

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

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