



JONES LANG
LASALLE®

Real value in a changing world

Delivering *more*

A proven model for delivering
healthcare facilities predictably

Program Management Services /
Healthcare



Quick links

Delivering more
A proven model for delivering healthcare facilities predictably.

Program Management Services
Healthcare

Expect more

Healthcare delivery has never been so complex. And that means more resources are needed to get the job done. Jones Lang LaSalle's Project Management Services can help you manage the complexity of your business. From construction to delivery, we have the expertise to manage the project lifecycle. Our Project Management Services can help you manage the complexity of your business. From construction to delivery, we have the expertise to manage the project lifecycle.

EXPECT MORE

Driving value up and costs down

Doing wise up and costs down.

Driving value up and costs down

Delivering more

Delivering more.

DELIVERING MORE

Comprehensive and customized services

From standards services to a comprehensive package.

Comprehensive and customized services

The Right Diagnosis

Managing a healthcare construction project is a complex task. The Right Diagnosis is a proven model for delivering healthcare facilities predictably.

THE RIGHT DIAGNOSIS

A new approach to project management

A new approach to project management.

A new approach to project management

Total solutions

Total solutions.

TOTAL SOLUTIONS

Better outcomes

Better outcomes.

BETTER OUTCOMES
Case Studies 1

Better outcomes

Better outcomes.

BETTER OUTCOMES
Case Studies 2

Better outcomes

Better outcomes.

BETTER OUTCOMES
Case Studies 3

Better outcomes

Better outcomes.

BETTER OUTCOMES
Case Studies 4

Proven results

Proven results.

PROVEN RESULTS
Testimonials

In the know

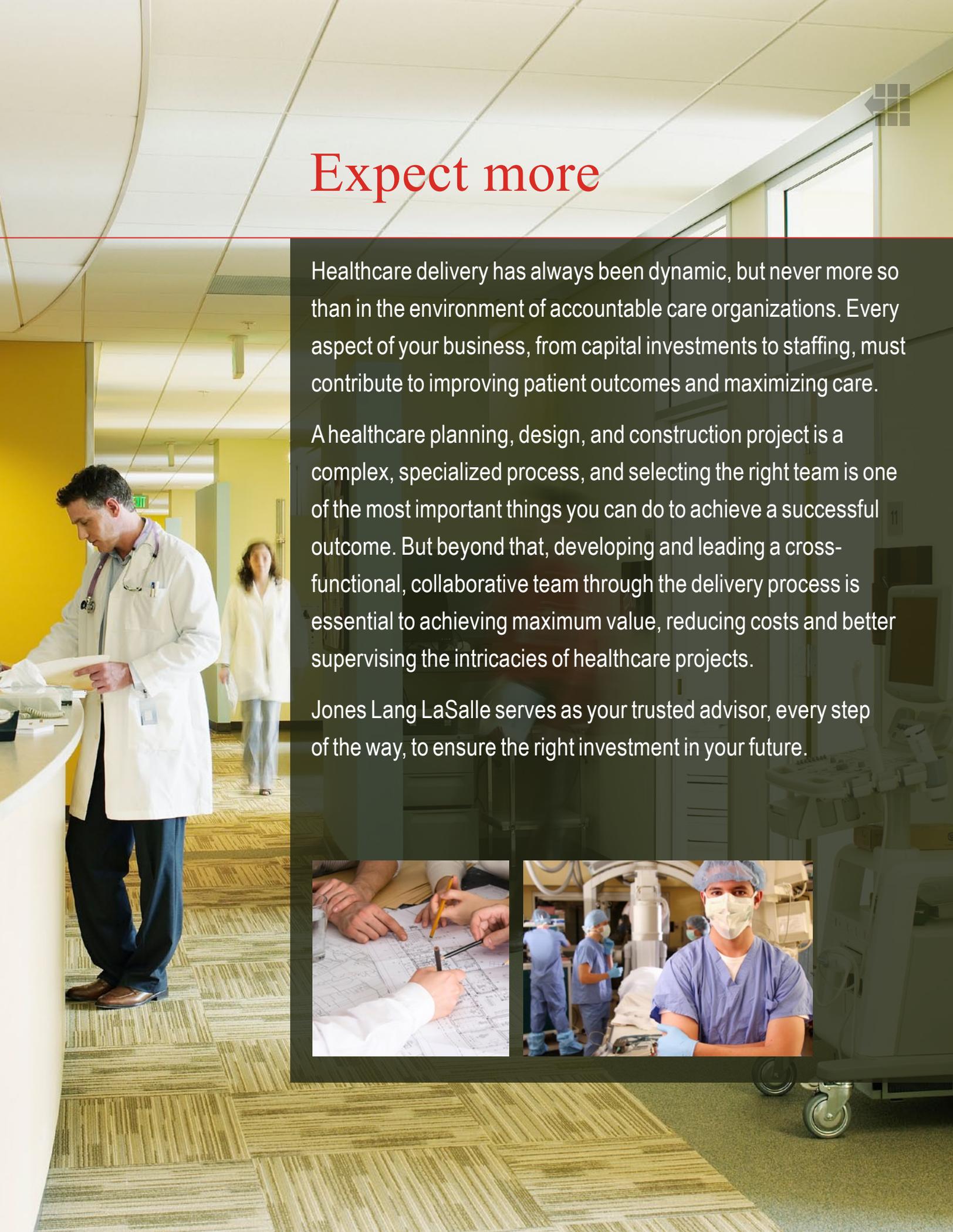
In the know.

