

NEWSRELEASE



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JOHNSON CONTROLS ALLIANCE AND BP WINNING TEAM AT FIRST EUROFM AWARDS

Johnson Controls, Wisag and Sodexho partnership takes top honours in the 'Partners across Borders' category

An Alliance, of Johnson Controls in partnership with Wisag and Sodexho, has won the first ever European FM Award in the 'Partners across Borders' category with BP. The award was presented to the applause of European facilities management (FM) professionals at 'The European Facility Management Conference 2007' in Zurich. Shaping the future of cross-border FM outsourcing, the partnership was recognised for its unique approach and capability to deal with the cultural, regulatory and language challenges brought by operating in 16 different countries.

Ton van der Werf, European Property Manager, BP Refining & Marketing (R&M), said: "Winning this award gives the Alliance the credit it deserves. By strategically aligning our European property portfolio and actively engaging with our FM Alliance partners, we have remained focused on BP core values, whilst openly challenging how we do business. The Alliance is a solid partnership, and over a sustained period has added significant value to our business by helping to transform our portfolio into a 'fit for purpose' property solution in every aspect".

With a circa 150,000 m² portfolio accommodating 9,000 people, BP needed a strategic partner to cover a wide geographic spread and to drive best practices in FM across its 22 sites. In an industry first, Johnson Controls, together with Wisag and Sodexo, designed and created a radical new Alliance leveraging the capabilities and international footprint of each organisation.

Working together, the Alliance has delivered cross-border success by creating a joint European operational management team supported by a network of local resources. In Johnson Controls, BP has one point of accountability to ensure consistency and simplification. A single service standard has been developed for all locations and financial reporting at corporate level is standardised in US Dollars using a currency conversion tool.

This model breaks down traditional boundaries of competition with FM service providers and helps BP to:

- focus on key goals such as Health, Safety, Security & Environment (HSSE), whilst successfully providing operations to the portfolio
- live its brand values: green, innovation, performance and progressive, through the performance of its European property portfolio
- achieve a higher level of customer satisfaction and market leadership by enabling it to concentrate on core business

The award judges said: "By asking their three competing service delivery partners to work as one in an Alliance with them to deliver a common FM service platform, BP's approach is an amazing achievement that has come to maturity and is delivering an improved European-wide facilities service. Although the three companies operate within their own regions of Europe, the fact that they deliver the same FM service across borders means that BP has achieved a unified European delivery service within local cultures. The Alliance partners compete to come up with new ideas to improve service locally, then trial it and share it across Europe."

The partnership between Johnson Controls and BP is an outstanding example of a sustained long-term relationship already honoured by the industry for the consistent, high quality provision of

services, which started with the first ever PFM Award in 1994. "Johnson Controls Global WorkPlace Solutions creates innovative services that improve the effectiveness of our clients' business environments wherever they operate in the world", said Rick Bertasi, Vice President and General Manager of Johnson Controls Global WorkPlace Solutions EMEA. "We are delighted that this unique Alliance, which embraces the challenges of cross-border operations to deliver consistently excellent WorkPlace services to BP, has been recognised with this first ever award. EuroFM acknowledge a clear need for pan-European solutions and we look forward to continuing our pioneering work in this area of the market."

"We are proud of getting such an important award, which is confirmation of the success of the Alliance and Wisag's innovative, professional and cost-effective service solutions. Our recipe for success is our qualified and motivated employees, whose engagement once more made this achievement possible and is our company's biggest competitive advantage", said Bernd Jacke, CEO of Wisag Service Holding in Frankfurt, Germany.

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Editor's Notes

High resolution images are available on request via Johnson Controls media contact.

Johnson Controls

Johnson Controls is the world's largest global real estate and facilities management business offering a single-source for real estate portfolio management, design and project management, strategic consulting, energy and facilities management services. With more than 14,000 employees located in 350 locations across over 50 countries, serving real estate portfolios and managing facilities of approximately 100 million square metres, Johnson Controls was recently named one of the Global Outsourcing 100 by the International Association of Outsourcing Professionals (IAOP).

Johnson Controls is a global leader in automotive experience, building efficiency and power solutions. The company provides innovative automotive interiors that help make driving more comfortable, safe and enjoyable. For buildings, it offers products and services that optimise energy use and improve comfort and security. Johnson Controls also provides batteries for automobiles and hybrid electric vehicles, along with systems engineering and service expertise. Johnson Controls (NYSE: [JCI](#)) has 136,000 employees in more than 1,000 locations serving customers in 125 countries. Founded in 1885, the company is headquartered in Milwaukee, Wisconsin. Its sales for 2006 fiscal year totalled \$32.2 billion. For additional information, please visit www.johnsoncontrols.com.

BP

BP is one of the world's largest energy companies, with almost 100.000 employees and well-established operations in more than 100 countries across six continents. The company's main activities are the exploration and production of crude oil and natural gas; refining, marketing, supply and transport; and the manufacture and marketing of petrochemicals. BP is also a global leader in solar PV.

Wisag

The WISAG Service Holding is with more than 8.500 customers and sales of 682 Mio. Euro in 2006 one of the leading service corporations with core business in technical and infrastructure services in Germany. The company employed in 2006 about 22.600 people in 120 locations. WISAG has the objective to fulfil customers expectations with innovative, professional and cost-effective solutions. The single corporation groups are leading providers in their branches. Among them Facility Management Services as Industrial and Technical Services, Cleaning, Security, Airport Services, Catering, Gardening and Landscaping, Parking Services as well as Facility Management Consulting. In 2007 WISAG purchased ABB Gebaeudetechnik (Germany) enhancing its portfolio of technical facility management.

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Sodexho

SODEXHO ALLIANCE, founded in 1966 by Pierre Bellon, is the leading global provider of Food and Facilities Management services, with more than 332,000 employees on 28,300 sites in 80 countries. For Fiscal 2006, which closed August 31, 2006, SODEXHO ALLIANCE had sales of 12.8 billion euro. Listed on Euronext Paris, the Group's current market capitalization is 8.4 billion euro.

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EuroFM

EuroFm is a Network of more than 75 organisations, all focussed on Facility Management. They are based in more than 15 European countries and represent professional (national) associations, education and research institutes and corporate organisations.

The open Network of professionals, academics and researchers generates a rich mix of activity, initiated by three network groups: the Practice Network Group, the Education Network Group and the Research Network Group. These Network groups form the core of EuroFM. The EuroFM members are involved in an open exchange of information and experience through meetings, seminars and workshops, through collaboration in research projects, sometimes funded by EC, and through the development of joint educational programmes. Proceedings of these activities are disseminated through the Network via the EuroFM Website, an annual conference and through newsletters, research papers and publications in Facilities.

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