



Facility Management (FM) Supplier Overview

Domestic (US) FM Suppliers
Pharmaceutical & Life Sciences Sector



Despite Recent Consolidation, There Is A Significant & Varied Supplier Market For US Pharma FM

Potential Services Providers

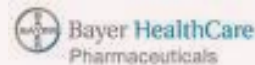
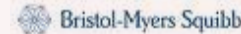
- ABM Industries, Inc.
- Aramark Facility Services
- CB Richard Ellis
- CH2MHill
- EMCOR Facilities Services
- Fluor Enterprises, Inc.
- Jacobs Engineering
- Johnson Controls, Inc.
- Jones Lang LaSalle
- Linc Facility Services
- Newmark, Knight, Frank
- Sodexo
- UGL Equis
- URS Corporation

Evaluation Issues

- Knowledge and experience with Pharmaceutical Industry
- Ability to provide manufacturing maintenance support
- Ability to provide lab services support
- Relationship with third party vendors
- Technology (operational & reporting) capabilities

This Presentation Is An Overview of The Facility Management Service Providers Supplying Pharmaceutical Facility Management Services In The United States

Major Clients For US FM Service Providers (1/2)

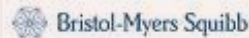
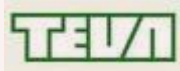
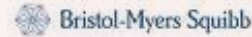


Pharmaceutical and Life Sciences Clients



Other Major Clients

Major Clients For US FM Service Providers (2/2)



Pharmaceutical and Life Sciences Clients



Other Major Clients

Service Provided By Major FM Providers

Service Providers	Lease Admin	Strat Fac Plan	Constr Mgmt	Proj Mgmt	Bldg O&M	CUP O&M	Crit Env O&M	Fac Control Sys	MRO Stores Mgmt	Jan Non-GMP	Jan. GMP	Jan Clean GMP	Lab Moves	Instr Calib	Doc Mgmt	Food Svcs	Repro Svcs	Travel Svcs	Rec & Waste Mgmt
	ABM Industries, Inc.		●	◐	●	◐	◐	◐	◐	●	●	●	●	●	○		○	◐	
Aramark Facility Services		●	●	●	●	●	●	●	●	●						●	●		○
CB Richard Ellis	●	●	●	●	●	●	●	●	●	○	○	○	●	◐	○	○	○	○	○
CH2MHill	●	●	●	●	●	●	●	●	◐	○	○	○	◐	○	●	○	◐		○
EMCOR Facilities Services	○	●	◐	◐	●	●	●	●	●	○	◐	○	◐	●	◐	○	○	○	○
Fluor Enterprises, Inc.	●	●	●	●	●	●	●	●		○	●	●	●	○	●	○			
Jacobs Engineering	◐	●	●	●	●	●	●	○	●	○	○	○	○	●	●	○	○	○	○

● Self Perform

○ Sub-Contract

◐ Self Perform and Sub-Contract

Service Provided By Major FM Providers

Service Providers	Lease Admin	Strat Fac Plan	Constr Mgmt	Proj Mgmt	Bldg O&M	CUP O&M	Crit Env O&M	Fac Control Sys	MRO Stores Mgmt	Jan Non-GMP	Jan. GMP	Jan Clean GMP	Lab Moves	Instr Calib	Doc Mgmt	Food Svcs	Repro Svcs	Travel Svcs	Rec & Waste Mgmt
	Johnson Controls, Inc.	●	●	●	●	●	◐	◐	◐	●	◐	◐	◐	●	●	●	○	◐	
Jones Lang LaSalle	●	●	●	●	●	●	●	●	◐	○					○	○	○		○
Linc Facility Services		●	◐	●	●	●	●	●	●	○	○	○	◐	○	○	○	○		○
Newmark, Knight, Frank	●	●	◐	●	◐	◐	◐	◐	◐	◐	◐	○	○	○	○	○	◐	○	◐
Sodexo		●	●	●	●	●	●	●	●	●	●	●	●	○	○	●	●	●	●
UGL Equis	●	●	◐	●	●	●	●	○	●	◐	◐	●	●	◐	●	○	◐	○	◐
URS Corporation		●	●	●	●	●	●	●	●	○	○	●	●	●	●	○	●		●

