



CBRE Real Time Savings Tool

March 2020



Methodology

- **Real time savings for CBRE PMs/Clients**
 - Tool is applicable for projects where the CRE Market dropdown is selected in the opportunity detail page located in SFDC
 - Savings level is based on the **6%** level. Savings on average **27%**
- **Competitive Differentiation**
- **Innovation**



CBRE Project Entry

- Upon creation of a new commercial project/opportunity, select **CRE Market** drop down
- *Always* utilize this drop down for projects that pertain to CBRE
- Proper identification will allow the projects to then be captured in the Real Time Savings Tool

Create New... Go!

Tags

Recent Tags Go!

Freight & Distribution

Shaw Freight 101
HS Add Freight Rates from Mill
Freight Rates on ShawNow

Sales Admin Links

- Onboarding with Shaw Systems
- Sales Commissions
- Bloomfire
- Concur
- Workday
- Sales Rep Locator
- Salesforce Directory
- Shaw Now
- Visualization Dashboard
- Open Orders Report
- 2020 Calendar
- Spoke Training

Shortcut

- Calendar
- Unresolved Items

Opportunity Edit
New Opportunity

Help for this Page

Opportunity Edit

Save Save & New Cancel

Opportunity Information

! = Required Information

Opportunity Name

Company Name

Primary Specifier

Type

Project Type

End User

Secondary Account

CRE Market

General Contractor

Stage

Site Address

Site City

Site State

Site Country

Division Text

Opportunity Currency

Build Central Lead

Logistic Solutions

Opportunity Owner

Shared Influence

Int'l Specifier

Est. Order Date

Follow Up Date

Est Bid Date

Quantity

Carpet Budget

Amount

Action Date

Project Stage

Sales Maintenance team

Exclude From Future End User Updates

Auto-Updated End User

Pricing Grid

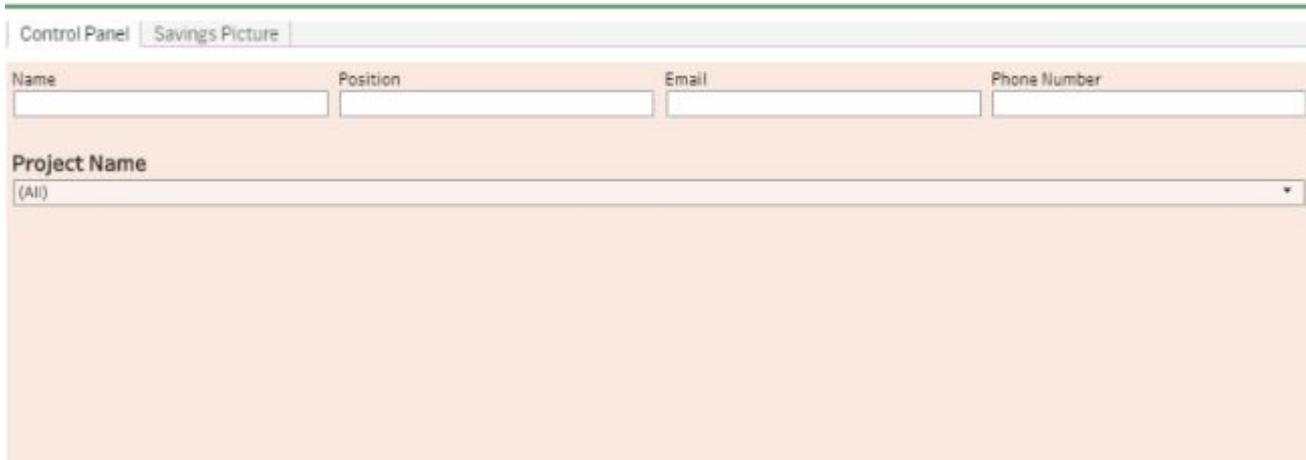
Project Budget

Step 1: Click plus icon in SFDC toolbar, select CBRE Savings

The screenshot shows the Salesforce 'All Tabs' page. On the left, there are navigation menus for 'New...', 'Tags', 'Distribution', 'Admin Links', 'Out', and 'Items'. The main area is titled 'All Tabs' and contains a list of tabs. The 'View:' dropdown is set to 'All Tabs'. The 'CBRE Savings' tab is highlighted with a yellow background. Other tabs include 'About Mass Update and Mass Edit', 'Accounts', 'Active Scratch Orgs', 'Add Inventory', 'Admin Tasks', 'App Launcher', 'Appointments', 'Authorization Form', 'Authorization Form Consent', 'Authorization Form Data Use', 'Authorization Form Text', 'Backlogs', 'Backlog Variations', 'Bid Worksheets', 'BI Requests', 'Blanket/Locker Orders', 'BL or