A Presentation for Real Estate Services

05.25.2021

DISCO

CBRE

Agenda

1
Current Situation

2
Scorecard

3
Team

4
Our Approach

5
Relevant Experience

6
Why CBRE?

7
Q&A

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BUSINESS DRIVERS

REAL ESTATE DRIVERS

CAPABILITIES/ EXPERTISE	CBRE	FIRM 1	FIRM 2
GLOBAL			
BUSINESS ENABLEMENT WORKPLACE STRATEGY			
LABOR ANALYTICS			
PREDICTIVE ANALYTICS			
INNOVATIVE TECHNOLOGY AND TOOLS			
PORTFOLIO METRICS			
PROJECT/CONSTRUCTION MANAGEMENT			
NEGOTIATION LEVERAGE/MARKET DOMINANCE			
MOST RELEVANT EXPERIENCE			

DISCO

COLLEEN HEDGES
People Team Chief Of Staff

AARON TRULL
Chief Human Resources Officer

?

CS DISCO
Dedicated Real Estate Team

PATRICK DANIELS
Account Strategy

JOHN GUMP
Single Point of Contact

SCOTT SENESE
Account Oversight

TREY LOW
Account Support

STRATEGIC RESOURCES

PHILLIP KNUDSEN
Senior GIS Specialist

MAX BLUM
Marketing Manager

