



Office Building Amenity

*Capturing New Business Opportunities
in a Niche Market Segment*

The niche market segment of business service amenities for commercial office buildings is virtually untapped. Shared FM Enterprises, Inc. (SFME) is a pioneer in the space and offers an excellent franchising opportunity for setting up service centers that cater to tenants within buildings with online and onsite business services.

There are 5 million people who work in the largest 5,000 multi-tenant commercial office buildings in the U.S. and are employed primarily by the mid-market segment. This segment is the fastest growing set of employers in the U.S. By contrast, 20 million people are employed by the Fortune 1000 companies combined, which experienced zero employment growth during the past 10 years and negative growth in recent years. The prospects for growth of business services targeted at the mid-size market segment are thus bright, and the SFME franchising solution offers a unique business opportunity.



SFME establishes site operations within buildings in partnership with building owners to cater to the outsourced service needs of tenants. Tenants can procure business services right from their desktops. SFME's innovative, convenient service methodology and fulfillment is performed within the building by utilizing the very latest equipment and technology and trained staff. High quality, low cost and fast turnaround service are guaranteed. In addition, customers appreciate the cost-management tool bonus derived from the web-enabled tracking, reporting and consolidated billing of services. Outsourcing has been growing at double-digit annual rates and SFME's play is at the cross-roads of various growth markets.



Shared FM Enterprises offers a unique business format, a customized proprietary eservice portal, equipment selection and technology at discounted prices, relationship flow-throughs, project management services to set up new franchise centers, a complete back-end system, sales training and marketing assistance. By rapidly generating a network of franchises into a critical mass, we deliver unparalleled productivity to end users, while creating a whole new business model that captures net new business service revenues that are typically outsourced in a fragmented manner.

For additional information, please contact aaron@sharedfm.com or call Aaron Sanders at 781-890-2700.

A unique franchise solution - business format, trade name, and operational support

High probability of success with good return on investment



**sharedFM**
smarter office productivity

Locations & Site Prospects

- Major cities in the US with multi-site potential
- Commercial office building owners with multi-tenant buildings
 - 1,000+ large buildings of > 500,000 sq. ft.
 - 4,000+ medium buildings of > 250,000 sq. ft.
- Large anchor tenants in buildings with 500 - 1,000 sq. ft. available for co-location

Shared FM Enterprises Support

- Pre-selected locations or qualification of recommended locations
- Assistance with lease negotiations
- Space plan, layout, and equipment specs relevant to location
- Build-out supervision and project management services
- Workflow and operating procedures
- Network design for site location
- Web-based system with complete workflow and transaction processing system
- Customization of portal solution specific to the property/location
- High-availability hosting of customized portal with technical support
- Equipment selection and negotiation
- Outsourcing contract for fulfillment of digital printing services if desired
- Workflow and operating procedures
- Sales and marketing training
- Start-up and kick-off marketing assistance
- Marketing-material design, production and signage
- Ongoing marketing communication package
- Operations training
- Sharing of best-practices
- Upgrades

Franchisee Profile

- Entrepreneurial, creative, and a desire to build a chain of multiple units within a city or region
- Opportunity-identification and problem-solving skills
- Business to business selling experience (> 5 years), with complex solution sales skills
- Ability to invest money, time and effort to build the business
 - Investment per site approx. \$150,000
 - Time to break-even: < 1 year
 - Payback period: < 4 years
 - Net worth of \$0.5M and liquid assets of \$150K