



# News

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**Capital One, McKesson/Trammell Crow Take Top Award Honors at CoreNet Global Summit**

*Demand Side Forecasting firm, Australian Service Provider round out 2006 Global Innovator's Award Winners*

Orlando and ATLANTA – **13 November 2006** — A futuristic workplace and a slick playbook for dealmakers were among today's winners of CoreNet Global's 8<sup>th</sup> annual **H. Bruce Russell Global Innovator's Awards** at the CoreNet Global Orlando Summit in Orlando, Florida. Capital One, McKesson Corporation/Trammell Crow Company, Boston's Corporate Portfolio Analytics Inc., and GJK Facility Services of Australia all received the prestigious honor.

The 2006 Global Innovator Award finalists also included:

- Collier's International
- General Motors and GHAFARI Associates LLC
- H&R Block Center
- LMC Properties Inc.
- Shell Oil Company
- Biggins, Lacy and Shapiro (formerly Stadtmauer, Bailkin, Biggins)

The four winners demonstrate the most innovative practices in corporate real estate and were selected from among ten finalists who presented their innovations before a panel of senior corporate real estate professionals and leading academics at Harvard University last August.

"This year's winners have a lot to teach the greater corporate real estate community about out-of-the-box thinking, innovation and leadership," said Richard Kadzis, Director of Special Projects and Media Relations for CoreNet Global. "The Global Innovator's Award winners have again broken the mold by applying new thinking to old problems."

Capital One, a financial services giant based in McLean, Virginia, received a Global Innovator Award for its Future of Work initiative. Capital One exemplifies the future of work in that employees are no longer tied to the traditional cubicle or standard workday. Through a robust change management program, employees are now empowered to work on their own timetables and in the work setting that best suits their tasks; at home, in new and innovative workplace settings or at the local coffee shop. Bolstered by mobile technology, the Future of Work provides a significant improvement to Capital One employee's work/life balance.

McKesson Corporation, a healthcare services and information technology company, and Trammell Crow Company (TCC), a top service provider, received joint honors for their collaborative approach to developing the corporate real estate Mergers & Acquisitions Playbook.

The Merger & Acquisition Playbook, a series of communication templates, analytic tools, and step-by-step guidelines to navigate the overall M&A process, is designed to guide the real estate department through the most critical steps in the M&A maze, from financial and portfolio due diligence to organization and technology assessments. The McKesson/Trammell Crow collaboration has yielded an immediate opportunity to mitigate risks and identify savings in the M&A process.

Corporate Portfolio Analytics, Inc. was also announced as a Global Innovator's Award winner for maximizing its corporate real estate portfolio effectively with market intelligence and strategic insight.

Corporate Portfolio Analytics, which does market research and trend analysis for large occupiers, used innovative tools and planning methods to enable managers of complex real estate portfolios to clearly identify and prioritize strategic options. A series of analytic tools were leveraged to help clients restructure costs and perform better portfolio planning and risk management.

Also honored today was GJK Facility Services, one of the largest privately owned providers of cleaning and related property services in Australia, for their unique strategic partnership with the Victorian State Government, Office of Housing and the Brotherhood of Saint Laurence (BSL), a non-governmental anti-poverty organization.

GJK Facility Services was awarded a cleaning, and waste management contract at a local public housing complex by the Victorian State Government Office of Housing. In partnering with the BSL, GJK trained and managed long term unemployed residents of the complex and integrated them into GJK's organization. The pilot program was so successful that it is now being replicated throughout the provincial housing authority.

**Equis, Gensler and the Metro Atlanta Chamber of Commerce** sponsor the CoreNet Global Innovator's Awards.

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