IN THE KNOW
Press Room

About Jones Lang LaSalle

About Jones Lang LaSalle.

ABOUT JONES LANG LASALLE



Expect more

Healthcare delivery has always been dynamic, but never more so than in the environment of accountable care organizations. Every aspect of your business, from capital investments to staffing, must contribute to improving patient outcomes and maximizing care.

A healthcare planning, design, and construction project is a complex, specialized process, and selecting the right team is one of the most important things you can do to achieve a successful outcome. But beyond that, developing and leading a cross-functional, collaborative team through the delivery process is essential to achieving maximum value, reducing costs and better supervising the intricacies of healthcare projects.

Jones Lang LaSalle serves as your trusted advisor, every step of the way, to ensure the right investment in your future.

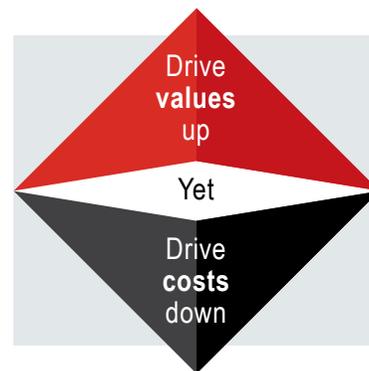




Driving value up and costs down

Create a healthcare facility that not only maximizes your patient care goals, but also optimizes your speed to market and more quickly generates new revenue streams.

As an extension of your staff and project partner, we provide the leadership to align teams, tools, processes and operations in a lean delivery model that drives value up and costs down.



Our approach to delivering more

We deliver value, as defined uniquely by each client, at every phase from design to delivery.

By combining our proprietary project management tools with lean delivery processes, we augment your internal team's capabilities and drive efficiencies in planning, design and construction. Working closely with you, we'll establish shared vision and goals, crystallize team commitment, and set the stage for positive team communications. This bottom-line thinking approach increases efficiencies and achieves the right balance among quality, cost, schedule and operating model for your culture. We create an environment where every team member can leverage his or her area of expertise, and build on each other's successes toward a common goal — a high-performance healthcare facility.

Good teams don't succeed without talent. Jones Lang LaSalle offers a deep lineup of top-tier healthcare project management experts from within the healthcare industry. From architects to engineers and hospital facility staff, our experts proactively lead every phase of your project. The result? We drive value up and drive costs down.



Delivering more

Smart managers know that the key to success is choosing the right team to support them. Forming the right team is especially crucial in complex healthcare construction projects. Owners need a partner who understands not only design and construction, but strategic, operational, quality, organizational and financial dynamics as well.

Owners need a partner who can deliver a sustainable business model that optimizes patient care.





From standalone services to a comprehensive package

Jones Lang LaSalle offers comprehensive and customized services for a challenging healthcare environment.

Our tailored approach to project management generates maximum value by offering standalone services for an individual part of a project, as a complete package covering an entire project from conception to closeout, or as any combination of services that meet your needs.

Our spectrum of services includes:

- Comprehensive program management
- Construction planning
- Project delivery consulting
- Strategic planning
- Financing
- Team selection
- Cost/schedule development and control

In addition to our program management services, Jones Lang LaSalle offers a full complement of planning/development services for our healthcare clients. [click to learn more](#)

Jones Lang LaSalle is the partner that delivers more.





The right diagnosis

Managing a healthcare construction project is very different than managing the design and construction of other building types. In this new era of healthcare delivery, you need more than “on time” and “on budget” to complete your building project. You need more than a typical approach to project delivery that segregates planning, design and construction.

You need D³ — Diagnose. Develop. Deliver.SM

D³ is Jones Lang LaSalle’s proprietary project approach that cost-effectively manages any project or project phase — from pre-planning through closeout — to achieve your project goals.





D³— A new approach to project management

D³—Diagnose. Develop. Deliver. gives you a strong foundation for project success. You'll experience a predictable outcome and peace of mind. In healthcare construction, time is money, so you can't let your project go on the critical list.

