

**Working Table on Cost Savings 2012**  
**Thursday 21 June 2012 - The Hague**  
**10.00 - 17.00 hrs**

**Context and goal of the Working Table**

The purpose of this Working Table is to share knowledge, experiences and practical solutions on effective ways to contribute to cost savings in the public real estate domain.

Basis for the discussion is the CREM-model. The CREM (Corporate Real Estate Management) model uses 4 perspectives to create effective strategic real estate management

- General management: overall policy goals
- Assets management: portfolio strategy
- Facility management: strategy towards the clients/users
- Cost control: strategy on lowering/controlling costs

During this Working Table we will discuss how CREM can contribute to creating/deciding on effective cost saving measures, balancing the 4 mentioned perspectives. Using efficiency measures from the participants to illustrate how to find a good balance.

**Program of the Working Table**

*Morning*

- Setting the goals / desired end result for the day
- CREM-model: content, ideas, background of the model, when applied by Public Real Estate organisations.
- Presentation and discussion of context / efficiency strategies/measures by participants

*Afternoon*

- Presentation and discussion of context / efficiency strategies/measures by participants (continued)
- Discussion: how CREM can help to create insight in and add value to efficiency strategies.
- How to continue after the working table.

**Request to participants:**

Please prepare some powerpoint-slides on:

1. **Context** (general data):  
Size of your organisation/portfolio, mission, clients, role/ responsibilities towards central government and/or clients
2. **Targets of your organisation:** overall strategic developments, your short and long term targets. Please elaborate in specific on the efficiency/cost saving targets you now face. How do you aim to realise them, etc
3. Elaborate on **examples of efficiency/cost saving measures:** what measures did you take, what is the expected result and saving potential. How do you balance between various interests of various stakeholders.  
Please provide at least 3 examples of measures that were successful, and 3 examples of measures that did not give the desired result: what was the measure taken, what was the intended result, how did you realise them, the balance of interest and how to communicate this with the stakeholders.

The above questions have -in part- also been asked to you in the annual PuRE-net/TWN survey that was sent out in May. I kindly ask you, especially with regard to question 2 and 3 to elaborate into more detail on these strategies/measures taken.

Enclosed I also send the report of the 2011 Working Table. This will be, next to answers to the above questions, the starting point for discussions during the Working Table.