

Corporate Fact Sheet

Corporate Headquarters:

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Telephone: (973) 420-7253

www.umsadvisory.com

Corporate Snapshot:

UMS Advisory specializes in advising Fortune 500 companies on how to create greater efficiency within enterprise Real Estate & Facilities Management (RE & FM) organizations. UMS partners with corporate clients to accomplish this by using a proprietary benchmarking database comprised of corporate (user) data on financial and operational best practices in RE & FM. UMS implements outsourcing initiatives on a regional, national, and global scale that enable stronger operating models and internal business partnerships. UMS also advances market intelligence and industry best practices through its top-rated conferences for senior RE & FM executives in the US and Europe. In the last three years, UMS Advisory has helped clients identify and capture savings of more than \$500 million dollars.

Founded:

UMS' RE & FM practice was founded in 1993 when it was part of UMS Group, the global utility industry firm. At that time, UMS pioneered cost and service level benchmarking using activity-based tools that created a quantitative link between performances and operating practices. UMS was also an early pioneer in large-scale outsourcing deals in FM. It developed performance based contracting methods for RE & FM and introduced advanced pricing models into the RE & FM outsourcing industry.

Business Value:

In the last few years, the RE & FM markets have changed drastically due to industry consolidation and globalization. Suppliers are growing and strengthening their value propositions while internal organizations are aggressively seeking ways to reduce cost and introduce new, sustainable workplace environments that create greater flexibility and efficiency. The next decade will likely bring the most profound changes in RE & FM that the industry has experienced over the last 25 years. Amidst this change and market complexity, UMS brings forward-looking perspective and specialized market expertise to help clients develop the right strategies and initiatives that create rapid, measurable performance impact today while building the next-generation capabilities to enable further efficiency, effectiveness, and business value in the future.

Executive Leadership:

Rakesh Kishan, President & CEO

Gregory Swanberg, Managing Director

Andrew Cieslak, Managing Director

Public Relations Contact:

Yvonne Liu, Director, Marketing

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