● Self Perform

○ Sub-Contract

◐ Self Perform and Sub-Contract

ABM Industries, Inc. Company Overview

Company Name	ABM Industries, Inc.
Public/ Private	Public (NYSE: ABM)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$327 Million
Total Employees (Facilities, Construction & Real Estate)	Over 122,000 employees
Company Website	www.abm.com
Primary Contact	Name: Todd Richardson Phone Number: 323.234.2001 E-mail Address: trichardson@abm.com
Pharmaceutical Clients: Several Life Sciences clients including Merck, Pfizer, Eli Lilly, Genentech, Bristol-Myers Squibb, Johnson and Johnson, Boehringer Ingelheim	
Major Non-Pharmaceutical Clients: USAA, Merrill Lynch, The Capital Group, Citigroup, GSA, Discover Card, Verizon, AT&T	

ABM Industries, Inc.

Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Not Performed		
Strategic Facilities Planning	Genentech, Boehringer Ingelheim, USAA, Clorox, Citigroup, GSA,	X	
Construction Management	Genentech, Boehringer Ingelheim, USAA, Clorox, Citigroup, GSA,	X	X
Project Management	Boehringer Ingelheim, Genentech, Capital Group, Citigroup	X	
Building O&M	Multiple clients	X	X
Central Utility Plant O&M	Multiple clients	X	X
Critical Environment O&M	Genentech, Boehringer Ingelheim, Merrill Lynch, Applied Materials, AT&T	X	X
Facility Control Systems	Multiple clients	X	X
MRO Stores Management	Multiple clients	X	

ABM Industries, Inc. Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Multiple clients	X	
Janitorial (GMP)	Johnson & Johnson, Genentech, Eli Lilly, Bristol-Myers Squibb, Pfizer	X	
Lab Cleaning (GMP)	Boehringer Ingelheim, Genentech, Johnson & Johnson, Eli Lilly, Bristol-Myers Squibb	X	
Lab Moves	Bristol Myer Squibb, Genentech, Quest Diagnostics, The Capital Group,	X	
Instrument Calibration	Quest Diagnostics, Genentech		X
Document Management	Not Performed		
Food Services	Wellpoint Health Networks, Verizon		X
Reprographic Services	Wellpoint Health Networks	X	X
Travel Services	Not Performed		
Recycling & Waste Management	Multiple clients		X

Aramark Facility Services Company Overview

Company Name	Aramark Facility Services
Public/ Private	Privately Held, LLP (Aramark Services, Inc. Publicly Traded)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$8.4 Billion – Total for Domestic Food and Support Services
Total Employees (Facilities, Construction & Real Estate)	Unknown
Company Website	www.aramark.com
Primary Contact	Name: Joseph Tinney, Executive Vice-President Phone Number: 215 238 5937 E-mail Address: Tinney-Joseph@aramark.com
<p>Pharmaceutical Clients: Serves 230 Pharmaceutical, Life Sciences, and Healthcare clients nationwide including Johnson and Johnson,</p> <p>Major Non-Pharmaceutical Clients: Boeing, Amerada Hess, numerous universities and colleges</p>	

Aramark Facility Services Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Not Performed		
Strategic Facilities Planning	Harvard University, R.P.I., Albert Einstein College of Medicine, University of Memphis	X	
Construction Management	Immaculata College, Drew University	X	
Project Management	Centenary College, Washington College, Drew University, Oberlin College, Pennsylvania School for the Deaf, Philadelphia University	X	
Building O&M	Hudson Technologies	X	
Central Utility Plant O&M	University of Pittsburgh, Rhode Island - Department of Mental Health, University of the Science in Philadelphia, Baylor University, Manhattan Psychiatric Center	X	
Critical Environment O&M	Eli Lilly, Houston Medical Center, Children's Memorial Hospital, Cape Cod Hospital, Mount Sinai Hospital	X	
Facility Control Systems	World Trade Centers LLC, Harvard University, Baylor University, Clarian Health, New York State Office of Mental Health, Pennsylvania Department of General Services, M.I.T., Penn State, University of Pennsylvania	X	
MRO Stores Management	Becton Dickinson, Rye SD	X	

Aramark Facility Services

Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Multiple clients	X	
Janitorial (GMP)	Specific Clients Unknown		
Lab Cleaning (GMP)	Not Performed		
Lab Moves	Not Performed		
Instrument Calibration	Specific Clients Unknown		
Document Management	Not Performed		
Food Services	Multiple clients	X	
Reprographic Services	Q-Center, John Deere, Becton Dickinson	X	
Travel Services	Not Performed		
Recycling & Waste Management	Multiple clients		X

