



NEWS



Edifice MD to speak at BIFM international SIG event

Tony Angel, owner and managing director of award-winning FM consultancy Edifice, is to speak at the British Institute of Facilities Management's International special interest group (ISIG) event in September entitled *Being European: Can FM create a joined-up model?* The BIFM International SIG exists to provide a forum for facilities managers interested in international FM practice.

Angel's talk will focus on the challenges and pitfalls associated with cross-border tendering and – using case study evidence – will demonstrate the tremendous benefits that are achievable when a robust and professional approach is adopted. Angel, alongside Helen Playle (the former manager of facilities and workplace for a multinational IT managed services provider and now Mace Macro's account director for that organisation) will explain the process, and highlight the obstacles that must be overcome to create a solution capable of transforming FM service provision.

"I am delighted to be invited to speak at the BIFM event about this very challenging aspect of outsourcing and tender management, which presents what might appear to be serious logistical difficulties," said Angel. "In the case study highlighted the client was initially uncertain as to whether the objectives set at the outset were realistic, but those objectives were exceeded by some margin. I will talk about the project's successful delivery, founded on a few consistent principles, which will enable other facilities professionals to learn from that experience."

Angel re-launched Edifice in 2006 after many years in senior roles on the supply side with Workplace Management, WSP and Taylor Woodrow, and on the client side as head of FM for United Business Media. As managing director of Edifice, Angel is responsible for process, service and business development as well as for client and relationship management, quality management and compliance. He is one of the most highly-regarded practitioners in his field, with an extensive breadth of knowledge gained from client, supplier and consultancy roles spanning some 30 years in the industry.

Angel has a postgraduate diploma in facilities management and was also one of the first in the UK to hold IFMA's globally recognised CFM qualification. He is regarded as one of the industry's drivers of innovation and improvement and is no stranger to BIFM committees, having sat on both the international SIG committee and the knowledge committee.

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About Edifice

Edifice is an independent consultancy providing advice on the management of facilities and property in support of core business objectives. Working closely with its clients it provides solutions that are “intelligent, independent and innovative”; and, most importantly, that are appropriate to business needs. Blue chip clients include Colt, Ladbrokes, London Fire Brigade, Microsoft, Oracle, Cable & Wireless, Canada Life, United Business Media, O₂, Iron Mountain, and Sainsbury’s.

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