

(FSP)²

A SYSTEMATIC, RESULTS-ORIENTED PROCESS FOR
Strategic Facilities Planning

SUPPORT WORK BEHAVIORS
REINFORCE CULTURE
IMPROVE PERFORMANCE
CONTRIBUTE TO PROFITS

ALIGN YOUR WORKPLACE with Your Business Plans

Our (FSP)² process undertakes a step-by-step evaluation of **SIX CRITICAL FACTORS**:

- ① **Financial Hurdles** ▶ Affordability based on cost of capital (ROI), cost per square foot, and benchmarking
- ② **Sales Sensitivity** ▶ Impact of economic conditions on staff, equipment, and square feet requirements
- ③ **Process Portability** ▶ Renovation vs relocation and associated disruption costs
- ④ **Facilities Control** ▶ Long-term lease vs ownership for core functions
- ⑤ **Site Advantages** ▶ Access, visibility, utilities, and nearby vendors
- ⑥ **Personnel Assets** ▶ Competitive advantages of amenities on-site or nearby



Gather information.



Evaluate Space use.



Define implications of corporate strategy.



Analyze data.



Develop implementation strategies and budgets.

(FSP)² was employed with such diverse clients as

- York International (Johnson Controls)
- Rite Aid Corporation
- Keystone Helicopter (Sikorsky)
- Dauphin Deposit Bank (M&T Bank)

25 YEARS OF STRATEGIC PLANNING EXPERIENCE: The (FSP)² process delivers a positive impact on any organization. Workplaces do not just evolve optimally on their own; they need to be planned and developed.