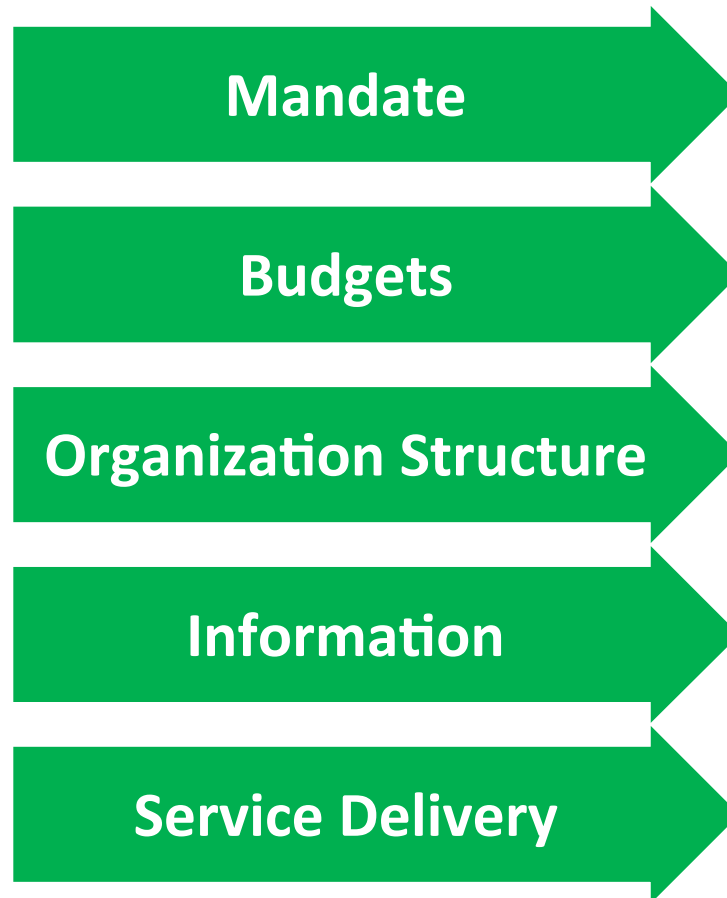


Shifting Thinking: New Ways to Deliver Services

EVOLUTION OF THE CORPORATE REAL ESTATE FUNCTION

EMERGING

- Order Taker
- Operational focus
- Siloed services
- Mid level manager client relationships



MATURE

- Strategic partner
- Program goal alignment
- Integrated services
- Senior level client relationships