



PPI for Facilities Management

The French experiment



Outline of the presentation

- What is « Facilities management » ?
- Pricing methodologies :
 - Price of contract
 - Price per unit
 - Model Pricing



Facilities Management

- Definition
- Outsourcing
- Maintenance, data processing



Pricing Methodologies

- Overview of price setting
- It is difficult to define some contracts with the same scope over time
- Average price per unit



Model Pricing

<i>Description</i>	<i>Cost per unit</i>	<i>Numbers of unit</i>	<i>Cost * Volume</i>
Technician	0.225	100	22.5
Help desk	0.020	1000	20.0
Overall cost			42.5
Margin ratio			15.0
Price			50.0



Model Pricing

- The cost structure must be « representative »
- The quarterly changes
- The changes of costs and productivity