CB Richard Ellis Company Overview

Company Name	CB Richard Ellis
Public/ Private	Public (NYSE: CBG)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$1.7 Billion
Total Employees (Facilities, Construction & Real Estate)	15,500
Company Website	www.cbre.com
Primary Contact	Name: Trevor Foster, Executive Managing Director Phone Number: 214 863 3330 E-mail Address: Trevor.Foster@cbre.com
<p>Pharmaceutical Clients: Currently holds 21 corporate long-term outsourcing contracts with firms such as Baxter Healthcare, Edwards Life Sciences, GlaxoSmithKline, Schering Plough, and Merck.</p> <p>Major Non-Pharmaceutical Clients: American Express, IBM, PG&E, Siemens</p>	

CB Richard Ellis Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Multiple clients	X	
Strategic Facilities Planning	Multiple clients	X	
Construction Management	Multiple clients	X	
Project Management	Multiple clients	X	
Building O&M	Multiple clients	X	
Central Utility Plant O&M	Multiple clients	X	
Critical Environment O&M	Multiple clients	X	
Facility Control Systems	Multiple clients	X	
MRO Stores Management	Multiple clients	X	

CB Richard Ellis Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Multiple clients		X
Janitorial (GMP)	Multiple clients		X
Lab Cleaning (GMP)	Multiple clients		X
Lab Moves	Multiple clients	X	
Instrument Calibration	Multiple clients	X	X
Document Management	Multiple clients		X
Food Services	Multiple clients		X
Reprographic Services	Multiple clients		X
Travel Services	Multiple clients		X
Recycling & Waste Management	Multiple clients		X

CH2MHill

Company Overview

Company Name	CH2MHill
Public/ Private	Private – Employee Owned
Annual Revenue (Facilities, Construction & Real Estate Services)	\$675 Million
Total Employees (Facilities, Construction & Real Estate)	Approximately 11,000
Company Website	www.ch2m.com
Primary Contact	Name: Paul Ring Phone Number: 864.228.9903 E-mail Address: paul.ring@ch2m.com
<p>Pharmaceutical Clients: Several clients including Pfizer, Eli Lilly, Amgen, GlaxoSmithKline, Wyeth, Merck, Abbott, Genentech, Roche, Bayer</p> <p>Major Non-Pharmaceutical Clients: Hitachi Global Storage Technologies, Shell Oil</p>	

CH2MHill

Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Primarily Financial Institutions	X	
Strategic Facilities Planning	Multiple clients	X	
Construction Management	Multiple clients	X	
Project Management	Multiple clients	X	
Building O&M	Multiple clients	X	
Central Utility Plant O&M	Multiple clients	X	
Critical Environment O&M	Multiple clients	X	
Facility Control Systems	Multiple clients	X	
MRO Stores Management	Multiple clients	X	X

CH2MHill Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Multiple clients		X
Janitorial (GMP)	Multiple clients		X
Lab Cleaning (GMP)	Multiple clients		X
Lab Moves	IMFT, Micron Technologies	X	X
Instrument Calibration			X
Document Management	Multiple clients	X	
Food Services	Multiple clients		X
Reprographic Services	Multiple clients	X	X
Travel Services	Not Performed		
Recycling & Waste Management	Multiple clients		X

EMCOR Facilities Services Company Overview

Company Name	EMCOR Facilities Services
Public/ Private	Public (NYSE: EME)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$7.0 Billion Corporate \$260 Million for Facilities Services + \$400 million in Managed Spend
Total Employees (Facilities, Construction & Real Estate)	Approximately 3,000
Company Website	www.emcorgroup.com
Primary Contact	Name: Allen Schwartz Phone Number: 513.679.3392 E-mail Address: allen.schwartz@viox-services.com
<p>Pharmaceutical Clients: 28 customers including Patheon Pharmaceuticals, GlaxoSmithKline, Lam Research, Amgen, Bristol-Myers Squibb, and Novartis</p> <p>Major Non-Pharmaceutical Clients: Morgan Stanley, Wachovia, Fifth Third Bank, Procter & Gamble, US Bank, Arvin Meritor, Rohm & Haas, Procter & Gamble, Goodyear, and Cummings</p>	

