

Capabilities



Corporate Solutions

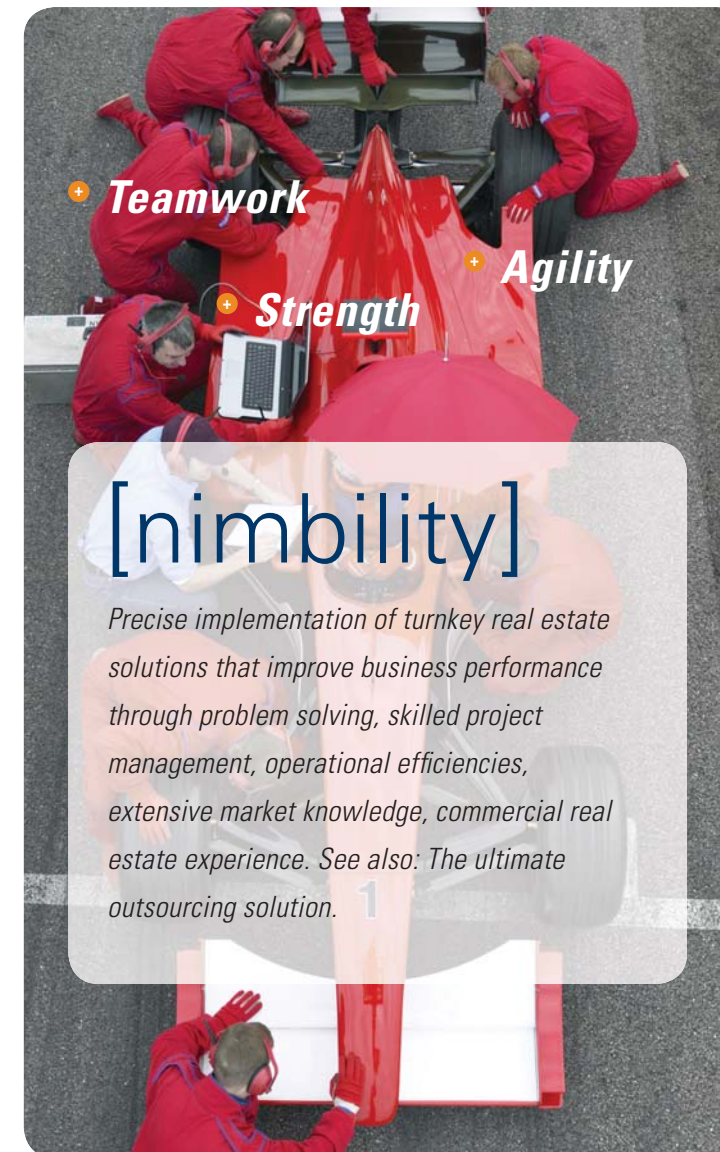
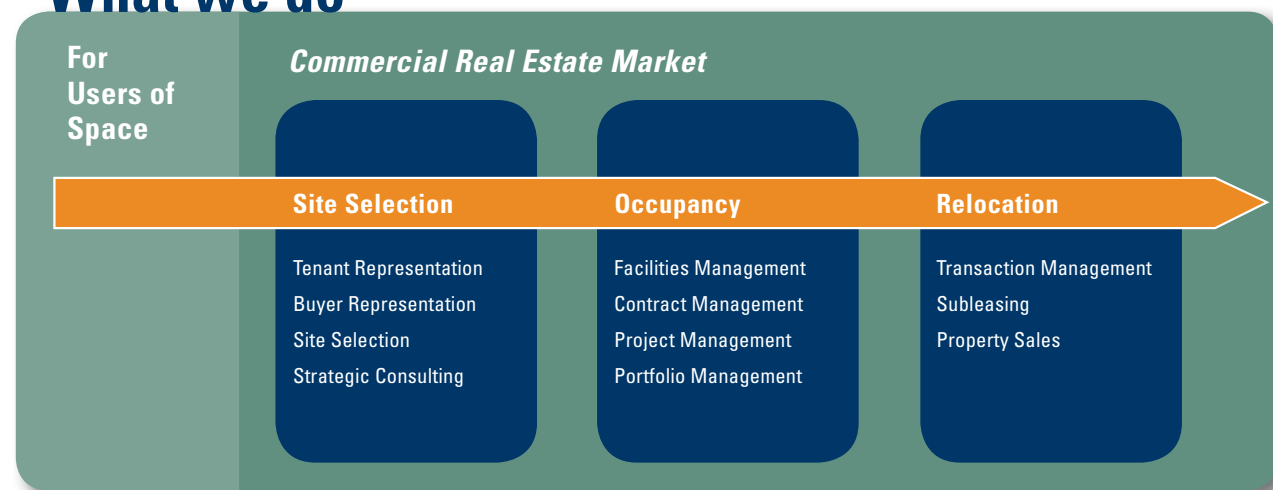
**NORTHMARQ**

