

## James Roy Cloudsdale



As Vice President, Vice President of Corporate Services at Johnson Controls, Inc., Roy Cloudsdale is responsible for global clients, focused on serving large companies with geographically dispersed facilities. He leads a team of account managers covering all regions of the world in the industrial, high tech, life sciences, automotive and corporate real estate markets.

Cloudsdale transferred from Johnson Controls Systems Ltd. in England where he was Manager of Building Services. He came to the United States in 1988 as Business Development Manager of Facility Operations and Maintenance Services. He played a key role in the Johnson Controls acquisition of Pan Am World Service in 1989, as well as in the formation of the Commercial Facility Management business. He has helped the company grow its Controls Group business from less than \$2 billion to over \$5.6 billion in FY2003.

Immediately prior to his current post, Cloudsdale served as Vice President of the North American Facility Management Business. He has also been VP of Asia Pacific and has extensive global management experience spanning 30 years, including roles in sales, marketing, engineering, technical and facility management services.

Cloudsdale has had the opportunity to speak at various national and international conferences. His most recent appearance being at the CORENET Global Summit in Philadelphia in the spring of 2006. He has also spoken at CORENET Global India Summit in Mumbai, India in April of 2004. In 2001 he facilitated the National Summit for Building Environments in Washington, D.C. He has also testified at United States Congressional Hearings, including for the Subcommittee on Readiness of the House Committee on National Security, where he testified on outsourcing issues and integrated facility management. Cloudsdale has been a speaker at the Institute for International Research; at the 2000 Outsourcing Summit, at the 1998 IFMA Conferences in Japan and Europe, at the Outsourcing Institute's 1996 Vendor Summit in Lansdowne, Virginia; and at the Asia Pacific Institute for Management Development Conference in Kuala Lumpur, Malaysia.

Educated in the United Kingdom, Roy holds a Higher National Certificate in Engineering (degree equivalent), and is a retired Captain of the British Reserve Forces.

He is a member of The International Facility Manager's Association (IFMA), CORENET Global, The Institute of Marketing, The Institute of Quality Management, and The Building Owners and Managers Association (BOMA). He was named to the board of the Corporate Real Estate Network (CORENET) in May of 2004.

His areas of expertise include:

- Facility Management Outsourcing
- Quality and Six Sigma
- Globalization of Real Estate Management
- Strategic Account Management