Tile', 'BP TM QV Dev', 'Business Card Orders', 'Business Plan AM/VP/SA', 'Business Plan DVP', 'Business Plan Quarterly Snapshot', 'Business Plan RVP', 'Business Plan TM QV', 'Call Center Settings', 'Campaigns', 'Candy Guesses', 'Cases', 'Marketing Orders', 'Marketing Services Requests', 'Mgt Team Snapshot', 'Mill Presentations', 'Mill Tours', 'Mock Up Requests', 'Month End Dates', 'My Assets', 'Namespace Registries', 'NSP Backlogs', 'Opportunities', 'Order Line Items', 'Orders', 'Overbill Payment Frequencies', 'Overbill Payment Methods', 'Overbill Program Type Payment Frequency', 'Overbill Program Type Payment Methods', 'Overbill Program Types', 'Overbills', 'Pardot', 'Pardot LeadDeck', 'Partner Fund Allocations', 'Partner Fund Claims', 'Partner Fund Requests', 'Partner Marketing Budgets', 'Passport', 'Patoraft Bloomfire', 'Patoraft Education Contest Registration', and 'PRI Test'.



Step 2: Upon selecting CBRE Savings you will be directed to the savings tool



Control Panel Savings Picture

Name	Position	Email	Phone Number
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Project Name

(All) ▾

Step 3: Select the project to show real-time savings and enter your contact info (this will stamp your contact info in the customer-facing doc)

Control Panel Savings Picture

Name	Position	Email	Phone Number
Connor Livingston	BI Analyst	connor.livingston@shawinc.com	706-532-3187

Project Name

5/3 fifth third mob 5001

- (All)
- 5/3 fifth third mob 5001
- 44 W Flagler St- 17th Floor corridor
- 160 W. Santa Clara St - CA - Ste 900
- 161 N Clark - spec suites
- 180 Howard 12th Floor Patch
- 200 Broward Ave, Suite 1000
- 312 walnut 22 floor
- 350 Royal Palm Way Building Standards
- 360 Agency
- 900 N Michigan - TI - CRRF



Step 4: Once you enter your contact information and chosen project, select **Savings Picture**



Step 5: Once savings picture is selected, you will see the customer-facing savings doc

Project Name - BP Chicago

\$29,834

CBRE Spend
Total

\$35,011

Market Spend
Total

\$5,177

FUSION Savings
Total

15%
FUSION SAVINGS

The CBRE partnership with Shaw Contract allows you to control the outcome of the project and deliver real value to the most important part of every project: **the client.**

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leadership

reclamation & recycling

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IT BACK**

ENVIRONMENTAL GUARANTEE

Shaw Contract will
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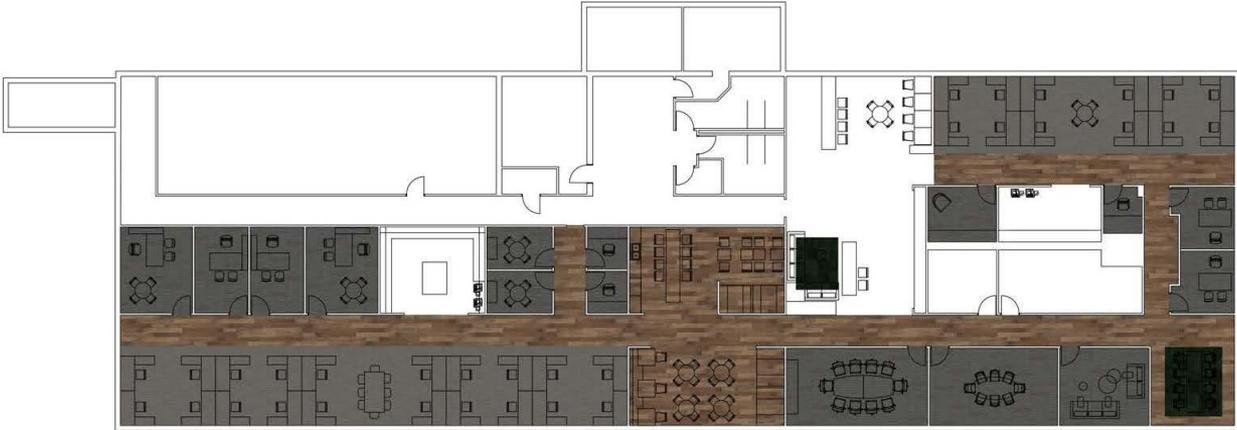
Distribution

