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Bilfinger HSG International Facility Management GmbH

# Holistic Real Estate Concept (HRE)

"Dni Facility Managementu 2016", Bratislava  
Jan Dunkelberg



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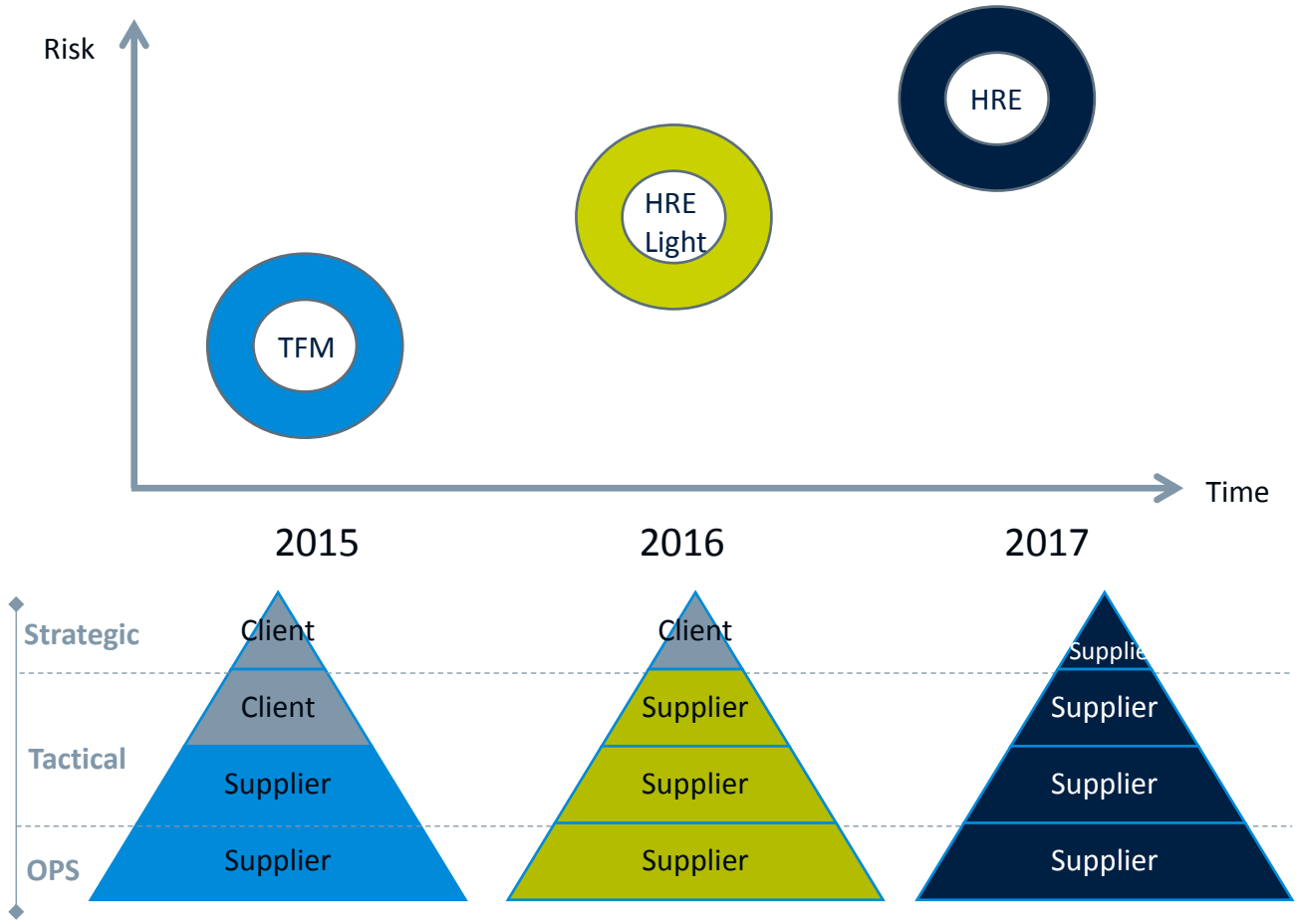
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Our Market challenges us to be always innovative and think „One Step Ahead“!

