



## UGL Equis Government Expertise



Government organizations have unique real estate needs – budget shortfalls, statutory hurdles and public perception are just a few of the issues they face. With extensive experience and a spotless record for providing conflict-free advice, UGL Equis' Government Services Group (GSG) has the skills, approach and expertise needed to analyze and recommend solutions to public real estate management.

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**GSG HAS LED OR LEADS  
PROJECTS TOUCHING OVER  
300 MILLION SQUARE FEET OF  
PUBLIC ASSETS NATIONWIDE.**

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Since 1997, UGL Equis has held 13 US General Services Administration (GSA) contracts in all 50 states to provide regional brokerage services. Over the years our practice has grown organically to serve multiple US states, counties and cities, offering asset and organization strategy, metro planning, facility condition assessments and related services.

### **A LONG-TERM APPROACH**

Many real estate advisors only work from lease to lease, denying their clients true consultation. UGL Equis' GSG team helps realize the potential value in complex public portfolios by developing top-level views of the current state. From this baseline, progress towards goals for cost control, collocation, capital release, standardization and other objectives can be developed and clearly planned.

### **CONSULTANTS AND IMPLEMENTERS**

With career experience in consulting, our GSG team are experts in analysis and solution development. This team is able to leverage a full range of service line experts including workplace, community outreach, portfolio, transaction, finance, facility, technology and legislative specialists. Pairing consulting with implementation shortens project times and ensures full strategic understanding at the most tactical level. It also enables the highest success of the initiative as a whole.

### **PROVEN SERVICES AND RESULTS**

As the largest real estate service provider to the federal government and a leading consultant to state governments, we understand the issues facing public sector real estate. Our experience enables us to transform these issues into actionable strategies that achieve indisputable results.



## REPRESENTATIVE GOVERNMENT CLIENTS

City of Chicago  
County of Pinellas, FL  
Commonwealth of Pennsylvania  
Los Angeles Unified School District  
State of California  
State of Georgia  
State of Iowa  
US GSA  
US Census Bureau  
Department of Homeland Security  
Drug Enforcement Agency  
Immigration & Naturalization Services  
Internal Revenue Service  
Social Security Administration  
Transportation Security Administration

## NO CONFLICTS

UGL Equis is the largest US firm focused on real estate end users. We represent your interests transparently and objectively, without landlord or other conflict, a critical factor in the face of public scrutiny and concern.

## CONSISTENT APPROACH

UGL Equis GSG applies a consistent approach to each new set of client conditions, driving quality, speed to savings, and rational real estate decisions that are aligned with executive orders and constituent expectations.

### ASSESS

UGL Equis kicks off focus groups using existing GSG processes and tools. We identify all data to be collected, including end user and manager interviews. We also evaluate all processes in place, statutory or legislative factors, staffing and organization, and information technologies. From our analysis we determine current space demands, supply and surplus, as well as needed technology updates and organizational redesigns.

### PLAN

From this assessment we recommend process changes, organizational strategies, space consolidations, asset dispositions, statutory or legislative changes, technology upgrades and portfolio strategies to cut costs and increase efficiency. We also develop internal and community outreach messages to support the initiatives. We chart the project steps needed for implementation and present the total solution for client comment and approval to proceed.

### IMPLEMENT

For each approved project, UGL Equis activates the service line teams to initiate projects and provide regular reporting. Ongoing project data and status details are fed into the client database and other management technologies. Our project teams meet regularly with client, end users and managers to chart progress and discuss results.

### MANAGE

Going forward, UGL Equis provides each client with a methodology to continually assess and manage space supply and demand. This includes monitoring key performance indicators, reviewing changing market conditions and client business events, and adjusting portfolio plans and projects as necessary, reporting all results.



UNITED STATES HEADQUARTERS

**Jon Gorczyca, Associate**  
161 N Clark St., Suite 2400  
Chicago, Illinois 60601-3244  
[jon.gorczyca@ugl-equis.com](mailto:jon.gorczyca@ugl-equis.com)

T +1.800.726.2368  
F +1.312.424.8080  
[www.ugl-equis.com](http://www.ugl-equis.com)

**About UGL Equis** For more than two decades, UGL Equis has applied a combination of financial, business, industry and public sector expertise to a spectrum of corporate real estate services. We have grown into the world's largest corporate real estate firm exclusively focused on users of business spaces. We have cultivated successful relationships with some of the world's leading organizations, and have helped thousands of businesses transform their real estate into a competitive advantage. [www.ugl-equis.com](http://www.ugl-equis.com)