

SMART BUILDINGS AND HOW TO PROCURE THEM



About Me

Multi tasking mum of 3, MD @ Linaker, President Elect @ BESA, Star wars, Cake and Tequila

25 Years



Corporate to SME



Sales to Ops and everything in between



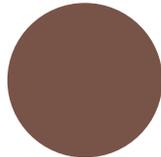
150% business growth 4 years in a row



Education



SFG20 BESA



How to Procure SMART Partnerships

Tell me what you got?

What do you need to tender out? Why is the data important? What happens if you don't have it? Apples for apples, whats the difference?



Can we get there?

Go look, don't ask.....

I'll show you mine if you show me yours

What Spec? Whats the difference? SFG20/ Mandatory, Statutory etc



Measure of Success

Now I want to buy.....but how do I want to buy? More modelling.

The other stuff

CSR, innovation, strategy, CAFM, reporting and people.



Where next?

Everything changes.....

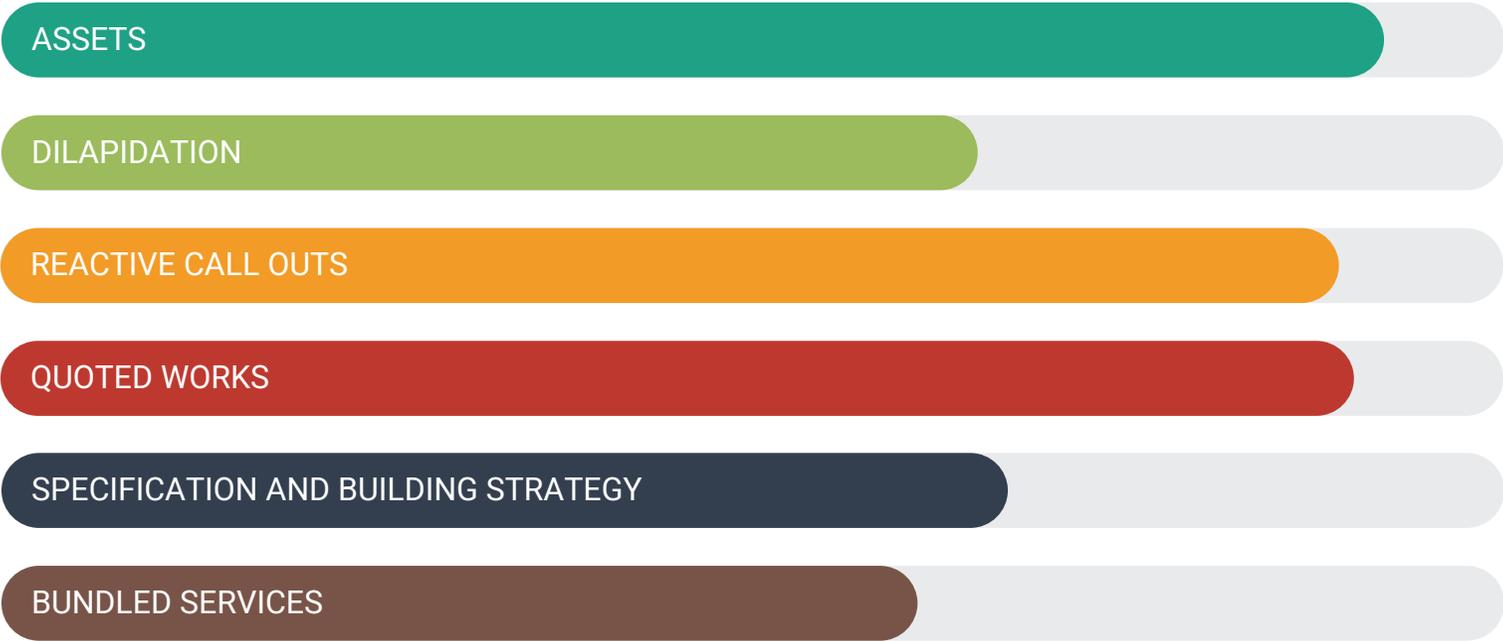


Data OUT

I'm procuring because I don't now if I have value, but I don't have the data to prove either way...

Is historical data important?

The only thing existing data allows you to do is compare apples for apples; which will allow you to establish cost comparisons. It won't reflect value, partnership or innovation and you should be mindful of the impact and transition you want to create in completing your tendering.





What Spec?

There's more than one way to skin a cat.