Compared to traditional project delivery processes, D³:

- Ensures that there are no gaps in the delivery elements required to succeed
- Ensures that capital projects are aligned with business strategies and improves revenue impact
- Facilitates project delivery and maximizes speed to market utilizing lean delivery processes
- Aligns and engages the entire project team
- Improves patient, physician and staff satisfaction

Your team will anticipate and avoid the problems inherent in complex construction.

D³ gives you confidence that:

- Your facility reflects your business and strategic goals
- Your staff members are confident that the facility will meet their care delivery model
- You can go to the board with a realistic, achievable budget and schedule
- Your investment will improve patient outcomes

Traditional project delivery vs. D³





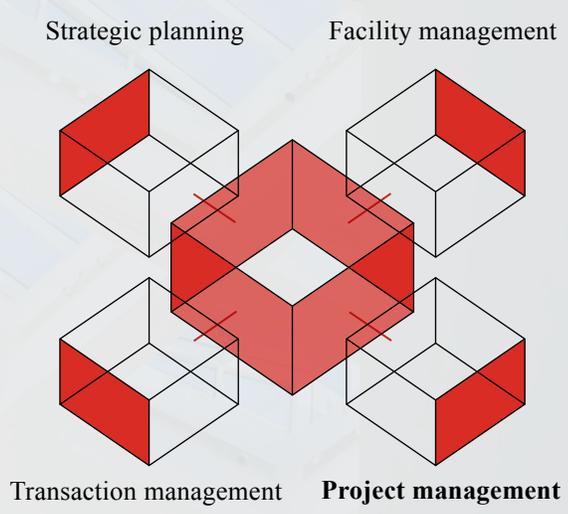
Total solutions

As healthcare delivery continues to evolve, you need a partner that can help you navigate the challenges ahead.

The integrated services delivery model of Jones Lang LaSalle's national healthcare practice positions your organization for the future by leveraging the expertise of dedicated industry experts in strategic planning, facility management, transaction management, and project development.

We help hospitals and healthcare systems unlock the strategic potential of their real estate portfolio to enhance and accelerate their business strategies, control costs and optimize patient care.

The Jones Lang LaSalle healthcare practice integration model





Better outcomes

CASE STUDIES



Parkview Health System

Fort Wayne, Indiana

- \$535 million, 960,000-square-foot new facility
- Aggressive delivery schedule
- Integrated team focused on the patient
- Currently ahead of schedule and under budget



University Medical Center Women's and Children's Hospital

El Paso, Texas

- 531,162-square-foot expansion and renovation to existing hospital
- 76 new women's patient rooms and 122 new pediatric beds
- Leading-edge trauma center, surgical department, imaging services
- \$330 million project budget, fast-track, nine-phase construction process



Virginia Commonwealth University Health System Critical Care Hospital

Richmond, Virginia

- 367,000-square-foot, 232-bed, \$167 million expansion
- Produced over \$6.5 million in savings
- Completed within schedule and budget
- Collaborative environment, aggressively driving innovation and cost control



Better outcomes

CASE STUDIES



Salem Hospital

Salem, Oregon

- \$282 million, 360,000-square-foot patient tower expansion
- Includes emergency department, ICU, imaging center and universal patient rooms
- New central plant, regional lab and backfill projects
- Team approach saved hospital six months in planning and entitlement phases



Jamestown Regional Medical Center

Jamestown, North Dakota

- \$52.4 million, 121,000-square-foot greenfield replacement hospital
- 50,000-square foot attached MOB consolidates services from three clinics
- Vision to create a template for the future of rural healthcare delivery
- State-of-the-art Critical Access Hospital
- New hospital was dedicated on July 22, 2011



CHRISTUS St. Frances Cabrini Women's & Children's Pavilion

Alexandria, Louisiana

- \$85 million, 190,000-square foot campus expansion
- Includes 17 LDRPs, 12 NICU bassinets, two C-section rooms, 30 patient rooms and emergency department expansion
- Completed on schedule, \$300,000 under budget



Better outcomes

CASE STUDIES



Northeast Georgia Health System North Patient Tower

Gainesville, Georgia

- \$188 million, 453,000-square foot expansion and renovation
- 23-room operating suite, 96 Med/Surg beds, 32 ICU rooms
- Early engagement of mechanical, electrical, plumbing, and drywall subcontractors protected 55+% of the construction Direct Cost of Work during a period of high construction inflation
- Cost management resulted in \$9.38 million cost savings reinvested as additional scope to the project



Northeast Georgia Health System Women's & Children's Pavilion

Gainesville, Georgia

- \$50 million, 108,000-square foot expansion and renovation
- 18 LDRs, four C-section rooms, eight bassinet NICU, 18 neonatal intermediate care bassinets, 48 postpartum rooms, eight triage rooms and eight antepartum rooms
- Multi-phased construction completed on time, with \$3 million savings