LUKE GOEBEL
Research & Location Analytics

MADISON BORNEMAN
Financial Analysis

BRIAN JARRETT
Project Management

100+ Countries

500+ Offices

100K+ Employees

90+ Fortune 100 Clients

SALES

15,575 TRANSACTIONS

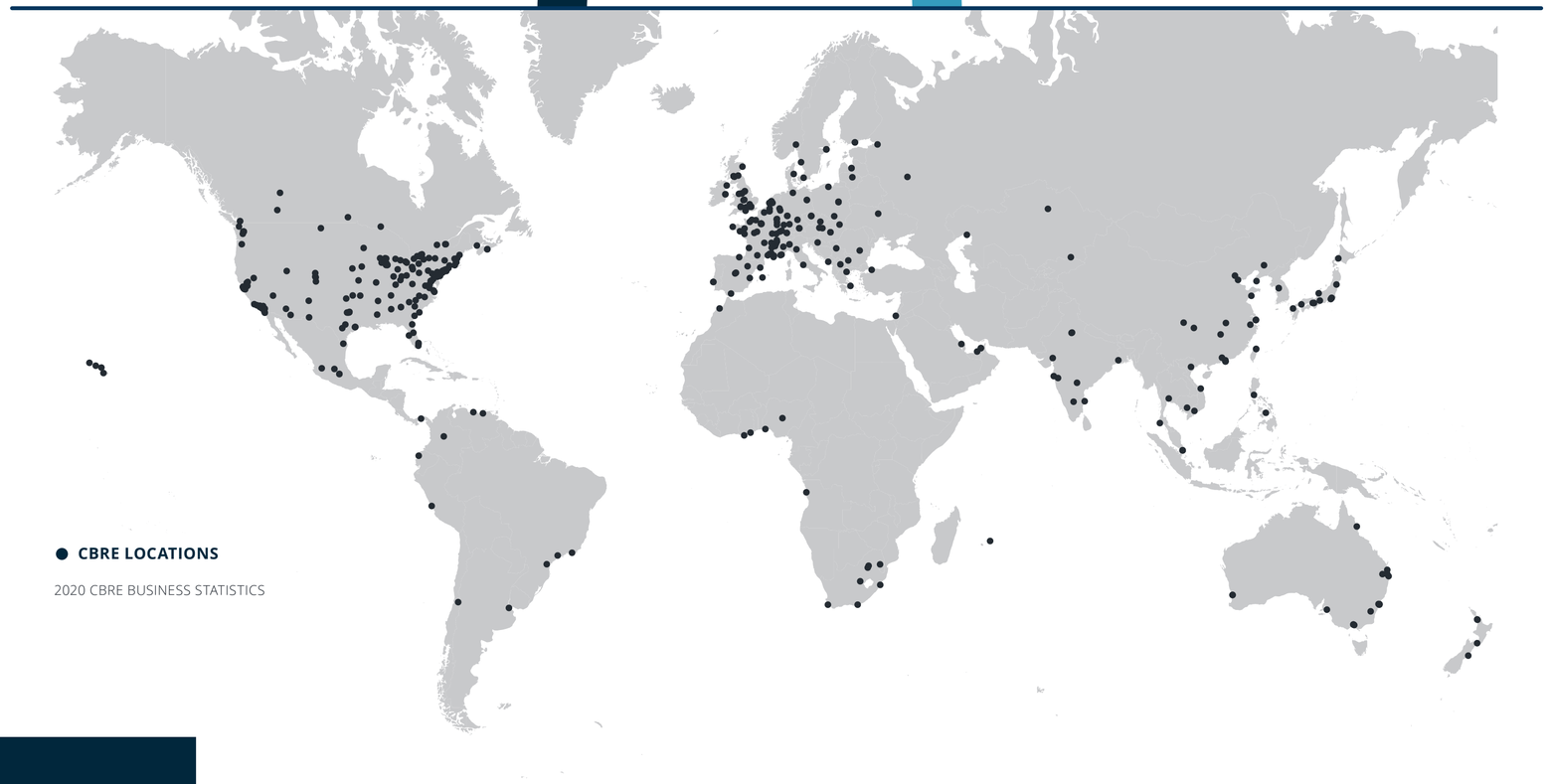
$181.6B VALUE

$290.1B
TOTAL TRANSACTION VALUE

LEASING

52,400 TRANSACTIONS

$108.5B VALUE



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LABOR ANALYSIS
- Concentration
- Longevity
- Quality

LOCATION ANALYSIS
- Cost of Business
- Quality of Life
- Connectivity
- Commute

PROJECT MANAGEMENT & DEVELOPMENT
- Construction Costs
- Schedule & Quality Assumptions
- Risk Analysis

STATE INCENTIVES
- Availability
- Favorability
- Scale

BROKERAGE
- Submarket Expertise
- Availability, Activity & Rates
- Lease Negotiation
- Lease Execution

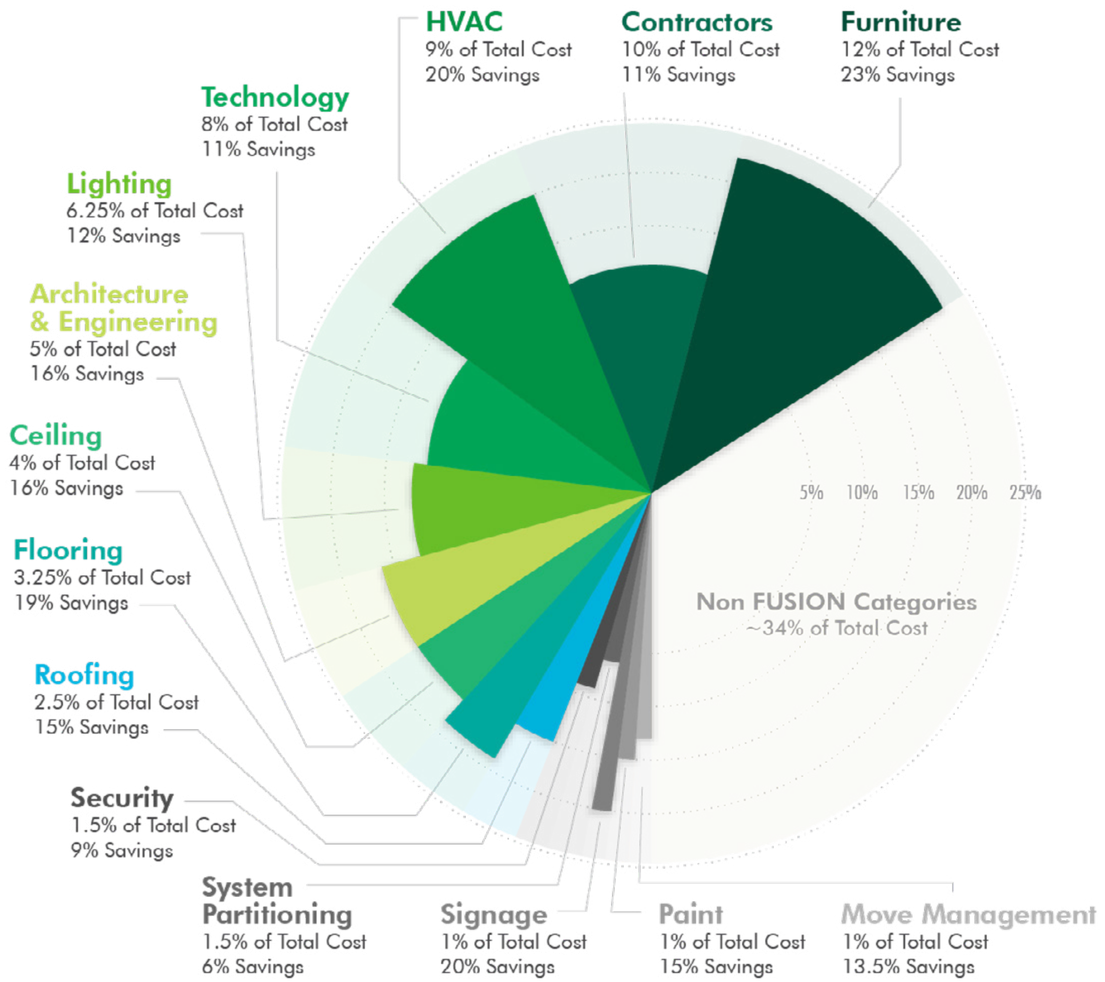
TEAMS & SPACE
- Team Productivity
- Portfolio Composition
- Space Heuristics