- Select Download
 - PDF
 - Create PDF
 - Be sure to save under specific title for your records
- Distribute to CBRE PM
- For custom layouts please send only projects above 2,000 yds to Carmen Reid (cc. Eric Scherer)



Custom Options

CBRE Agile Program Project							
Style Name	Style Number	Qty SF/SY	FUSION Price	FUSION Spend	Market Price	Market Spend	Savings
Flat Weave	5T321	2,200	\$ 20.00	\$ 44,000	\$ 25.08	\$ 55,176	\$ 11,176
Kinship	CA361	5,000	\$ 4.35	\$ 21,750	\$ 5.24	\$ 26,200	\$ 4,450
Cast	4098V	500	\$ 2.50	\$ 1,250	\$ 2.96	\$ 1,480	\$ 230
FUSION Spend Total \$ 67,000				Market Spend Total \$82,856			
Total Savings				\$15,856			
Overall Savings %				19%			



Project Name - CBRE Agile

\$67,000

CBRE Spend
Total

\$82,856

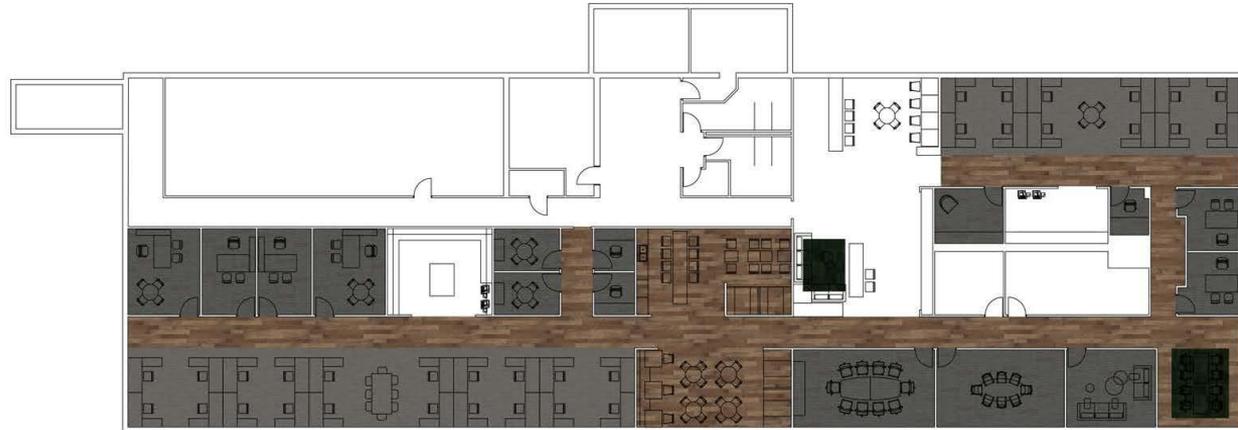
Market Spend
Total

\$15,856

FUSION Savings
Total

19%
FUSION SAVINGS

The CBRE partnership with Shaw Contract allows you to control the outcome of the project and deliver real value to the most important part of every project: **the client.**



Project Name - CBRE Agile

\$67,000

CBRE Spend
Total

\$82,856

Market Spend
Total

\$15,856

FUSION
Savings Total

19%
FUSION SAVINGS

BY RECYCLING ECOWORX® CARPET INSTEAD OF USING ALL VIRGIN MATERIALS

CARPET MADE WITH ECOWORX® BACKING IS DURABLY MADE AND MEASURABLY KIND

100%

RECYCLABLE
GUARANTEED
COLLECTION AND
RECYCLING THROUGH
SHAW ENVIRONMENTAL
GUARANTEE PROGRAM



THIS CARPET
CONTAINS AN
AVERAGE OF

44%

RECYCLED
CONTENT

RECYCLING
THIS CARPET
PREVENTS
APPROXIMATELY

12,600

POUNDS OF CARPET
FROM LANDFILL



170

GALLONS OF
GASOLINE ARE SAVED.

THAT'S ENOUGH GAS TO
DRIVE AN AVERAGE CAR

3,800 MILES



3,500

POUNDS OF CO2
ARE SAVED.

THAT'S THE EQUIVALENT
OF PLANTING NEARLY

1.5 ACRE OF TREES



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