



Interview to:



Paulo Marchioni

Real Estate & Procurement Associate Director at EY

Paulo Marchioni is Real Estate & Procurement Associate Director at EY, one of the big four consultancy companies in the world. We speak with him today to get to know the current challenges of Facility Management in a global company, his experience at CIFMers 2014 and his expectation for CIFMers LATAM

1. Could you briefly describe your current role in EY?

I'm the Procurement Manager for Latin America. I manage the building portfolio and products and services purchasing, as part of a unit within the Infrastructure Department.

2. You have recently faced the challenge of managing more countries from your position, how does the FM discipline add control when more countries are added to the model?

Last year in the Infrastructure Department we started an outsourcing process. The goal was to have very few providers or even just one for the entire region. Brazil was the pilot project and right now CBRE is our only provider. We have advanced a lot in Chile and Mexico which are our next countries to action.

3. In your opinion, what are the key aspects that Facility Managers need to take into account regarding workplace evolution?

At our Infrastructure Department we have had the goal of providing comfort and wellness to the users, managing at the same time effectiveness in cost reductions and keeping the high quality level the company expects.

4. You attended CIFMers 2014 in Madrid, what aspect of that edition was most decisive for you to take part again?

It was my first experience at a world forum. I learnt a lot by listening to different experiences that were based on modernity and efficiency. This made me reconsider values and ways of proceeding.

5. What new things do you expect from CIFMers LATAM?

We live in a digital era where every day surprises us with new technology applications. Together with this, our time is full of new ideas to reformulate our own processes with simplicity and surprising benefits.