EMCOR Facilities Services Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration			X
Strategic Facilities Planning	Large financial firm	X	
Construction Management	Lam Research, Procter & Gamble , Fifth Third Bank, others	X	X
Project Management	Lam Research, Procter & Gamble , Fifth Third Bank, others	X	X
Building O&M	Arvin Meritor, Patheon Pharmaceuticals, Bristol-Myers Squibb, Rohm & Haas , others	X	
Central Utility Plant O&M	Arvin Meritor, Patheon Pharmaceuticals, Rohm & Haas, others	X	
Critical Environment O&M	Patheon Pharmaceuticals, Bristol-Myers Squibb, others	X	
Facility Control Systems	Bristol-Myers Squibb, Fifth Third Bank, Rohm & Haas, others	X	
MRO Stores Management	Bristol-Myers Squibb, Arvin Meritor, Rohm & Haas, others	X	

EMCOR Facilities Services

Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Fifth Third Bank, Exelon Energy, Rohm & Haas, Goodyear Tire (self perform), others	X	X
Janitorial (GMP)	Patheon Pharmaceutical		X
Lab Cleaning (GMP)	Patheon Pharmaceutical, Bristol-Myers Squibb, others		X
Lab Moves	Patheon Pharmaceutical, Lam Research, others	X	X
Instrument Calibration	Patheon Pharmaceutical, Lam Research, others	X	
Document Management	Bristol-Myers Squibb, Fifth Third Bank, others	X	X
Food Services	Goodyear Tire, others		X
Reprographic Services	Goodyear Tire, others		X
Travel Services	Not performed		X
Recycling & Waste Management	Arvin Meritor, Fifth Third Bank, Goodyear Tire, Rohm & Haas & others.		X

Fluor Enterprises, Inc. Company Overview

Company Name	Fluor Enterprises, Inc.
Public/ Private	Public (NYSE: FLR)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$400 Million
Total Employees (Facilities, Construction & Real Estate)	Approximately 39,000
Company Website	www.fluor.com
Primary Contact	Name: Tucker Maloney Phone Number: 864 281 8324 E-mail Address: tucker.maloney@fluor.com
Pharmaceutical Clients: Abbott Laboratories, Amgen, Baxter Healthcare, Bristol-Myers Squibb, Eli Lilly, Genentech, GlaxoSmithKline, Merck, Pfizer, Wyeth Major Non-Pharmaceutical Clients: IBM	

Fluor Enterprises, Inc. Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration		X	
Strategic Facilities Planning	Multiple clients	X	
Construction Management	Multiple clients	X	
Project Management	Multiple clients	X	
Building O&M	Multiple clients	X	
Central Utility Plant O&M	Multiple clients	X	
Critical Environment O&M	Multiple clients	X	
Facility Control Systems	Multiple clients	X	
MRO Stores Management			

Fluor Enterprises, Inc. Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Multiple clients		X
Janitorial (GMP)	Multiple clients	X	
Lab Cleaning (GMP)	Multiple clients	X	
Lab Moves	Multiple clients	X	
Instrument Calibration			X
Document Management	Multiple clients	X	
Food Services			X
Reprographic Services			
Travel Services			
Recycling & Waste Management			

Jacobs Engineering Company Overview

Company Name	Jacobs Engineering
Public/ Private	Public (NYSE: JEC)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$942 Million
Total Employees (Facilities, Construction & Real Estate)	55,000 in the entire company
Company Website	www.jacobs.com
Primary Contact	Name: James Banafato Phone Number: 610.238.1367 E-mail Address: james.banafato@jacobs.com
Pharmaceutical Clients: Claims every major pharmaceutical as a client including Merck, Johnson and Johnson, Eli Lilly, Bristol-Myers Squibb, Pfizer, Wyeth, AstraZeneca, Amgen, and others	
Major Non-Pharmaceutical Clients: US Air Force, Ford Motor Company, California Courts	

Jacobs Engineering Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Sunoco, Haverhill	X	X
Strategic Facilities Planning	Bayer Chemical, BP Carson, BP Texas City, ExxonMobil, others	X	
Construction Management	Shell, ExxonMobil Americas, Coors Denver, others	X	
Project Management	J&J, Intel, Ford, NASA, others	X	
Building O&M	Lilly Indianapolis, Esso Sarnia, Syncrude, Ford Test Facility, Kelloggs Alliance, others	X	
Central Utility Plant O&M	Suncor Fort McMurray, others	X	
Critical Environment O&M	National Ignition Facility, others	X	
Facility Control Systems			X
MRO Stores Management	Syncrude Heavy Oil, others	X	