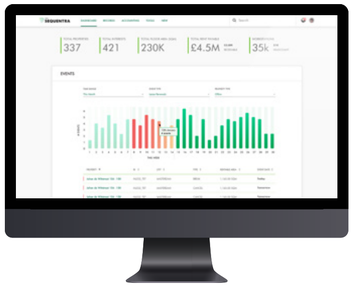
PORTFOLIO OPTIMIZATION
- Business Analysis
- Headcount Projections
- Lease, Flex, Buy, Build

FINANCIAL MODELING
- Cost Modeling
- Sensitivity Analysis
- Financial Statement Impacts

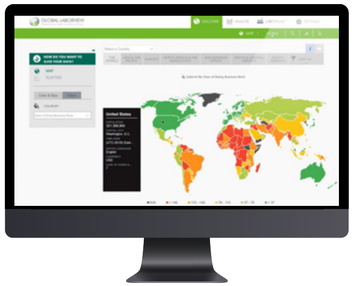
CBRE Fusion

Strategic Sourcing Approved Supplier

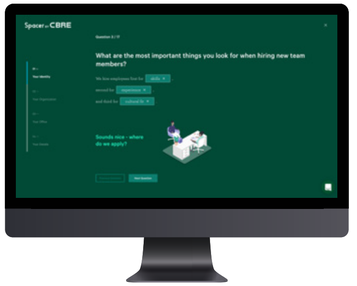




SEQUENTRA



GLOBAL LABOR VIEW

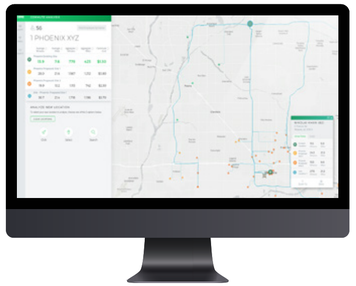


SPACER

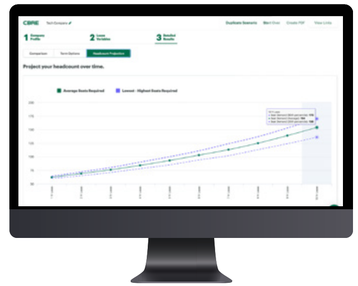
KAHUA

CBRE
VANTAGE

PLANS



COMMUTE OPTIMIZER



CALC

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bazaarvoice

BIGCOMMERCE

EPICOR

IBM

Google

upland

WP engine

CAPABILITIES/ EXPERTISE	CBRE	FIRM 1	FIRM 2
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MOST RELEVANT EXPERIENCE	✓		

Trusted Partnership

B2B

Q&A

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