



 **Scheer Partners**  
*A Reputation for Results*

# **FACILITY MANAGEMENT SERVICES**

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DELIVERING RESULTS FOR  
FACILITY PERFORMANCE



# We Are

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Scheer Partners' goal is to enhance the value of our clients' facilities. In partnership with each client, we create a responsibility matrix that allows Scheer's team to monitor, measure, and control the multiple and diverse facility services inherent in a tenant's facility operations. This helps us to promote transparency and communication between us and our clients. Our administration ensures the safety of the asset, and the welfare of our tenants' interests.

Throughout 30+ years of serving the life sciences community, Scheer Partners has curated unique solutions to address the challenges biotech and life sciences companies experience throughout all their stages of life. Our partnership provides you the freedom to focus on the science while we attend to the details.

Scheer's Facility Management team partners with tenants to ensure that their lab and office space needs are met promptly to allow scientists to concentrate on their trailblazing work.

# What We Do

Our team of exceptional facility and portfolio managers discerns each tenant's facility needs. With open communication, personal attention, and an unsurpassed level of service, our objective is to lead with our best, and to enhance your productivity in your facility.

## Facility Operations

Systems and energy efficiency, preventative and recurring maintenance, and vendor selection and procurement

## Financial Management

Budgeting, overseeing revenues and expenditures, financial reporting, and lease administration. This involves managing Common Area Maintenance (CAM) and Operating Expense (OPEX) reconciliations, ensuring accurate allocation of shared costs, and conducting lease reviews to verify compliance with financial obligations, rent escalations, and tenant billing adjustments.

## Systematic Approach

We pride ourselves on accountability, attention to detail, and the systematic completion of detailed plans based on a comprehensive needs analysis completed with our clients to determine the most beneficial and economical solutions.

## Tenant and Owner Relations

Clean, comfortable, and safe environments for our tenants, and ongoing, consistent communication between owners and tenants





# ENGINEERING EXPERTISE

Since 1991, Scheer Partners has provided property and facility management services to our clients. Our expertise spans from life science and R&D facility to medical, office, and flex properties.

## Our Experts

Our team of highly trained and qualified experts collectively bring over 150 years of experience to your project.

We believe that open, proactive communication, personal attention to our clients and their tenants, and unsurpassed service levels are the hallmarks of Scheer Partners. Our objective is to enhance the value of our client's real estate holdings.

## Team Approach

The Facility/Engineering Management team works very closely with the Building Engineer to coordinate all necessary maintenance and repairs. The team will communicate with the tenants/owners about any work that will affect them or their guests. The Engineering team responds promptly in real time and follows up with

Management to ensure resolution of all issues in a timely manner.

Our mobile engineering teams help drive efficiencies and client satisfaction by offering a 12-hour day shift coverage from 6:00 am to 6:00 pm. The extended coverage gives clients unmatched operations and maintenance services at reduced pricing.

Services include response to all mechanical, electrical (breaker resets and minor repairs or adjustments to switches and receptacles), plumbing (minor repairs on sinks, toilets, and other related items), light bulb changes, and any other general maintenance need that may be reported. Other recurring or maintenance services will be contracted out and managed by management. Requests can also be submitted via a maintenance email to the whole team.

## Vendor Collaboration

Our team has access to a global network of licensed experts that can handle our niche markets. Their performances are reviewed on an annual basis through a vendor evaluation process to ensure they are providing our clients with best service possible. Our extensive vendor relationship allow us to pass through our exclusive pricing and savings to our clients.

# Responsibilities Summary

Facilitated by Scheer Partners Facility Management:



## HVAC

- Tenant Specific RTU
- Tenant Specific Water Heater
- Tenant Specific Exhaust Fan
- Tenant Specific HVAC Automation



## PLUMBING

- Interior Restrooms
- Interior Kitchen Sinks
- Interior Water fountains
- Water bottle filler filters
- Tenant Specific Backflows



## ELECTRICAL

- Additional Outlets
- Additional Circuits
- Building Standard Fixtures
- Generator Equipment



## JANITORIAL

- Office Area\*
- Interior Sanitization
- Lab Space

*Lease specific - The tenant could be responsible for the janitorial services in all spaces.*



## LABS / LAB EQUIPMENT MAINTENANCE

- Warranty Expiration Tracking
- Cold Rooms\*
- Ice Makers\*
- Fume Hoods\*
- Incubators\*
- Freezers/Refrigerators\*
- Autoclaves\*
- BSC\*
- Liquid Nitrogen/CO2\*
- Eye Wash Stations
- Emergency Showers
- Lab Relocation
- Lab Space Planning



*\*Contracted through our 3rd party vendors.*

*Contracting with Scheer Partners will result in discounted preferred pricing.* FACILITY MANAGEMENT SERVICES | 9

# REPUTATION FOR RESULTS

**Scheer Partners** provides high quality, reliable facilities management, and superior maintenance services.

Our team performs so our clients can achieve ideal results in their assets.