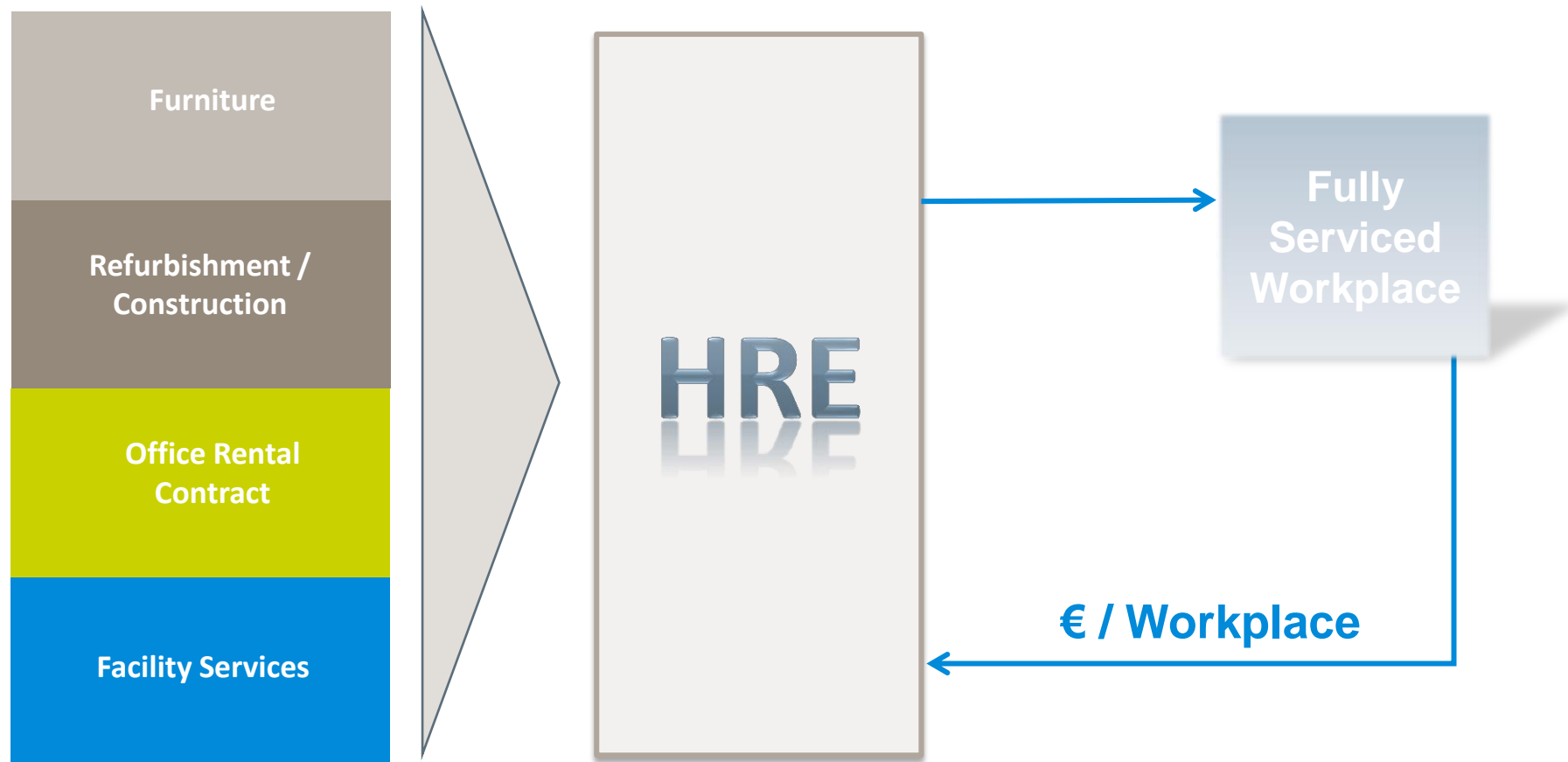
# The desire to further develop the TFM Model led to a greater Outsourcing and Workplace Concept.

Current FM Market trends



# The desire to further develop the TFM Model led to a greater outsourcing and Workplace Concept.

Services forming the HRE Model



# Focus on reduction of TCO and a more modern way of working in combination with the portfolio strategy.

5 key drivers which form the base of the contractual model.

