Market Assessment of Facility Management Services for an European Utility

10-15% incremental cost savings identified	Deep-dive analysis of the key players	Pricing trends analysis

CLIENT CHALLENGES

- **Client:** One of the utility players wanted to assess the competitive landscape for "Facilities Management (FM) Players" for one of its subsidiary
- The scope of work also included analyzing the client matrix,financial analysis, etc

OUR APPROACH

- The team researched and identified leading FM players
- Certain parameters were identified to gather and analyze the following information:

    - Client matrix of the identified players
    - Segmentation of the players on the basis of their presence in different sectors
    - education, energy/utilities, health, local authorities, etc

- Further analyses of the players was done to "gaze" their presence across different regions within the UK
- Pricing trends of the FM sector was also analyzed to understand the price growth within different FM services
- Service delivery models for the type of contracts were also analysed

IMPACT DELIVERED

- The study helped the client to analyze competitors' presence across different regions, their margins by activities and its positions vis-à-vis its main competitors
- Recommended the client to move towards an integrated FM model

About Acuity Knowledge Partners

Acuity Knowledge Partners is a leading provider of high-value research, analytics and business intelligence to the financial services sector. The company supports over 350+ financial institutions and consulting companies through a team of over 3,000+ subject matter experts who work as an extension of the clients' teams based out of various global delivery centres.

We empower our clients to drive revenues higher. We innovate using our proprietary technology and automation solutions. We enable our clients to transform their operating model and cost base.

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