Jacobs Engineering Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)			X
Janitorial (GMP)			X
Lab Cleaning (GMP)			X
Lab Moves			X
Instrument Calibration	Esso Sarnia, Sunoco, DCS, Crayton, others	X	
Document Management	All clients	X	
Food Services			X
Reprographic Services			X
Travel Services			X
Recycling & Waste Management			X

Johnson Controls, Inc. Company Overview

Company Name	Johnson Controls, Inc.
Public/ Private	Public (NYSE: JCI)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$1.9 Billion – Global Workplace Solutions
Total Employees (Facilities, Construction & Real Estate)	5,000 in the Americas 14,000 Globally
Company Website	www.johnsoncontrols.com
Primary Contact	Name: Bruce Byard, VP & GM Life Sciences Americas Phone Number: 919 452 5000 E-mail Address: frederick.b.byard@jci.com
<p>Pharmaceutical Clients: 14 Life Sciences clients in the United States including GlaxoSmithKline for 20 years, Merck for 15, Hoffman LaRoche for 10 and Novartis for 7.</p> <p>Major Non-Pharmaceutical Clients: IBM, General Motors, Pratt and Whitney</p>	

Johnson Controls, Inc. Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	KeyBank, Lucent Technologies, United Technologies	X	
Strategic Facilities Planning	GlaxoSmithKline, KeyBank, Lucent Technologies, Springs Industries	X	
Construction Management	GlaxoSmithKline, Merck, Johnson & Johnson, Lucent Technologies, Pratt & Whitney	X	
Project Management	GlaxoSmithKline, Merck, Johnson & Johnson, Agilent, FM JohnsonDiversey, Pratt & Whitney,	X	
Building O&M	GlaxoSmithKline, Hoffmann-LaRoche, Johnson & Johnson, Novartis	X	
Central Utility Plant O&M	GlaxoSmithKline, Merck, Pfizer, Hoffmann-LaRoche, Novartis, Johnson & Johnson, Agilent	X	X
Critical Environment O&M	Hoffmann-LaRoche, Johnson & Johnson, GlaxoSmithKline, Merck, Novartis, Agilent, Lucent Technologies,	X	X
Facility Control Systems	Johnson & Johnson, Amgen, Eli Lilly, Wyeth, GlaxoSmithKline, Novartis	X	X
MRO Stores Management	Novartis, GlaxoSmithKline, Agilent, HP-Compaq, JCPenney,	X	

Johnson Controls, Inc. Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Novartis, Agilent, T-Mobile, Vanguard,	X	X
Janitorial (GMP)	Merck, Novartis	X	X
Lab Cleaning (GMP)	Novartis	X	X
Lab Moves	GlaxoSmithKline	X	
Instrument Calibration	Hoffmann-LaRoche, GlaxoSmithKline, Novartis	X	
Document Management	GlaxoSmithKline, Agilent, FM JohnsonDiversey	X	
Food Services	Agilent, CSC, Ericsson, Maersk		X
Reprographic Services	Novartis, Ericsson, FM JohnsonDiversey, Springs Industries	X	X
Travel Services	Not Performed		
Recycling & Waste Management	Merck, Agilent, T-Mobile	X	

Jones Lang LaSalle Company Overview

Company Name	Jones Lang LaSalle
Public/ Private	Public (NYSE: JLL)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$2.5 Billion, includes managed operating costs and dedicated personnel costs (as well as fee on those contracts)
Total Employees (Facilities, Construction & Real Estate)	Approximately 9,000
Company Website	www.johnsoncontrols.com
Primary Contact	Name: Tod Lickerman, International Director Phone Number: 312.228.2530 E-mail Address: tod.lickerman@am.jll.com
Pharmaceutical Clients: Eli Lilly, GlaxoSmithKline, Hospira, Pfizer, Schering-Plough, and Teva Major Non-Pharmaceutical Clients: Bank of America, Motorola	

Jones Lang LaSalle Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Multiple clients	X	
Strategic Facilities Planning	Multiple clients	X	
Construction Management	Multiple clients	X	
Project Management	Multiple clients	X	
Building O&M	Multiple clients	X	
Central Utility Plant O&M	Multiple clients	X	
Critical Environment O&M	Multiple clients	X	
Facility Control Systems	Multiple clients	X	
MRO Stores Management	Multiple clients	X	X