If your company is like most, real estate is one of your three largest expenses, and a top item on your balance sheet

And it probably doesn't get enough attention. You need a partner with market intelligence and flexible solutions. Someone who can help you align your real estate assets with your business goals, reduce annual real estate expenses and increase your speed to market.

Whether you're a CEO, CFO or business unit leader, we'll help you focus on turning your real estate issues into assets—instead of liabilities. From reducing operating costs to balancing your real estate portfolio, our teamwork and expertise translate real estate into business strategies that boost your bottom line and bring new life to your plans for long-term growth.

What we do



How do you know if you need help?

Ask yourself a few key questions:

THE IMPACT QUIZ

1. What are my top goals?

- Reliability and quality
- Improved efficiency
- Employee retention
- Increased profitability
- Better business controls
- Improved speed to market

2. How does real estate impact your business?

3. Do you need more experienced help managing your real estate?

4. Is your real estate too much of a distraction?

5. Do you have a good approach for managing real estate for your company?

Discovery Process

Our discovery process is proven to improve business performance through real estate. For each client, we gather our experts to develop a real estate strategy that's in line with your organization's business goals. Then we use a proven process to ensure that the strategy works. With many clients, we become an on-site business partner who can evaluate the right opportunities and challenges and create innovative solutions.

DISCOVER

First, we initiate an in-depth discovery that identifies your business drivers and real estate challenges.

DESIGN

Then, we design a plan that incorporates real estate best practices, market conditions, industry insight and new technologies to enhance your business wherever it interacts with real estate.

IMPLEMENT

Next, our team works in partnership with you to execute the plan following established parameters for budget, schedule and goals.

EVALUATE

To ensure optimal results and continued alignment with your business strategy, we monitor and evaluate the program quarterly.

RESULT

Profit.
Performance.
Value.

Services

- *Strategic Consulting*
- *Facilities Management*
- *Contract Management*
- *Transaction Management*
- *Project Management*
- *ServicExpress™*

National Clients

- *3M*
- *US Bank*
- *Deluxe Corporation*
- *Keystone Mercy Health Plan*
- *Adobe*
- *G&K Services*
- *ADC Telecommunications*
- *BlueCross BlueShield*
- *Coloplast*

Quick Facts

SERVICEXPRESS™

- *Vendor network with more than 20,000 pre-qualified contractors nationwide*
- *Services in 80 property management categories in more than 1,100 U.S. cities*

FACILITIES MANAGEMENT

- *Over 31 million sq. ft. managed*

TRANSACTION MANAGEMENT

- *\$1.3 billion in total transactions*
- *\$250 million in annual corporate transactions*
- *Each of our transaction managers complete on average nearly 40 transactions per year*
- *90% of our transactions are performed outside Minnesota in the Americas, Europe and Asia Pacific*

CONTRACT MANAGEMENT

- *5,000+ leases managed*

PROJECT MANAGEMENT

- *\$200 million in projects annually*