True asset information

Where is the asset, what is it, how does maintenance effect it, what's its life span.

Clarity

What assets are where, the list has changed?

Understanding of whole cost

How much to maintain, how much to fuel, to replace

Understanding of goals

What's the goals for this asset? What's the energy goal?

Asset Availability

Our talent want what it wants when it wants it. Did you service us? Where's my quote?

Focus

What's critical? I wish I had data that would prove what I'm saying without it sounding like I just want to exploit your situation.

Responsiveness

Some things happened, can you fix it now?

Knowledge

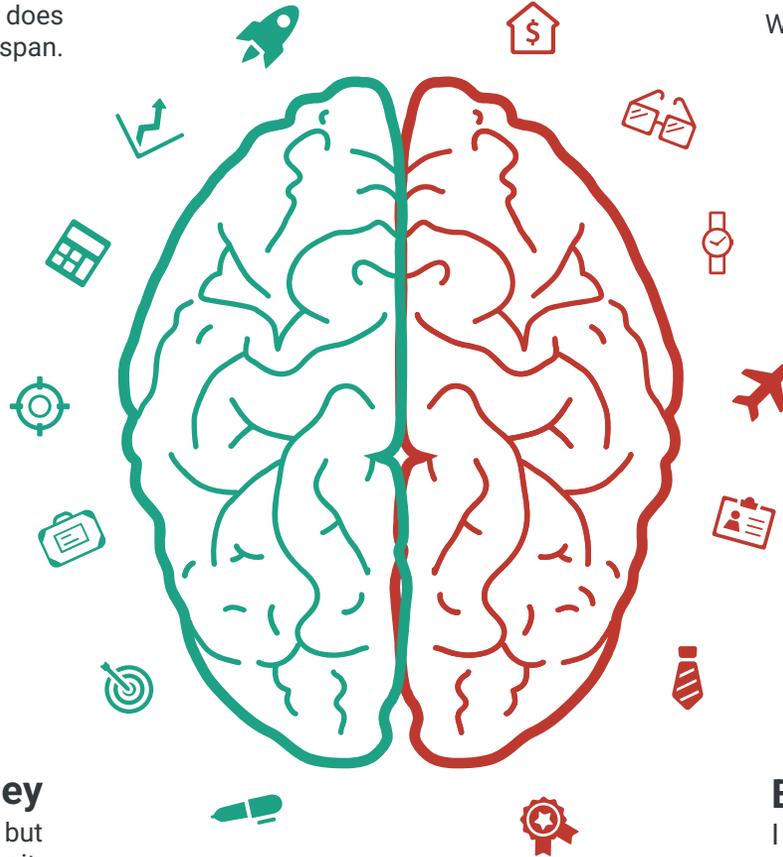
Stat, Mandatory, Nice to have, H&S, what's happened before, is there any access issues? O&M

Value for Money

I want optimum service with great information but I don't want to pay for it.

Empowered

I have all the information, I can work in smartest way, I can create the best value