Jones Lang LaSalle Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Multiple clients		X
Janitorial (GMP)	Not performed		
Lab Cleaning (GMP)	Not performed		
Lab Moves	Not performed		
Instrument Calibration	Multiple clients – not specified Self Perform vs. Sub-Contract		
Document Management	Multiple clients		X
Food Services	Multiple clients		X
Reprographic Services	Multiple clients		X
Travel Services	Not performed		
Recycling & Waste Management	Multiple clients		X

Linc Facility Services Company Overview

Company Name	Linc Facilities Services
Public/ Private	Private
Annual Revenue (Facilities, Construction & Real Estate Services)	\$261 Million
Total Employees (Facilities, Construction & Real Estate)	4,000
Company Website	www.lincfs.com
Primary Contact	Name: Tom Hanson Phone Number: 203.421.1986 E-mail Address: tom.hanson@lincfs.com
Pharmaceutical Clients: Approximately 225 pharmaceutical and health care companies, including GlaxoSmithKline	
Major Non-Pharmaceutical Clients: Delta Air Lines, Verizon	

Linc Facility Services Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Not performed		
Strategic Facilities Planning		X	
Construction Management		X	X
Project Management		X	
Building O&M		X	
Central Utility Plant O&M		X	
Critical Environment O&M		X	
Facility Control Systems		X	
MRO Stores Management		X	

Linc Facility Services

Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)			X
Janitorial (GMP)			X
Lab Cleaning (GMP)			X
Lab Moves		X	X
Instrument Calibration			X
Document Management			X
Food Services			X
Reprographic Services			X
Travel Services	Not performed		
Recycling & Waste Management			X

Newmark, Knight, Frank Company Overview

Company Name	Newmark, Knight, Frank
Public/ Private	Private
Annual Revenue (Facilities, Construction & Real Estate Services)	\$41 Million
Total Employees (Facilities, Construction & Real Estate)	1,800
Company Website	www.newmarkkf.com
Primary Contact	Name: Ian Marlow Phone Number: 212.372.2139 E-mail Address: imarlow@newmarkkf.com

Pharmaceutical Clients: Have recently provided real estate services to more than 40 pharmaceutical companies including Abbott, Bayer, and Pfizer

Major Non-Pharmaceutical Clients: AT&T, Panasonic North America, Toys "R" Us

Newmark, Knight, Frank Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Multiple clients	X	
Strategic Facilities Planning	Multiple clients	X	
Construction Management	Multiple clients	X	X
Project Management	Multiple clients	X	
Building O&M	Multiple clients	X	X
Central Utility Plant O&M	Multiple clients	X	X
Critical Environment O&M	Multiple clients	X	X
Facility Control Systems	Multiple clients	X	X
MRO Stores Management	Multiple clients	X	X

Newmark, Knight, Frank Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Multiple clients	X	X
Janitorial (GMP)	Multiple clients	X	X
Lab Cleaning (GMP)	Multiple clients		X
Lab Moves	Multiple clients		X
Instrument Calibration	Multiple clients		X
Document Management	Multiple clients		X
Food Services	Multiple clients		X
Reprographic Services	Multiple clients	X	X
Travel Services	Multiple clients		X
Recycling & Waste Management	Multiple clients	X	X

Sodexo Company Overview

Company Name	Sodexo
Public/ Private	Public
Annual Revenue (Facilities, Construction & Real Estate Services)	\$1.5 Billion in North America for Total Facilities Management
Total Employees (Facilities, Construction & Real Estate)	Approximately 5,000
Company Website	www.sodexousa.com
Primary Contact	Name: Michael McMahon, VP Business Development Phone Number: 216.227.8312 E-mail Address: michael.mcmahon@sodexo.com
Pharmaceutical Clients: Several global accounts including GlaxoSmithKlein, Bristol-Myers Squibb, Pfizer, Wyeth, and Merck	
Major Non-Pharmaceutical Clients: Ford, General Electric, Nationwide, Sharp Electronic	

Sodexo

Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Not performed		
Strategic Facilities Planning	Pfizer, Colgate-Palmolive, P&G	X	
Construction Management	P&G, Colgate-Palmolive	X	
Project Management	P&G, Colgate-Palmolive	X	
Building O&M	GlaxoSmithKline, P&G, Colgate-Palmolive, GE	X	
Central Utility Plant O&M	GlaxoSmithKline, P&G, Colgate-Palmolive	X	
Critical Environment O&M	GlaxoSmithKline, Wyeth, P&G	X	
Facility Control Systems	GlaxoSmithKline, P&G, SKF, Colgate-Palmolive	X	
MRO Stores Management	GlaxoSmithKline, P&G, Colgate-Palmolive	X	

