

# CBRE ACQUIRES FACILITYSOURCE: SUPPLIER FAQ

## General Supplier Questions

### How will this acquisition impact my current business with CBRE?

There are no immediate impacts to CBRE suppliers. However, we expect some of our clients will be interested in adopting the FacilitySource model to complement their overall supply chain management approach. Specifically, our clients may choose to leverage FacilitySource to manage a large number of smaller suppliers providing recurring and on-demand facility management services. In those cases, current CBRE suppliers will be given the opportunity to join the FacilitySource Elite Network if your services are targeted to managed within the new model.

### Does the FacilitySource acquisition provide any benefits to CBRE suppliers?

FacilitySource provides many added benefits to suppliers within its network. Its technology platform, fmPilot, offers ease-of-use with regard to work order management and invoice processing. Furthermore, this technology platform provides new ways to track suppliers' performance on a work-order basis in real-time, allowing CBRE and suppliers to identify successes and opportunities for improvement. Suppliers with the best performance get increased demand for their services and experience enhanced growth opportunities. Additionally, FacilitySource's suppliers experience a lower level of administrative and sales related work.

### Will my company be required to register in the FacilitySource fmPilot platform?

CBRE clients who choose to add FacilitySource to their facilities management solution will request that their suppliers enroll in fmPilot for targeted services. If you choose not to join, there is a possibility that our client will choose to utilize a supplier within the existing FacilitySource network as long as they are qualified. CBRE Supply Chain will notify suppliers if they become a candidate to join the FacilitySource network. No immediate action is required by existing CBRE suppliers unless they are notified.

**What happens if I choose not to work under the FacilitySource model?**

If you choose not to join the FacilitySource network, there is a possibility that our client will choose to use a supplier within the existing network.

**Does anything change with our CBRE contracts, pricing, purchase orders, or payments?**

It depends on the following:

- 1) If the account(s) to which you are currently providing services decide to use FacilitySource and your services are within scope, then your contract will transfer to FacilitySource and you will be paid by FacilitySource. This also means agreeing to their terms and conditions, including pricing.
- 2) If the account(s) for which you are currently providing services decide not to use FacilitySource, then nothing changes.

**Currently, my company only serves one CBRE account. Does this now provide me the opportunity to work on more CBRE accounts?**

CBRE accounts using FacilitySource will have access to the FacilitySource Elite Network of providers. By becoming a FacilitySource Elite provider, your company may have the opportunity to win business with additional CBRE client accounts.

**Strategic / Preferred Partners****Will this acquisition impact the Supplier Partner Program?**

The Supplier Partner Program remains a critical element of our supply chain capabilities. Our supply chain team remains focused on strengthening our partner relationships, serving our clients, and mutually growing our businesses. We ask that you remain focused on delivering the highest quality and results for our clients.

**What does this mean for current and future business?**

FacilitySource complements our Supplier Partner Program by providing a new method to manage a large “tail” of small suppliers within the CBRE FM portfolio. The FacilitySource procurement model is focused on managing many smaller suppliers and supplements our current model. It also offers an opportunity for existing and new suppliers to earn additional business with FacilitySource’s and CBRE clients.