



## **Company Overview**

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Facility Logix is a real estate consulting firm specializing in integrating business development, marketing, facilities planning and development, and management services for the life science and technology industries.

Our clients include commercial real estate firms and developers, biotechnology companies, public and private institutions and economic development organizations.

Our core focus is helping our clients to assess short and long term development and facility needs in relation to business goals, identify and execute appropriate development strategies, and improve operational management.

## **Patricia L. Larrabee, President**

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Pat is founder and President of Facility Logix and brings over 20 years of experience to the biotechnology real estate industry, including experience as a bench researcher. For the past 12 years, she has blended her technical knowledge with the facility-related needs of the industry, advising developers in a variety of purpose-built facilities, and overseeing significant facility expansion programs for clients such as Avalon Pharmaceuticals and Covance, as well as the development and management of technology-based incubators.

Pat's knowledge of real-estate issues as they apply to technically intense facilities, coupled with her deep understanding of the industry, and an extensive national and international network gives her a focused ability to articulate clients' specific needs and to develop specialized, creative strategies to address those needs as they apply to technology real estate challenges.

Prior to founding Facility Logix, Pat served as the Executive Vice President for Scheer Partners' Biotech Services Group, a first-of-its kind fully integrated real estate group dedicated to serving the needs of the biotechnology industry. She holds an M.S. in Biotechnology Management from the University of Maryland University College and a B.A. in Biology from the University of Vermont.

Pat sits on the Board of Directors for the East Baltimore Incubator Corporation and has been an active participant on the Maryland Technology Development Corporation's (TEDCO) statewide Incubator Technical Advisory Committee for several years.

## **Services**

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### **Strategic Planning**

Whether your firm is looking to determine its future technology facility needs, set strategies for entering new markets or catalyzing the development of a biotechnology-based economic cluster, Facility Logix has found that the best overall strategies are those

that incorporate industry knowledge, real-time market information and the confluence of technology requirements with business goals.

To help clients develop sound, comprehensive, executable strategies that minimize uncertainties and risk associated with venturing into new areas, our strategic planning services include:

- Feasibility studies
- Space programming
- Pro Forma budget generation
- Multiple site/option planning & analysis
- Marketing strategy development
- Prospect identification & development
- Lead generation
- Proposal development
- Concept development
- Needs assessments
- Asset positioning and packaging
- Risk identification and minimization strategy development

### **Business Development & Marketing**

Entering the life sciences real estate market or building additional market share can mean climbing a steep learning curve. A lack of publicly available market information specific to the industry's facility needs, coupled with complicated terminology and technical requirements, established players and cluster markets, and significant capital investment needs, serve to create significant hurdles to successfully capturing market share and maximally positioning laboratory real estate product to achieve desired lease-up and investment return targets.

Facility Logix's extensive international network of contacts, real-time market knowledge, and technical industry understanding are leveraged to rapidly generate client credibility, industry and investment community awareness, and development and sound execution of your company's and building portfolio's marketing plans.

- SWOT analysis
- Marketing plan development
- Development of collateral materials
- Prospect source identification
- Marketing plan implementation
- Lead generation
- Prospect qualification
- Presentation and offering package development

## **Facility Development**

Any facility development or capital improvement project can be complicated. Life science and technology facilities elevate the degree of complication to a new level.

Facility Logix's facility development services are designed to assist clients in understanding existing conditions, evaluating various options to meet either market demand or company requirements and providing oversight of multi-disciplinary teams to guide clients through the facility development process, saving them time, money, and personnel resources

Our facility development services include:

- Site evaluations
- Project management services
- Bioprocess design criteria development
- Vendor qualification and selection
- Preparation of project budget and schedule
- Project budget and schedule control
- Management and oversight of design, engineering, construction, specialty, and validation contractors
- Risk management

## **Operations Management**

Life science and technology facilities are significantly more complex than other commercial spaces. Facility Logix's goal is to ensure that the environment functions as intended on performance measures and meets operating budget objectives.

From maintaining critical environments, to overseeing compliance inspection programs, to minimizing workplace hazards and more, Facility Logix brings an integrated approach to facility management, including:

- Compliance issues
- Risk/loss control inspections and recommendations
- Incubator management
- Facility management
- Productivity enhancement plan development & implementation
- Preventive maintenance plan development
- Standard Operating Procedure generation
- Capital improvement planning