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## Jones Lang LaSalle ‘Supplier of the Year’ Award goes to Service Management International

**Jones Lang LaSalle Supplier of the Year award 2005/6 for Integrated Facilities and Portfolio Management (EMEA region) goes to Service Management International (SMI).**

In winning the award SMI, adds greater credos to its strategy that embraces the vision of “think global, act nationally and deliver locally”. A unique feature, that provides solutions in a diverse multi-country region in the services industry.

Jones Lang LaSalle were impressed by SMI’s professionalism, agility, operational scalability and investment in several EMEA portfolio outsourcing for various blue-chip clients. This award for 2005/6 is testimony to these accomplishments as one of Jones Lang LaSalle's preferred suppliers in EMEA”

The award was given to Juergen Kulka, Managing Director of SMI by Paul Yearley, CEO EMEA of Jones Lang LaSalle, at the SMI Management Committee Meeting in Rome (picture above)

In outlining the success of SMI, Juergen Kulka was quoted as saying:

"I am delighted that we have been awarded with the ‘Supplier of the Year Award’, by one of the leading property and real estate management companies in the world. It confirms that the SMI team has achieved recognition of the highest order for its incredible commitment, flexibility and competence in working on behalf of our globally acting customers and clients in delivering facility services across a spectrum of geographies around the world.

We appreciate in particular the partnership-driven approach of JLL's Strategic Sourcing Team and the vision of their management, in pushing our boundaries, capabilities and flexibility in entering new countries and competences.

SMI’s unique business model, allows us to respond rapidly to ever-changing customer requirements, while maintaining consistent delivery, quality and service uniformity through our global operations account management structure and therefore reflecting the needs of modern corporate organisations.



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This development from being a European, respectively EMEA Soft Services provider to become a global integrated facility service force with significant market presence in North America through our partner UNICCO and a full Asian Pacific (APAC) Network has significantly enhanced, if not created the ability of multinational corporate organisations to now manage their facility service delivery across a regional, or even global real estate portfolio, in the same transparent and consistent manner as they manage other major business and P/L categories such as Marketing, Sales and Product development costs.

The perspectives to manage a property estate centrally significantly improve saving potential through the standardisation of service line specifications. The application of 'Best Practice', allows for the leveraging of existing synergies through the integration of existing service silos and the streamlining of internal administration processes.

We currently sense a growing willingness of not only US, but as well European Multinationals to review their current Facility Manage Processes in favour of more regional, if not global solutions.”

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