



# GLOBAL CORPORATE SERVICES

**Newmark Knight Frank**

# GLOBAL COVERAGE

Newmark Knight Frank Global Corporate Services operates from over 240 offices in established and emerging property markets on five continents, with a combined staff of 7,000. We offer expansive coverage to our clients worldwide from countries including:

Australia  
Austria  
Bahrain  
Belgium  
Botswana  
Cambodia  
Canada  
China  
Czech Republic  
France  
Germany  
Hong Kong  
Hungary  
India  
Indonesia  
Ireland  
Italy  
Kenya  
Malawi  
Malaysia  
Netherlands  
New Zealand  
Nigeria  
Poland  
Portugal  
Romania  
Russia  
Singapore  
South Korea  
Spain  
Switzerland  
Tanzania  
Thailand  
Uganda  
Ukraine  
United Arab Emirates  
United Kingdom  
United States  
Vietnam  
Zambia  
Zimbabwe



# GLOBAL CORPORATE SERVICES

**Newmark Knight Frank Global Corporate Services is an integrated global platform which provides seamless, beginning to end corporate services solutions to clients on an international level.** Operating from three centers of excellence – New York, London and Hong Kong – Global Corporate Services oversees operations for all global accounts, ensuring consistent high levels of service for clients worldwide.

The Newmark Knight Frank Global Corporate Services model combines strategy and execution within a unified team. This integrated platform is crucial to the effective optimization of clients' internal corporate real estate functions. Our approach has proven that by developing strategies with a clear understanding of the execution phase, and managing the implementation of those plans from beginning to end, we can achieve optimal results for our clients.

We assign a senior leadership team to every account, providing a truly robust but nimble response to service clients' needs, and depth and stability in every phase of execution. Our team of worldwide professionals brings crucial local expertise and an in-depth understanding of their respective markets, creating an environment which is conducive to making quick and efficient business decisions. This highly integrated, senior-led organizational structure is based on effective communications and proactive measurement of goals and objectives, ensuring the highest level of quality and consistency for our clients.

Looking beyond real estate, our Global Corporate Services approach takes a holistic view of our clients' overall objectives, implementing strategies that provide exponential value by reducing costs and thereby increasing profitability. Our approach is founded on the belief that real estate decisions should be made with consideration of long-term goals, and not just as reactive measures driven by lease expirations and other immediate needs. Whatever your business sector, location, corporate structure or company culture, our Global Corporate Services team is ready to work alongside you, adopting your objectives as our own and designing innovative solutions to bring you closer to your goals.

“The Newmark Knight Frank Global Corporate Services approach takes a holistic view of our clients' objectives, implementing strategies that provide exponential value.”

## Avaya

### Global Mandate

The Avaya portfolio, totaling approximately 7.7 million square feet, spans 277 locations in the Americas, EMEA and APAC.

## McAfee, Inc.

### North America Mandate

The McAfee, Inc. portfolio consists of 2.1 million square feet across North America.

# INTEGRATED SERVICES

Newmark Knight Frank Global Corporate Services employs a seamless approach to clients' global requirements. From strategy to execution, our integrated service model utilizes the strength of Newmark Knight Frank's extensive range of services to develop solutions that are customized to provide the optimal solution for each client at every phase.

## Strategic Portfolio and Operations Assessment

We understand that physical environments play a major role in the operational success of our clients' businesses. In the portfolio and operations assessment phase, we delve into our clients' business plans that extend beyond their real estate, to understand their long-term goals and the crucial factors at play. Strategies are developed with the goal of aligning our clients' real estate, facilities and operational plans with the overall business objectives, so that the real estate decisions support the business goals of a firm.

Strategic portfolio and operations assessment begins with a complete and holistic evaluation of a company's real estate portfolio. We address a multitude of factors including operating costs, space utilization, branding, and more to develop consistent standards that are in line with overall business objectives. The strategic master plan serves as the framework for all phases of decision-making as relates to a client's real estate portfolio.

## Supply Chain Consulting

Supply chain consulting focuses on improving a company's performance by optimizing materials, transportation, labor, occupancy and inventory levels while achieving the required level of customer service. Working from the framework of the strategic master plan, we identify and quantify opportunities for improvement and identify potential solutions to improve the integration of business processes.

By assessing distribution operations, we ensure that distribution center space supports a company's business needs including growth in target markets, customer service requirements, and more, all in the most productive and efficient manner. We implement our recommended supply chain solutions by providing location optimization/site selection services, economic incentives consulting, facility design services, and project management to bring the project to realization.

## Workplace Strategies

An effective workplace strategy is one that unites facilities, employees, processes and technology in a synergetic effort to support attainment of the company's business objectives. Companies incorporate workplace strategies to increase productivity, improve quality and customer service, and reduce total occupancy costs, thus increasing their profitability.