Sodexo Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Pfizer, GlaxoSmithKline, Wyeth, Colgate-Palmolive, P&G	X	
Janitorial (GMP)	Pfizer, GlaxoSmithKline, Wyeth	X	
Lab Cleaning (GMP)	Pfizer, GlaxoSmithKline, Wyeth	X	
Lab Moves	Pfizer, GlaxoSmithKline, Wyeth	X	
Instrument Calibration	Wyeth, GlaxoSmithKline		X
Document Management	GlaxoSmithKline		X
Food Services	Pfizer, GlaxoSmithKline, Bristol-Myers Squibb, Nationwide, P&G, Cargill, Colgate-Palmolive	X	
Reprographic Services	Wyeth, Kimberly Clark, Colgate-Palmolive	X	
Travel Services	Multiple clients	X	
Recycling & Waste Management	P&G, Sonopress	X	

UGL Equis Company Overview

Company Name	UGL Equis
Public/ Private	Public (Sydney ASX – UGL)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$1.2 Billion
Total Employees (Facilities, Construction & Real Estate)	Over 18,000
Company Website	www.equiscorp.com
Primary Contact	Name: Chris Wood Phone Number: 312.424.8000 E-mail Address: chris.wood@ugl-equis.com
<p>Pharmaceutical Clients: Currently servicing 34 pharmaceutical companies including Wyeth and Schering-Plough,</p> <p>Major Non-Pharmaceutical Clients: Bridgestone/Firestone, Miller Brewing Company</p>	

UGL Equis Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration		X	
Strategic Facilities Planning		X	
Construction Management		X	X
Project Management		X	
Building O&M		X	
Central Utility Plant O&M		X	
Critical Environment O&M		X	
Facility Control Systems			X
MRO Stores Management		X	

UGL Equis Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)		X	X
Janitorial (GMP)		X	X
Lab Cleaning (GMP)		X	
Lab Moves		X	
Instrument Calibration		X	X
Document Management		X	
Food Services			X
Reprographic Services		X	X
Travel Services			X
Recycling & Waste Management		X	X

URS Corporation Company Overview

Company Name	URS Corporation
Public/ Private	Public (NYSE: URS)
Annual Revenue (Facilities, Construction & Real Estate Services)	\$350 Million
Total Employees (Facilities, Construction & Real Estate)	Approximately 36,000 in entire company
Company Website	www.urscorp.com
Primary Contact	Name: Woody Bower Phone Number: 216 539 4302 E-mail Address: woody.bower@wgint.com
Pharmaceutical Clients: GlaxoSmithKline, Bristol-Myers Squibb, Wyeth, Amgen, Pfizer Major Non-Pharmaceutical Clients: US Department of Energy, General Motors Corporation, Caterpillar, Kraft Foods	

URS Corporation

Lease, Project & Building Services

Service	Clients Provided	Self Perform	Sub-Contract
Lease Administration	Not performed		
Strategic Facilities Planning	Gorman Rupp	X	
Construction Management	Sanofi Pasteur	X	
Project Management	Xerox	X	
Building O&M	Caterpillar	X	
Central Utility Plant O&M	Tektronix	X	
Critical Environment O&M	IM Flash (Micron and Intel JV)	X	
Facility Control Systems	Kraft Foods	X	
MRO Stores Management	Caterpillar	X	

URS Corporation Site Services

Service	Clients Provided	Self Perform	Sub-Contract
Janitorial (non GMP)	Lockheed Martin		X
Janitorial (GMP)	Kraft Foods		X
Lab Cleaning (GMP)	Wyeth	X	
Lab Moves	Phillip Morris	X	
Instrument Calibration	Kraft Foods	X	
Document Management	Wyeth	X	
Food Services	Tektronix		X
Reprographic Services	Tektronix	X	
Travel Services	Not performed		
Recycling & Waste Management	IM Flash (Micron and Intel JV)	X	

Contact Information

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Agile OAK LLC is a boutique consulting firm advising Life Science, Manufacturing, Technology & Fortune 500 organizations on the optimization of their Facilities Management and Real Estate functions.