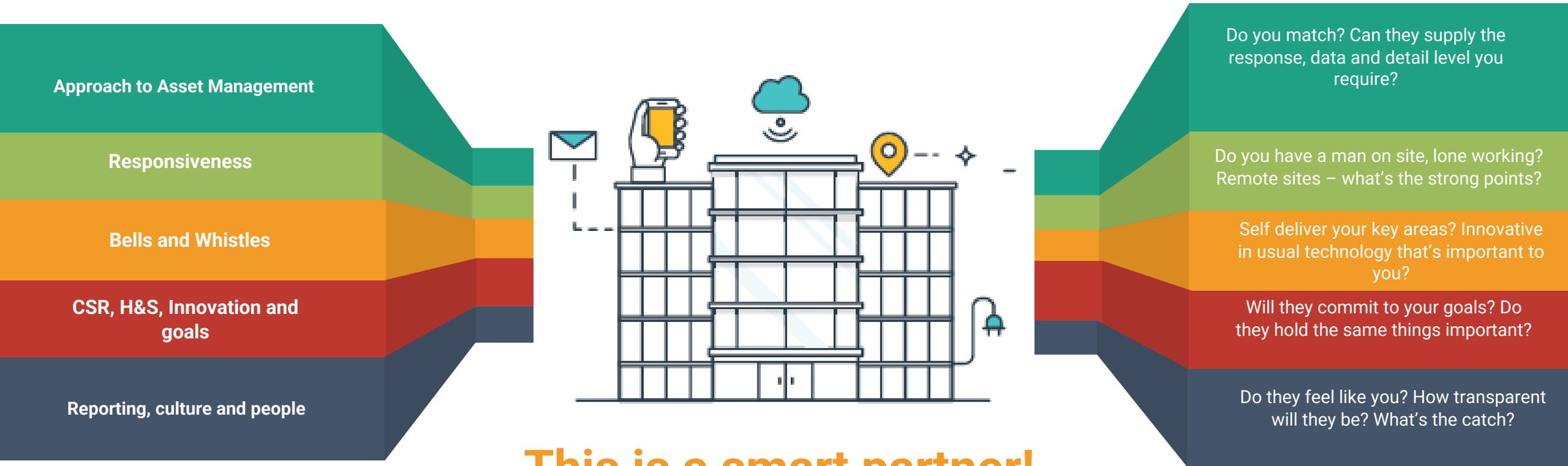


What if I don't have the information ??????????????



Smart buildings can't happen without Smart Partners

Together; less labour cost, more asset availability, a reduction in energy cost, a higher level of response.

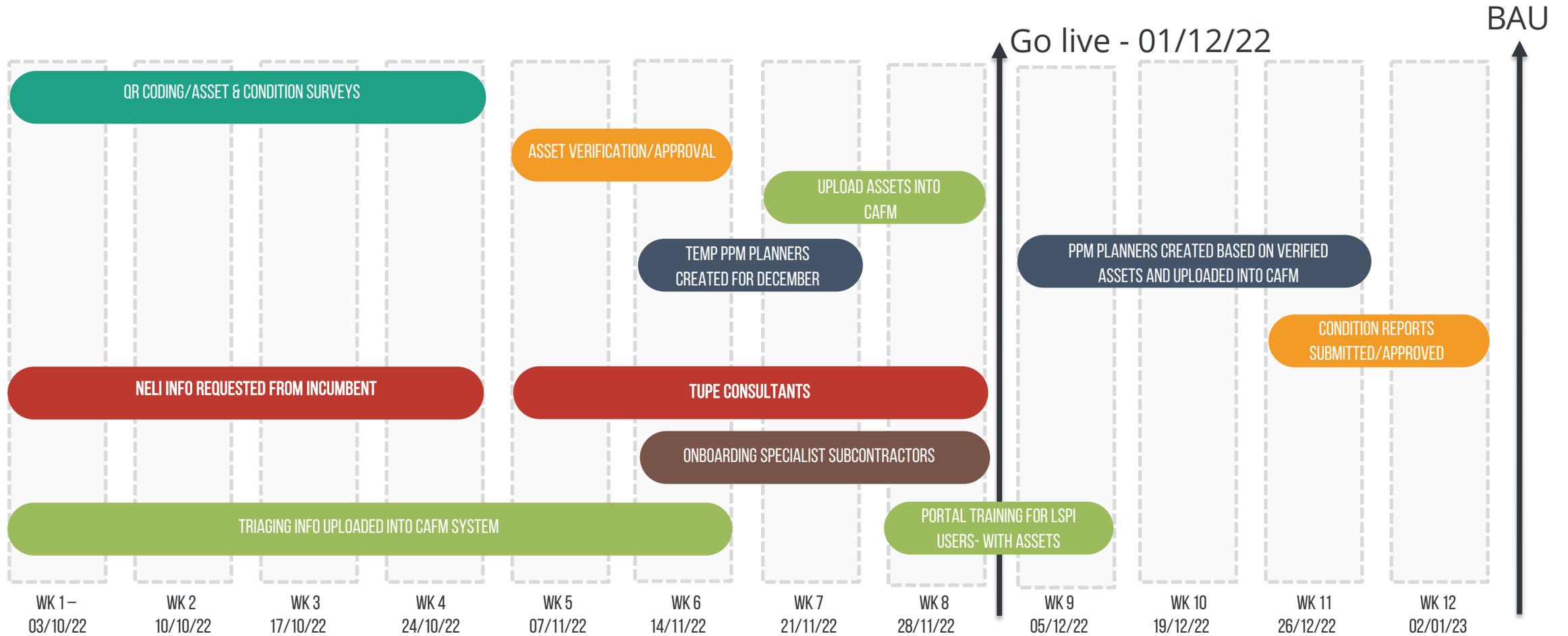


This is a smart partner!



Can we get there?

Time to look and see.....