We review and assess each business function, work process and customer-supplier relationship for "waste" and non-conformance to customer requirements using Lean and Six Sigma techniques. The result is the reduction of wastes, improved workflow, reduced time to deliver work product and reduced errors. Ultimately, we combine our waste reduction strategies with aesthetic reflections of a company's brand and culture in order to master plan the ideal office, service center or production facilities.

## Real Estate Consulting and Advisory Services

Our real estate consulting and advisory services are a key component in the implementation of the plans set forth at the initial assessment phase. With deep expertise in transaction management, our

“By evaluating total operational spend, we expand savings beyond real estate – optimizing profitability across our clients' portfolios and their businesses.”

### HSBC

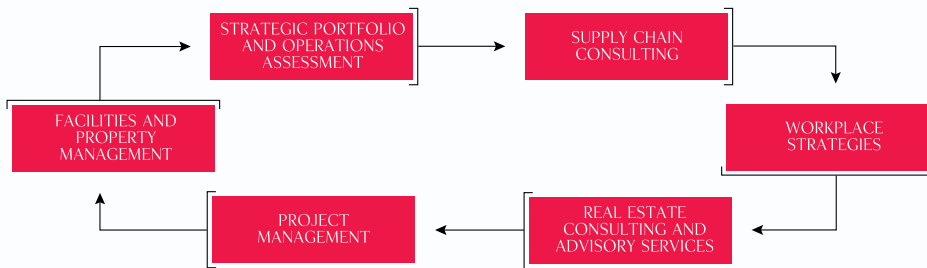
#### Hong Kong Mandate

The HSBC portfolio consists of 4.4 million square feet across Hong Kong.

### Siemens Enterprise Communications

#### Global Mandate

The Siemens Enterprise Communications global portfolio consists of 4 million square feet worldwide.



global platform effectively serves the on the ground property needs of our clients throughout the world. Newmark Knight Frank’s advisors possess comprehensive local market intelligence and an in-depth understanding of their respective markets.

Highly respected for their depth of expertise, our financial services and market research groups support the development of each client’s strategy. The financial services group evaluates the short- and long-term costs associated with occupancy strategies, while our market research team tracks and analyzes market data, allowing clients to make informed space decisions. Through financial modeling, market research and demographic analysis, we ensure that changes to the real estate portfolio are made as efficiently as possible.

**Project Management**

Our project management division ensures the on time and on budget execution of the strategies that we develop. We manage and control every aspect of a project, with a focus on driving and controlling the schedule, providing complete budget oversight, identifying cost reduction opportunities and providing rapid issue resolution.

Clients benefit from our ability to implement what we recommend to reduce risk, accelerate savings and ensure a single point of accountability. Our services include architectural management, construction management, commercial design services, relocation management and risk management services. Coupled with our extensive strategic planning capabilities, our project management expertise enables Newmark Knight Frank to oversee each client project effectively and efficiently from concept to close out.

**Facilities and Property Management**

Newmark Knight Frank has a global management portfolio of more than 440 million square feet worldwide. Our staff is expert at overseeing the day to day operations for a diverse portfolio encompassing a wide range of property types and uses including office, industrial and retail, mission critical data centers, call centers, urban towers, suburban campuses, landmark buildings and more. We develop tailored management strategies for each property to achieve maximum efficiency of operations.

*Facilities Management* – We provide innovative real estate management for companies aiming to reduce cost through operational efficiencies while raising service levels. Our combination of contract management and self-delivery of services allows us to operate your facilities as though they were our own.

*Property Management* – Working closely with real estate owners and investors, we develop customized programs that sustain high levels of occupancy and tenant satisfaction, while lowering property costs and enhancing the value of the property.



**Panasonic**

**North America Mandate**

The Panasonic Corporation of North America (PNA) portfolio consists of 35 properties totaling over 2 million square feet.

**United Technologies Corporation**

**EMEAR Mandate**

The UTC portfolio in Europe, Middle East and Africa, including Russia (EMEAR), extends to over 30 million square feet in 2,450 locations across 30 countries.



## Global Corporate Services

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## Global Real Estate Advisors

Newmark Knight Frank is one of the largest real estate service firms in the world. Operating from over 240 offices in established and emerging property markets on five continents, with a combined staff of 7,000, this major force in real estate is meeting the local and global needs of owners, tenants, investors and developers worldwide.

Newmark Knight Frank offers a full-service platform for corporate or institutional and multi-national or local clients. Building from our roots in brokerage, our array of complementary services has been strategically developed to provide a client-focused and comprehensive resource designed to enhance our leasing and advisory service offerings.

Today, in addition to representing major institutions, corporations and property owners in transactions, Newmark Knight Frank provides extensive consulting and management services, including financial services, logistics, project management, property and facilities management and construction services.