STRATEGY | FACILITIES MANAGEMENT

EXTENDING FACILITIES MANAGEMENT THROUGH PARTNERSHIP

Facilities management is no longer about keeping the lights on; it is about turning the workplace into a strategic asset. 4xi proposed a partnership model to a global commercial real estate services firm to strengthen its FM offer with hospitality expertise.

CLIENT
Global real estate services firm

MODEL
White label or partner

4XI ROLE
Specialist expertise

GOAL
Win and retain more

THE CHALLENGE

- Employees expect hospitality inspired, frictionless services.
- Building deep expertise in house takes time.
- FM providers need difference in competitive RFPs.

WHAT THE PARTNER GAINS ACCESS TO

01 Strategic advisory
Strategy, standards, journeys.

02 Partnerships
Health checks and POP.

03 Operational excellence
Elevate audits and reviews.

04 Services
KPIs, VPIs, FPIs, P3 index.

TWO PARTNERSHIP MODELS

	WHITE LABEL INTEGRATION	THIRD PARTY STRATEGIC PARTNER
How it works	Embedded in the partner's brand	Independent specialist on selected work
Best for	Seamless delivery under one banner	Validation, audits and advisory
Benefits	Speed, continuity, integrated reporting	Credibility, flexibility, expert network

INTENDED OUTCOMES

Better workplace experience through amenities and hospitality.

Stronger performance from audits and optimization.

RFP difference, to win more and retain more.

Facilities management becomes a strategic enabler of growth, culture and brand, not a cost center.