1

Refurbishment cost by the provider

2

Optimization of space due to desk sharing ratio

3

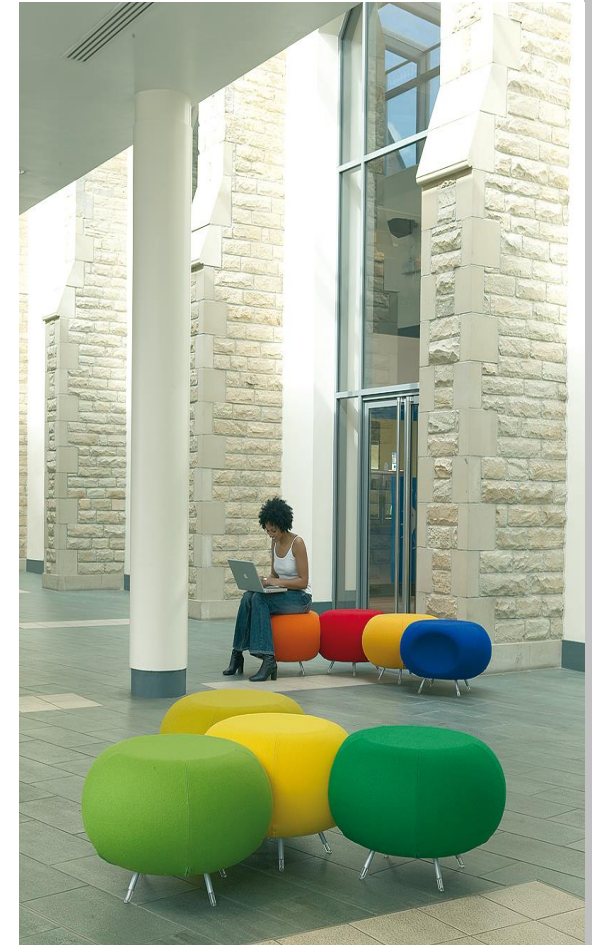
TCO reduced by approx. 20%

4

No future moves and churn costs

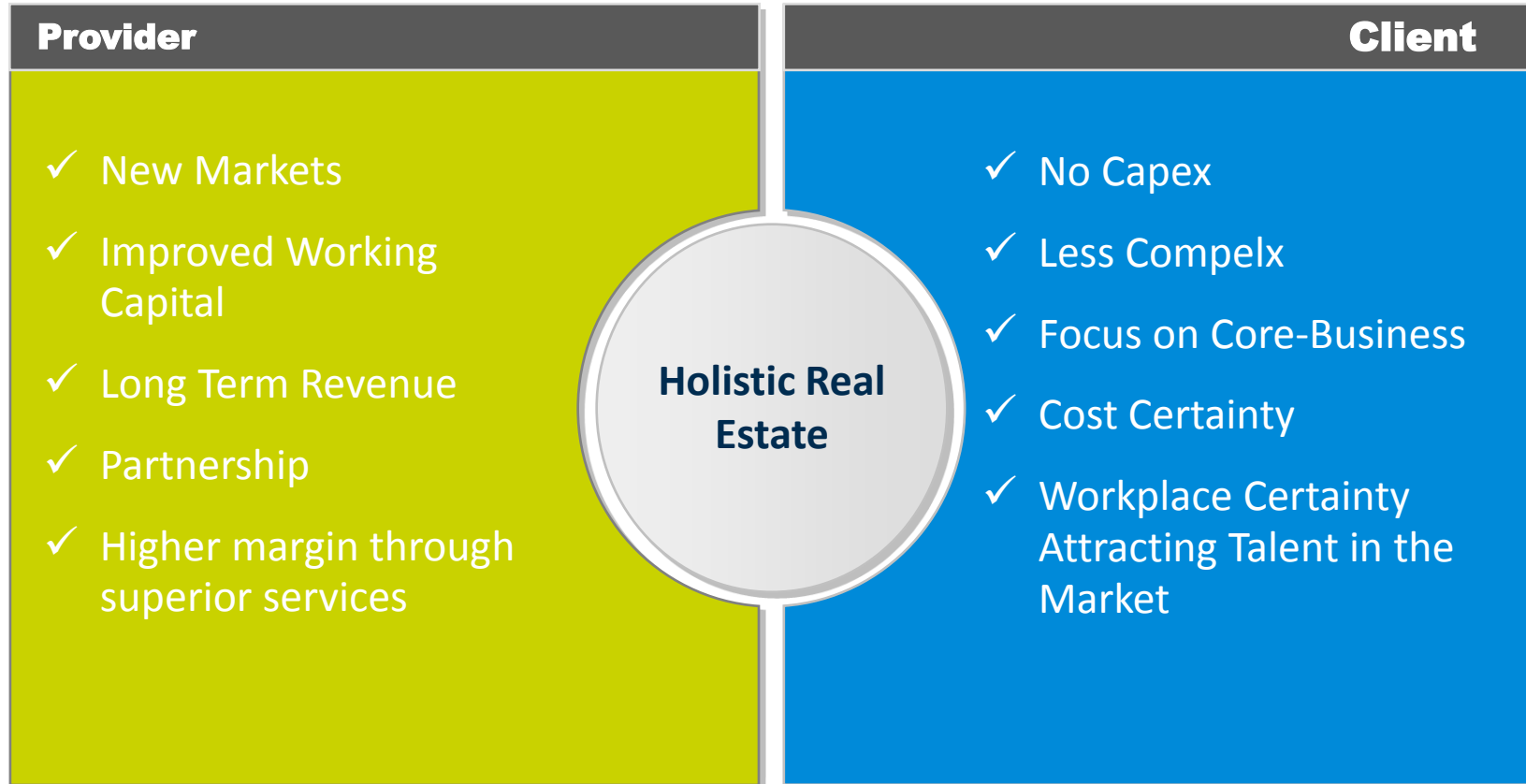
5

Focus on generation Y



# Holistic Real Estate is a product, which creates a added value for our clients and providers

Win-Win Szenario HRE





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HRE has hit the need of today's FM Market  
and created a new focus with existing  
clients and new clients!





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Thank You