Bronx-Lebanon Hospital Center Ambulatory Care Center

New York, New York

- \$46 million outpatient clinic consolidation
- 66,000-square foot high rise on tight urban site
- Maintained aggressive schedule despite impacts of unforeseen conditions
- Intricate logistics plan to allow construction to continue with minimal impact to pedestrian / vehicular traffic



Better outcomes

CASE STUDIES



North Shore Long Island Jewish

New York, New York

- Managed multiple programs of the project in various stages of development from pre-design to close-out
- 450,000-square foot facility devoted exclusively to outpatient care includes cancer center expansion, radiation oncology department, surgical oncology, gynecologic oncology and imaging expansion
- Pre-fabrication, early purchasing to expedite project schedule
- Adaptive re-use of old manufacturing plant required extensive site remediation



Metrontario Group Life Science Plaza

Houston, Texas

- \$98 million new hospital adjacent to the Texas Medical Center
- 308,000-square foot hospital and medical office building houses ambulatory surgery, medical offices and a long-term acute care hospital
- LEED Gold certified
- Project completed on-time, under budget



New York Presbyterian Hospital Infrastructure Upgrade

New York, New York

- Program management workplan for \$1.2 billion infrastructure upgrades
- Includes Cornell, Columbia Presbyterian and the Allen Hospital campuses
- Project management for Phase I, \$200 million, 4-year plan



Proven results

TESTIMONIALS



“Our Jones Lang LaSalle team brings a combination of experience, skills and tools that has added significant value throughout our hospital construction project. Jones Lang LaSalle has brought the resources to our project to keep it running smoothly despite a number of potential obstacles. I sleep well at night knowing they are on top of all aspects of the project.”

Mark Hisey *Vice President for Changing Spaces*



“Our Critical Care Hospital has been a challenging project. From site issues to escalating construction costs, the challenges have been numerous. Jones Lang LaSalle has done an excellent job overcoming these challenges and leading our design and construction teams with a letter perfect Project Manager process and plan.”

Darrell Johnson *Vice President, Support and Professional Services*



“Jones Lang LaSalle has been everything we had hoped they would be ... knowledgeable and dependable leaders that have guided us through our extremely complex building program. Their value to us has been immense.”

Maria Zampini *Vice President, Ancillary and Support Services*



“When we decided to engage a design-build firm for our new hospital, we recognized that we needed specialized expertise to oversee the numerous challenges of new hospital planning and construction. Jones Lang LaSalle brought the expertise and proactive leadership that saved us time, money, and ultimately delivered an outstanding replacement hospital to better serve our patients and their caregivers. Their entire project team focused on our goals with integrity, honesty and enthusiasm. They provided tremendous value to the hospital and our community.”

Scott Batulis *President / CEO*

Wayne Becker *Vice President, Support Services*



In the know

PRESS ROOM



Maternal / Child Care in The Sun City ...

University Medical Center of El Paso will be holding a ribbon cutting ceremony for its new Women's and Children's Hospital on October 29, 2011.



Dedicated to healthcare ...

Dedication for the new **Jamestown Regional Medical Center** replacement hospital in Jamestown, ND was July 22, 2011. [Click for case study](#)



Regional color ...

Orange Regional Medical Center in Middletown, NY opened on July 29, 2011.



Jones Lang LaSalle is proud to present ...

At this year's **Healthcare Design Conference**, the world's premier conference devoted to evidence-based design for healthcare buildings, Jones Lang LaSalle is presenting a case study of Jamestown Replacement Hospital in Jamestown, ND. Visit us at **Booth #258**, November 13 – 16, 2011, Nashville, TN. [click for conference site](#)



Real value in a changing world



Jones Lang LaSalle (NYSE:JLL) is a financial and professional services firm specializing in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate. With 2010 global revenue of more than \$2.9 billion, Jones Lang LaSalle serves clients in 70 countries from 1,000 locations worldwide, including 200 corporate offices. The firm is an industry leader in property and corporate facility management services, with a portfolio of approximately 1.8 billion square feet worldwide. LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse in real estate with \$45.3 billion of assets under management. For further information, please visit our website, www.joneslanglasalle.com.

Healthcare Solutions works with hospitals throughout the country to achieve optimized efficiency, flexibility and cost saving through program management, facility management, hospital and medical building construction, healthcare finance, hospital operations, location strategy and real estate transaction management services. The firm has consistently ranked as one of the top five development firms by Modern Healthcare.

Learn more about Jones Lang LaSalle Healthcare Project and Development Services online [here](#).



Click here to see our online portfolio at
www.us.joneslanglasalle.com/pdspportfolio

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