



THE ROAD TO 2030



OpenWorks
Making Your World Work Better

THE ROAD TO 2030

10 YEAR TARGET

**100,000 SITES
\$1B Revenue**

**TO DISRUPT & DOMINATE THE
FACILITIES MANAGEMENT INDUSTRY
FOR MULTI-SITE CUSTOMERS**

OUR PURPOSE

**OpenWorks is a leader in facilities management,
delivering unparalleled quality and customer
service through a proven network of service
professionals and technology solutions**

OUR POSITION

**HONOR
COMMITMENTS**

**PASSION TO
SERVE**

**COLLABORATE
TO WIN**

**GROWTH
MINDED**

**DRIVEN TO
IMPROVE**

OUR CORE VALUES

MAKING YOUR WORLD WORK BETTER

OUR VISION



100,000 SITES
\$1B Revenue

MARKETING STRATEGY

Target Market/“The List”: (Ideal customer)

- Highly profitable, essential services – healthcare, education, transportation/logistics, property management, professional services,
- Multi-site, 10K-75K square feet
- 80% of sites in our 23 core markets
- Growth-oriented (expanding their business)
- Needs 5 day a week service
- Values uniformity and efficiency, outsourcing and a single provider to manage multiple services
- Values/Looking for ease of transaction, responsiveness, flexibility & results

Three Uniques:

“We handle our business so you can focus on yours”

1. Highly Engaged network
2. Professionalism
3. Single point of contact

“What Does This Look & Feel Like?”

3-YEAR target:

Future Date: 12/31/21

Revenue: \$200M

Profit (NARPB): \$18M

1-YEAR target:

Future Date: 12/31/21

Revenue: \$114.3M

Profit (NARPB): \$3.4M