Arcellx has renewed their facility management contract with Scheer Partners three times and upon each renewal the team continues to exceed our expectations. Scheer allows us to be the tenant while they navigate the complex relationship between building ownership and the end user. They are extremely responsive and easy to work with. I am comfortable asking them to handle anything requested from routine maintenance and issues with our HVAC, to handling our in-house construction projects.

STEPHANIE GRAY, ADMINISTRATIVE SERVICES MANAGER  
ARCELLX, INC.

## Our Team



**Ayesha Murray**  
Vice President, Facility Management



**Daniella Rojas**  
Portfolio Manager



**Merv Hamer**  
Senior Facility Manager



**Gordon Smith**  
Operations Manager

# Our Projects



**City Garage I** | BALTIMORE, MD  
100,000 +/- SF BIOTECH



**550 Blair Mill I** | HORSHAM, PA  
100,000 +/- SF BIOTECH



**1850 Gravers I** | PLYMOUTH MEETING, PA  
100,000 +/- SF BIOTECH



**1450 Research I** | ROCKVILLE, MD  
60,000 +/- SF BIOTECH



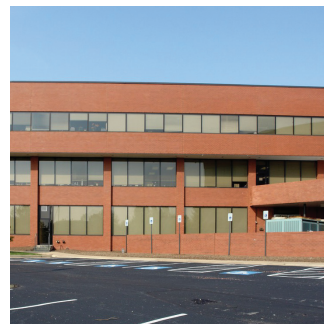
**800 King Farm I** | ROCKVILLE, MD  
ARCELLX - 57,092 SF - BIOTECH



**9640 Medical Ctr I** | ROCKVILLE, MD  
ONCO4 - 34,459 SF - BIOTECH



**140 Thomas Johnson I** | FREDERICK, MD  
20,436 SF - MEDICAL



**9600 Medical Ctr I** | ROCKVILLE, MD  
HANSOH BIO - 17,480 SF - BIOTECH



**9900 Medical Center I** | ROCKVILLE, MD  
16,482 SF - BIOTECH

# Our Work

Not all properties are the same, so why should they be managed the same? We provide high quality, tailored property management and maintenance services which deliver results. The results are satisfied clients, high tenant retention rates, minimized operating expenses, and increased building values.

Here is how we maximize your profits and assets' performance:

- Systematic Approach
- Knowledge and Expertise
- Asset Enhancement
- Cost Savings Solutions



It's been a pleasure working with Scheer, who are extremely knowledgeable in all that they do. From operations to financial reporting, including budgeting and year-end reports, Scheer shows the utmost competence and proactively communicates throughout the entire process.

NATALIE WONG, SENIOR MANAGER, CORPORATE ACCOUNTING  
ALEXANDRIA REAL ESTATE EQUITIES

## Recent Clients:



# HANSOH BIO CASE STUDY

## CHALLENGE:

Hansoh Bio, a Maryland based R&D dedicated to discovering and developing novel therapeutics, occupies 17,000 square feet of office and lab space. Per their lease, they are responsible for the mechanical equipment in their penthouse, inclusive of AHUs, chillers, hot water heaters, boilers, etc. Upon routine Scheer Engineering inspection, it was discovered that the 250-gallon hot water heater had a constant leak that if not addressed would result in major damage. Therefore, we had to remove and replace the hot water heater quickly. Concerned that down equipment would reduce productivity, Hansoh Bio reached out to Scheer Partners for assistance.

## ACTION:

Scheer Engineering ascertained that based on client use, a smaller hot water heater was a viable choice. By obtaining quotes from four of our trusted vendors for both electric and gas hot water heaters, we were able to negotiate an aggressive rate, along with concessions on labor costs. We leveraged our market knowledge, strong negotiation skills, and communication practices with Hansoh Bio throughout the entire process.



## RESULTS:

- Obtained a brand new 50-gallon electric hot water heater
- Smaller and more efficient unit installed
- Negotiated a credit of over \$25,000 from building ownership
- Arranged the removal of the old hot water heater
- Received an expense allowance that covered all electrical upgrades
- 3.75% savings over the remaining 10-year term



We have found Scheer Partners to be very professional, dependable, and highly responsive partners, especially when assistance is needed in managing emergencies, facilities issues, projects, and locating resources. Their response time is impressive, which demonstrates that they care about their clients. Since Scheer Partners is deeply connected with the biotech sector, they have a treasure trove of resources they willingly share, that have been invaluable to our company's well-being. One example is access to their vetted contractors which is a significant time saver for us. I have great respect for the team since they take the time to ensure that our needs are addressed and that we are well informed to make great decisions. I thoroughly enjoy working with every member of the team and find their services to be exceptional. I highly recommend them for your Facilities Management needs.

DEB CARBOTT, OPERATIONS MANAGER  
HANSOH BIO



# FACILITY MANAGEMENT SERVICES

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**Scheer Partners, Inc.**

Headquarters - 15245 Shady Grove Rd, North Building, Suite 210, Rockville, MD 20850

Philadelphia - 50 S 16th St, Suite 1700, Philadelphia, PA 19102

T. 301-337-4700

E. [amurray@scheerpartners.com](mailto:amurray@scheerpartners.com)

[www.scheerpartners.com](http://www.scheerpartners.com)