IFMA: Practical Planning, Programming, Rapid Test Fitting, VR Design & Machine Learning for Corporate Office Space

IFMA Presentation Series #4
IFMA is the world’s largest and most widely recognized association for facility management professionals

**By the Numbers:**

- 24,000 Active IFMA Members
- 104 Countries have IFMA Presence
- 6 Worldwide IFMA Communities
- 134 Global Chapters
- 16 Industry Councils
- 10,000+ Credentialed FM Professionals
- 84% of employers state that IFMA education increases the collective FM knowledge of their organization
- 74% of employers feel that their reputation is improved by having employees complete IFMA credentials

**Cost:**

IFMA membership is an affordable investment with meaningful payoff

- Professional & Associate Membership........... $219
- Young Professional Membership................. $139
- Retired Membership................................ $100
- Student Membership.............................. $10
Join the IFMA iTC Community Today!
$55.00

For more information visit: it.ifma.org or ifma.org

or contact Daniel Stonecipher at dstonecipher@immersivx.com
The goal of the 2nd edition of The Facility Manager’s Guide to Information Technology is to provide current best practices content and extend distribution to membership, interested parties and universities with FM Programs

Win or Buy a Good Reference Tool!
Kindle or Hard Cover

Thanks for attending
The IFMA Sessions at
AEC Next 2019!
Luke Rondel, Head of Customers Success for Saltmine, is responsible for leading enterprise accounts for large occupiers and channel partners. Areas of oversight include customer on-boarding, relationship management, strategy, business process development, technology support, and change management. Luke assists customers from early in the sales process through platform and process implementation, into ongoing customer support. Before Saltmine Luke worked for Gensler Consulting in New York, where he oversaw workplace strategy for a top 5 global account and was recognized through multiple internal awards. Outside the office, Luke is an Ironman triathlete, marathoner, and avid skier. Luke received his Master of Architecture and MBA from the University of Michigan.

Nick Holzworth, Director at Saltmine, is a successful executive creating and driving sales strategies that grow market share, create new markets and develop the installed Saltmine client base. Nick specializes in CRE technology, workplace consulting, project management and multi-year portfolio-wide programs for corporate and institutional clients. His responsibilities also include G2000 sales, marketing strategy, client relationship management, and the focused strategic direction for our United States market. Nick has more than ten years of experience in sales and account management. Prior to Saltmine, Nick worked as an Executive Director of Technology Solutions at JLL where he delivered complex enterprise sales within several of the fortune 500. Nick received his Bachelor of Finance & Banking and his Bachelors of Economics from the University of Missouri-Columbia.
A BIT ABOUT SALTMINE

65 Person Global Firm
Offices and Team Members in SF, NYC, DC, Budapest, Singapore and Vietnam

7 Technical and Process Patents

25 Clients with 1000 Active Users

Deep Industry Expertise
SME’s from industry leaders like, Gensler, JLL, SpaceMatrix, M. Moser, Unispace, Perkins & Will and MicroDesk
"I can't find the data I need to make informed decisions. This information either lives in spreadsheets or in someone's head" ~ NYC based Head of Real Estate, Global Residential Real Estate Brokerage Firm

"We're over budget and I don't have insight into why, or how to fix it!" ~ Bay Area based Head of Design & Construction, Professional Social Media Platform

"It is difficult, if not impossible, to enforce our Design Standards across multiple design firms, regions and projects" ~ SF based Head of Workplace Strategy, Fortune 500 CRM Platform

"Designing and building space takes too long" ~ Literally everyone

Given that real estate is the 2nd largest line item on a company's P&L ($360B spent on office fit outs in 2018), solving any of the above has a significant impact to the bottom line.
<table>
<thead>
<tr>
<th>Many stakeholders</th>
<th>Internal</th>
<th>Broker</th>
<th>Designer</th>
<th>Consultants</th>
<th>Contractors</th>
<th>Vendors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Across many types of projects</td>
<td>New Build</td>
<td>Renovation</td>
<td>Retrofit</td>
<td>Refresh</td>
<td>Branding</td>
<td></td>
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<tr>
<td>Using many tools &amp; disorganized data</td>
<td>Stand-alone</td>
<td>Email</td>
<td>Local files</td>
<td>Generic cloud</td>
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• Functional connection between strategy, programming, and design: Single Source of Truth

• Empowered internal RE team: Data-driven decisions, coordinated toolset, activated guidelines

• Engaged Stakeholders: BYOD + Browser-based collaboration, Accessible communications
IT ALL BEGINS WITH DATA

01 Performance Metrics
- Mobility
- Density Benchmarking
- Ratios

02 Work Setting Standards
- Meeting Rooms
- Private Offices
- Workstations
- Shared Spaces
- Support Spaces

03 Planning Principles
- Culture
- Workstyle
- Adjacencies
- Circulation
- Amenities

04 Design Guidelines
- Furniture Systems
- Fixture Standards
- Finishes
- Office Equipment
- Key Accessories

DESIGN CLOUD

Specific, quantitative, scientific

Tactile, qualitative, visual

Presented by:

AECNEXT | SPAR3D
Technology Week & Conference
CENTRALIZED PLATFORM(S) DRIVE EFFICIENCY AND INSIGHT

DESIGN CLOUD DATABASE
Single Source of Truth

Planning

Test Fit

Collaborative Visualization

Budget & Costing

Analytics & Reporting

Presented by:
AEC Next
Spar3D
While Build and Manage sectors of the asset lifecycle have seen an influx of new tech, the design sector has been comparatively light.

Design platform(s) give internal teams more ownership of the process freeing up design partners to focus on high impact/value-add services.

A central source of truth for design data connects via API’s to both build and manage applications.
Collaborative, real-time development of programs

- 70% reduction in time to produce test fits
- Increased stakeholder engagement

Improved confidence in design decision making + fewer day 2 changes

Budget insights throughout project life-cycle

Closed-loop design and capital planning process

Portfolio-wide analytics

Empowered Procurement

TO DELIVER UNPRECEDENTED VALUE TO THE ORGANIZATION
SALT MINE DEMO
Questions?
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