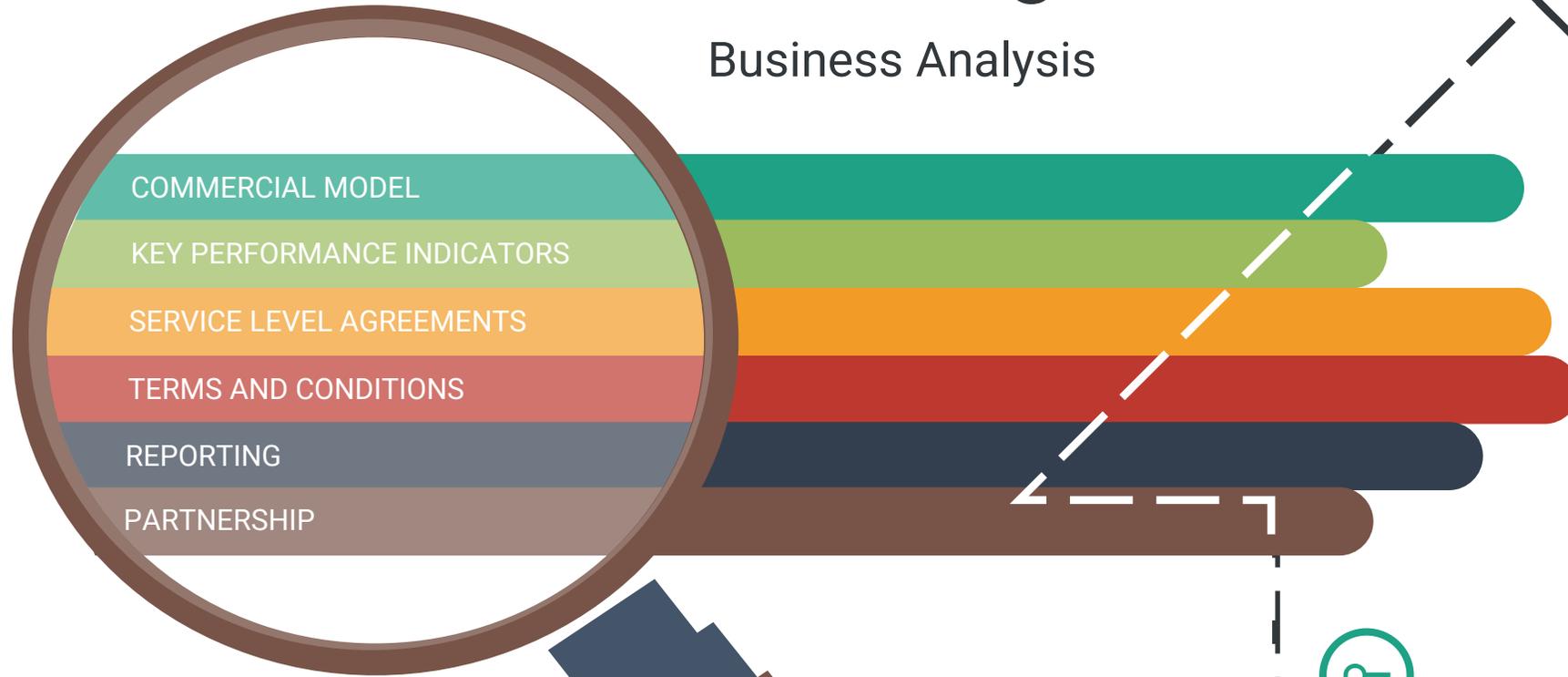


- QR Coding
- People
- Subcontractors
- Systems
- Client approval
- PPM Planners



Success Magnifier

Business Analysis



COMMERCIAL MODEL

KEY PERFORMANCE INDICATORS

SERVICE LEVEL AGREEMENTS

TERMS AND CONDITIONS

REPORTING

PARTNERSHIP

STRATEGY

A method or plan chosen to bring about a desired future, such as achievement of a goal or solution to a problem.



SOLUTION

Answer(s) suggested or implemented to try and solve a question or problem. A solution can be either simple or complex and may require few resources or many resources.



START

Industry starts talking about disruptors, clients and suppliers need to change. Full business review



TARGET

Clients and team identify areas for improvement and advancement.



CURRENT

Systems in place and integrated further areas for advancement discovered



NEXT

Further automation, accredited to SFG20 compliant and major well rating accelerator

What's Next?

The sky's the limit!

Questions?

Please don't hesitate.



Thank you.

For your precious time and your attention.



