



THE ROAD TO 2030



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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