cost savings/profit of £65m
- Aligned goals and improved efficiency
- 1,250+ transactions completed
- A culture of innovation
- Defined the model as an industry benchmark

## Partnership ‘Stretch’

Partnership has benefited from a enhanced profile within RBS allowing for deeper penetration into the Bank and its business adding more value to the CRE team than was anticipated at the outset.

A cultural of **trust and respect** between all suppliers and client is the catalyst to break down the barriers to avoid a coalition partnership.

# Judges Panel

- Christopher Hedley, IPD (Chair)
- Shelley Frost, JLL (Vice-Chair)
- Martin Laws, Deloitte
- Mara Cummings, Discovery Communications
- Paul Garlicki, Oracle
- Chris Richmond, PWC
- David Corry, Turner and Townsend (Vacant in 2013)
- Ruth Standring, Standard Chartered (Vacant in 2013)
- Vacant Position
- Vacant Position

# The Judging Criteria

Examples:

## Partnership

**Relationships** 20 points

CRE/FM team

Client board and management

**Outcomes and achievements** 50 points

Affordability

Delivery

Quality

CSR

Business value creation

**Skill set** 20 points

**Process** 10 points

**ACID TEST:** *Does the submission highlight significant business benefits?*

## CRE Executive

**Vision** 20 points

**Process and information** 10 points

**Relationships** 20 points

With board, customer, suppliers, team

**Outcomes** 50 points

Financial, customer, supplier, CSR, business value

**ACID TEST:** A role model for CRE delivering strategic business value at Board level?

# Why be a Judge?



Share Best Practices

Cultivate Innovation

Promote  
Achievement

Network with Peers

# Six awards in 2013

Young Persons  
Essay Award



Rising Star  
Award



Innovation  
Award



Partnership  
Award



Executive of the  
Year Award



Significant  
Contribution

# Why you should apply in 2013

Recognition  
Marketing  
Buzz

