



Addressing the Top Facility Management Challenges With Technology-Enabled Solutions

- *Jeff Martin CFM, Director, Workplace Solutions, AOL*
- *Andy Fuhrman, CEO, Open Standards Consortium for Real Estate (OSCRE)*
- *John Smart, VP of Vision & Strategy, TRIRIGA*
- *Ed Lubieniecki, Managing Director, RealFoundations*
- *Moderator: Bob Sawhill CFM, programs director for IT Council*

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WELCOME !!!

**Geoff Williams
President
Information Technology Council**



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Moderator: Bob Sawhill, CFM



Director of Product Strategy, TRIRIGA

30 years in Workplace Management:

- Strategic Facility Planning, Industrial Engineering, Facility Project Management
- Workplace Management Technology Experience:
 - Integrated Workplace Solutions Project Manager, Consultant
 - IT Program Manager – RE & Workplace Services
 - Software Product Manager, Strategist

Professional Association Involvement:

- Certified Facility Manager (CFM)
- IFMA - Chapter President, Information Technology Council leadership
- Open Standards Consortium for Real Estate (OSCRE) Workgroups
- Instructor & Guest Lecturer at Cal State University's FM Program Course

Past Employers:

Hewlett-Packard, Tektronix, Lockheed, Memorex, Beckman Instruments, USAA



IFMA World Workplace 2008 - Addressing the Top Facility Management Challenges With Technology-Enabled Solutions

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With 30 years of experience, Bob Sawhill has a broad background in Workplace Management and Information Technology. He has attained deep-level expertise through hands-on experience in Facility Planning and Integrated Workplace Management Systems. Bob is currently Director of Product Strategy at TRIRIGA for their Integrated Workplace Management Systems and Strategic Facility Planning product. His career has included a variety of Facility Management positions with Hewlett-Packard, USAA Insurance, Tektronix, and Lockheed-Martin. As well, Bob has contributed to Facility Management education as instructor and guest lecturer for several terms at California State University, Sacramento. Bob Sawhill has been active in IFMA for 18 years, as a past Chapter President, Information Technology Council programs leader, and has earned IFMA's Certified Facility Manager (CFM) designation for 14 years.



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Top current trends and future outlooks

IFMA's Current Trends and Future Outlooks Report

1. Linking facility management to strategy
2. Emergency preparedness
3. Change management
4. Sustainability
5. Emerging technology
6. Globalization
7. Broadening diversity in the workforce
8. Aging buildings



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Panel expertise

- **Industry representation**
 - Corporate user
 - Workplace Consultant, Services Provider
 - Technology industry standards
 - Software solutions - Integrated Workplace Management Systems
- **Areas of knowledge**
 - Strategic Facility Planning
 - Performance Management
 - Environmental Sustainability
 - Technology Solutions



Today's Panel

- **John Smart**
VP of Vision & Strategy, TRIRIGA
- **Andy Fuhrman**
CEO, Open Standards Consortium for Real Estate (OSCRE)
- **Ed Lubieniecki**
Managing Director, RealFoundations
- **Jeff Martin, CFM**
Director, Workplace Solutions, AOL



John Smart



*John Smart, Vice President,
TRIRIGA*

- Integrated Workplace Management evangelist
- Industry pioneer and thought leader, 22 years
- Founder of first IWMS solution, 1992
- Member of IFMA since 1990
- Active member of OSCRE since 2007
- Executive sponsor in over 200+ IWMS implementations with fortune 1000, including GE, Capital One, JPMorgan Chase, Toys R Us, World Bank, BC Hydro, Commerce Bank



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Role

Mr. Smart is charged with identifying strategic directions for the company. In this capacity, John is responsible for validating markets and product strategies and leading us into new focus areas.

Experience

John has more than 25 years experience in the workplace management arena. He has provided leadership in all aspects of our solution delivery, from sales, services, product marketing and development. Prior to his current role, John ran the professional services team in the eastern region where was responsible for customer projects. Before that, John served as the Area Vice President of Technology for TRIRIGA's Real Estate & Facility Division. He was charged with planning and developing the next generation of workplace solutions that has resulted in the TRIRIGA solution awarded as the market leader.

Prior to TRIRIGA, John was the Chief Architect of Peregrine Systems, Inc.'s Real Estate and Facilities division, where he led product development, strategic planning, and product management for Peregrine. John also served as the Lead Architect for Peregrine's Sales Integration team, and as an integral member of the Infrastructure Management team, focused on integration, planning, and strategy.

John received his Bachelors of Arts degree in Management/Economics and Bachelors of Science in Computer Science from Denison University.

