

**Working table "Context, strategy, organisation and communication"**

**Agenda of the meeting in Vienna 11th - 12th of April 2011: "Portfolio management – challenges and solutions"**

**The meeting will take place at BIG: Hintere Zollamtstraße 1, 1030 Wien**

	<b>11<sup>th</sup> of April</b>	<b>Speakers</b>
12.00 - 13.00	Welcome and joint lunch	
13.00 - 13.15	Agenda presentation and introduction to the theme of the network meeting	Thomas Wenzell Olesen <i>Denmark</i>
13.15 - 14.00	Short introduction by each participants <i>"What is new in terms of your portfolio management" (challenges and possibilities)</i>	All participants (approx. 5 minute each)
14.00 - 14.45	<b>Workshop 1:</b> The property strategy <i>Presentation + Q&amp;A session</i>	Aldo Looijenga <i>Netherlands</i>
14.45 - 15.00	Break	
15.00 - 15.45	<b>Workshop 1:</b> The property strategy <i>Presentation + Q&amp;A session</i>	Diego Rossano <i>Italy</i>
15.45 - 16.45	<b>Workshop 1:</b> The property strategy <i>Deliberation in smaller groups and presentation of debates</i>	-
16.45 -17.00	Break	
17.00 - 17.45	<b>Workshop 2:</b> Models of segmentation <i>Presentation + Q&amp;A session</i>	Peter Hoeflechner <i>Austria</i>
17.45 - 18.45	<b>Workshop 2:</b> Models of segmentation <i>Deliberation in smaller groups and presentation of debates or joint discussion on the topic</i>	-
18.45 - 19.00	Conclusion of day 1	Thomas Wenzell Olesen <i>Denmark</i>
19.00-	Dinner	

	12 <sup>th</sup> of April	Speakers
8.30 - 8.45	Introduction and agenda presentation	Thomas Wenzell Olesen <i>Denmark</i>
8.45 - 9.30	<b>Workshop 3:</b> PPP and private tenancies <i>Presentation + Q&amp;A session</i>	Signe Primdal Rahbek <i>Denmark</i>
9.30 - 10.30	<b>Workshop 3:</b> PPP and private tenancies <i>Deliberation in smaller groups and presentation of debates</i>	-
10.30 - 10.45	Break	
10.45 - 11.30	<b>Workshop 4:</b> Resource optimisation <i>Presentation + Q&amp;A session</i>	Sabine Lorscheid <i>Germany</i>
11.30 - 12.30	Lunch	
12.30 - 13.10	<b>Workshop 4:</b> Resource optimisation <i>Joint discussion</i>	-
13.10 - 13.30	Summary, conclusion and next step	Thomas Wenzell Olesen <i>Denmark</i>
13.30 - 15.30	Property visit	
(19.00 - )	<b>Joint dinner</b> with the participants of the Working Table “Legal Framework & Public Procurement Law” at restaurant ( beer garden )	

## Workshop overview

Please find the questions for the different workshops below

### Workshop 1: The property strategy

#### The role of the strategy

- *What are the main strategic areas and targets in your portfolio strategy?*
- *How do you use the portfolio strategy as a management tool?*
- *What is the role of your property strategy today, and what could this role be in approx. five years?*

#### Revenue

- *Which possibilities/options does your agency have to generate income, or save expenses, by alternative ways of portfolio management?*
- *To what extent can your agency reinvest generated financial budgets?*

#### Experiences with co-operation between public real estate organizations

- *Are there experiences with co-operation between public real estate organizations in the use of housing? How is the co-operation organized?*
- *Have there been any merges of different public real estate organizations in member states? What was the driving force and how are the experiences?*
- *Are there any upcoming merges?*

### Workshop 2: Models of segmentation

- *How is your property portfolio segmented?*
- *How is your model of segmentation related to the property portfolio strategy?*
- *How is the model utilised in relation to concrete portfolio decisions?*
- *What are the strengths and weaknesses of the model?*

### Workshop 3: PPP (public private partnership) and private tenancies

- *How is your property portfolio composed?*
- *What is your strategy for PPP and private tenancies?*
- *How has the use of PPP and private tenancies developed over time?*
- *What determines the use of PPP and private tenancies?*
- *What strengths and weaknesses are connected to the use of PPP and private tenancies?*

### Workshop 4: Resource optimisation within the property portfolio management

- *What initiatives have been launched (area optimisation, co-location etc.)?*
- *Which initiatives have had a positive effect, and which did not obtain the expected outcome? What elements were decisive?*
- *Are there an unexploited potential, and how is this handled?*
- *Which themes concerning resource optimisation could be interesting to explore further at the meeting in Holland?*