

## In safe hands

Globe Williams International has grown from humble beginnings to become a leader in the facilities management sector. With a strong focus on forging close relationships with its clients we find out what sets this company apart from its competitors



Globe Williams International was established in Australia in 1999. Our commitment to total Facility Management Services has seen our company rapidly grow into a multinational organisation with 14 offices across East and West Europe and the Asia Pacific region. Representative offices have recently opened in North America and Africa.

At Globe Williams, we're motivated and inspired every day by how our customers use our services to benefit their daily operations. We offer a full range of services to businesses in a diverse range of industry segments across the globe. Our divisions offer the greatest potential to serve our clients.

Globe Williams International - as a company it values integrity, honesty, transparency, excellence, mutual respect, continual self-improvement and commitment to all its major stakeholders. This is never more evident than in its three key senior personnel; CEO and founder Peter Souvatzis, Board Member John Kalaitzopoulos and Managing Director of Australasia, Kathi Mavrothalassitis.

Peter Souvatzis, graduate of the Athens University of Law and holder of a Masters in International Law, went on to found Globe Williams International in Melbourne, Australia. From its humble beginnings, Peter has overseen its growth into a true multinational company with a multi-million-dollar operation. Operating in 14 countries worldwide, his strategy of local acquisitions and association with credible local partners has proved to be a successful model in the company's continued expansion.

John Kalaitzopoulos came on board in 2002 and was instrumental in the company's expansion across Europe. John's background as a graduate of Economics and Advertising has proved to be an invaluable asset and continues to oversee its European operations by serving on the Globe Williams' global board.

With over 15 years experience as a senior key player in Australia's financial markets, Kathi Mavrothalassitis joined Globe Williams in 2004. A Masters in Applied Science, an MBA and a degree in Clinical Psychology, Kathi serves as the company's Australasian managing director. Kathi has overseen the company's growth as a major FM player in

the Australian market and its expansion into the Asia Pacific region.

The next three to five years promise to be exciting as Globe Williams look to further introduce their services in developing economies where facilities management is at its infancy. It is this geographical approach that has allowed Globe Williams target nations such as Cyprus, Jordan, Albania and Bulgaria with a great deal of success.

Next on the agenda will see Globe Williams target the Americas including Brazil, Chile, Mexico and Colombia while further stamping its imprint on Europe in countries such as Turkey, Ukraine and Russia. The Middle East will not be spared either - especially with the local partnership of Darat Holdings under the guidance of its CEO and GW Jordan vice president Dr. Khalid Al Wazani - with countries such as Egypt, Iraq, Morocco and Qatar, the latter proving to be crucial, particularly with the upcoming 2022 World Cup.

At Globe Williams, forging relationships with their clients is of paramount importance.

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Whether it is specific project management or ongoing operations, all staff at Globe Williams work closely with their clients to better understand and grasp what the best possible outcome can be achieved. Establishing partnerships with agencies such as CBRE, Goodman's Group and Portland Group in Australasian and CBRE, SMI and key FM in EMEA has given them the confidence to approach national and multinational companies and offer Globe Williams' services and expertise as a real alternative to traditional FM companies. Clients such as Nestlé, Pacific Brands, NSN, Barclay's Bank, Bank of America and Royal Bank of Scotland to name just a few are among the ever growing list of "partners" on the Globe Williams roster.

In order to successfully deliver full facilities management, Globe Williams commits to representing the contract in a manner that represents best industry practice in staff training, contractor management and contract review. In developing the final contract and KPIs, both parties need to have clear objectives of service delivery standards and compliance to all facets of regulatory and industry expectations.

We are committed to our customers and partners and have a passion for continuous improvement and development. As facility managers, we make it our highest priority to serve these premises professionally in order to preserve and increase their value and prolong asset life. We recognise that the properties entrusted to us represent the hard work and achievements of our customers. To meet the individual needs of our clients, emphasis is given on customised and responsible service.

We take on big challenges and pride ourselves on seeing them through. We hold ourselves accountable to our customers, partners, and employees by honoring our commitments, providing results, and striving for the highest quality.

Our geographic reach, our unique way of supervision and management through the revolutionised "verticalisation of works" and our partnership / long standing relationship with our clients, elevates Globe Williams to an extraordinary performer in today's FM business world.