Andy Fuhrman



*Andy Fuhrman, Chief Executive Officer
Open Standards Consortium for Real Estate (OSCRE)*

- 20 Years Commercial & Heavy Construction
- I.C.B.O. Certified Building Inspector
- 18 Years Focused on Use, Integration & Optimized Use of: CAD, CAFM, CMMS, IWMS, EDMS, to Support Strategic. Tactical and Operational Levels of Business.
- Contributor to Development of Silicon Valley's Smart Permitting Program
- IFMA Member Since 1993
- Past President of IFMA Computer Application Council
- Director of FM – Gazelle, LLC – Focused on Build-out and Maintenance of High Reliability Data Centers
- Industry Evangelist for combined use of Business Process and Technology for Real Property Industry

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Andy Fuhrman has served since June 2004 as Chief Executive Officer for the OSCRE, working with all business practices within the Real Property industry including Appraisers, Brokers, Lenders, Facility Managers, Portfolio Managers, Software Vendors, Service Providers for the Private, Public and Military sectors.

Andy's background includes over 20 years of commercial construction experience for many of the leading firms in the high-tech sector within the Silicon Valley followed by 14 years providing consulting and related services in business process improvement and technology systems implementations for Construction, Corporate Real Estate and Facilities Management operations and has been a member of the Silicon Valley Chapter of IFMA since 1993 as well as Past President of IFMA's Computer Application Council.

As a technology consultant and certified building inspector with the International Conference of Building Officials (ICBO), Andy was a key contributor in Silicon Valley's Smart Permitting initiative, designed to streamline building permit approval process via electronic submittals, plan check and approval, to eliminate one of the key bottlenecks affecting the high-tech industries time to market delivery of short lifecycle products.

Andy also is an Executive Board member for both the National Building Information Model Standard (NBIMS) and the Virtual Builders Roundtable. He is driven to see and help develop along with many others, interoperable data exchange standards for the entire supply chain of real property.

For more than 15 years, Andy has been and continues to be an industry leader and evangelist for business process improvement for the Facility Management and Real Property industry.

Ed Lubieniecki



Ed Lubieniecki - Managing Director, RealFoundations

- 25 year Real Estate focused Management Consultant
- Practice Leader RealFoundations Corporate Real Estate Practice
- Focused on transformation projects for large national and international clients
- Board Member OSCRE
- Clients Include: The Walt Disney Company, American Express, Wal-Mart, Qwest, SBC/ATT, Iron Mountain, Sun Microsystems, Arden, Hard Rock Cafe



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Ed Lubieniecki is a Managing Director with RealFoundations and leads their Corporate Real Estate Practice.

He has over 25 years experience in real estate management consulting, and has focused on exceptionally complex projects for large national and international corporate clients.

Ed has been responsible for the planning and implementation of technology strategies and systems, as well as strategic business planning, portfolio optimization, organizational assessments and design, business process improvement, expense assessments, outsourcing, benchmarking, and merger integration assignments.

Jeff Martin, CFM

Jeff Martin, CFM
Director, Workplace Solutions
AOL LLC

- Over 12 years experience in IWMS, Strategic/Tactical Planning
- Member of IFMA since 1998
- Certified Facility Manager (CFM)
- Masters of Business Administration (MBA)
- Held various leadership positions in IFMA
 - Chapter President
 - Treasurer – Corporate Facilities Council



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Jeff Martin is the Director of Workplace Solutions for AOL LLC in Dulles, VA. He is responsible for leading a workplace strategies & services department that manages space, furniture, relocation and facilities information for over 4 million square feet across over 100 locations globally.

Prior to AOL, Jeff worked for FM:Systems, Inc., where he was responsible for the consulting & technical services group as well as overseeing the development of new products and services.

Jeff earned his MBA from Meredith College in Raleigh. His undergraduate degree is in Facility Management, Planning & Design from the State University of New York at Buffalo and holds the Certified Facility Manager credential.

Agenda

Topic	Lead Presenter
Opening, Introduction	Bob Sawhill
Linking to Corporate Strategy, Workplace Performance Management	John Smart
Emerging Technology, technology, data, information, standards	Andy Fuhrman
Break, coffee	10:20 -10:40 AM
Environmental Sustainability,	Ed Lubieniecki
Linking to Corporate Strategy, Strategic Facility Planning	Jeff Martin
Final thoughts	All

Session Approach

- Topic Presentation
- Panel dialogue
- Audience interaction
 - Polling, comments
 - Q&A, open forum



Presentation materials availability

To be posted on website after conference

IFMA, Information Technology Council
<http://www.ifma-itc.com>

Housekeeping

- CEU's and CFM points
- Evaluation Forms - please give us feedback
- Coffee at break
- Please! Cell phones off

Shameless plug for IFMA IT Council Programs

- Programs Committee - join now!
- 2009 Calendar being formulated
 - Need relevant topics and speakers
 - Webinars
 - Industry Forum - spring
 - World Workplace - fall
- Contact:
 - Bob Sawhill, CFM
rsawhill@tririga.com
530.878.7619



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