

TRIRIGA® Integrates with SAP

Optimizing the Value of an Integrated Real Estate Management Lifecycle

Highlighted SAP and TRIRIGA Integration Clients

City of Edmonton
 Deloitte
 DTE Energy
 Medtronic
 Raytheon
 Sacramento County
 Woodside Energy Ltd.
 World Bank

TRIRIGA and Deloitte

TRIRIGA and Deloitte are strategic partners that work together to develop innovative solutions to the most pressing challenges facing companies today. Deloitte has deep alliances with both TRIRIGA and SAP and develops ERP integration strategies required to assist companies in achieving the maximum value from their Real Estate Management Lifecycle.



Real Estate Assets are the Cornerstone to Success Today

Real estate and facility assets rank as two of the four highest costs of business within most organizations. They are the greatest long-term liability and are typically 35% of most organizations' balance sheets. Due to the magnitude of the investments involved, even small variances in real estate costs impact an organization's financial performance greatly. In addition, these very same real estate assets contribute to 48% of energy consumption and greenhouse gas emissions. Strategies focused on the reduction of buildings' environmental impact represent the greatest opportunity to further increase shareholder value.

As a result, today's workplace executive faces multiple stakeholders and objectives in managing real estate assets for performance. Now often reporting directly into the C-suite of the organization, the workplace executive has not only his operational role to efficiently and effectively manage real estate assets and operations but also fiduciary responsibility to reduce the costs of operations, increase asset effectiveness and the societal responsibility to achieve environmental sustainability and reduce greenhouse gas emissions.

While the workplace executives' accountability to their organizations has increased, the real estate function lacks adequate technologies to measure, manage and drive performance from real estate assets and operations. Over 90% of organizations today rely on disparate databases and systems that lack the information and tools to align real estate strategy with overall operational, financial and environmental goals; to manage real estate assets from acquisition to disposition; and to measure the performance of real estate operations to achieve strategic goals.

A single application software suite, however, known as an Integrated Workplace Management System (IWMS) provides the critical tools and technologies to measure, manage and drive real estate performance. IWMS brings together the disciplines of real estate, construction/ project management, facility management, maintenance operations, performance management and environmental sustainability into a single Web-based technology platform. IWMS provides all the capabilities necessary to manage the entire real estate lifecycle for improved operational, financial and environmental performance.

Recognized by leading industry analysts as the best-in-class solution, TRIRIGA provides the industry's most extensive functionality in a fully-integrated IWMS solution. TRIRIGA's extensible technology provides customers with unmatched business agility to rapidly configure and reconfigure the application based on customers' changing needs. Deloitte is a strategic TRIRIGA implementation partner with broad expertise in implementing and integrating enterprise software application suites. Together, TRIRIGA and Deloitte deliver exceptional real estate software products and solutions with pre-defined leading real estate best practices.

Core Competencies

TRIRIGA - Integrated Workplace Management System	SAP - Financials, Human Capital Management, Supplier Management
Portfolio Management <ul style="list-style-type: none"> Master list of real estate assets & detailed locations 	Lease Payment Processing <ul style="list-style-type: none"> Payments Credits Lease accounting
Real Estate & Leasing <ul style="list-style-type: none"> Lease administration & contracts Transaction management Real estate scenario analysis planning Tenants, billing schedules, and reconciliation 	Asset Management <ul style="list-style-type: none"> Master list of non-property assets Condition monitoring & metering Asset depreciation
Facilities Management <ul style="list-style-type: none"> Service management Space management / CAD integration Move management Asset management / Condition assessment 	People & Organization <ul style="list-style-type: none"> People data Organization & regional hierarchy
Operations & Maintenance <ul style="list-style-type: none"> Call center support / Employee self-service 	Plant Maintenance <ul style="list-style-type: none"> Preventive / Corrective maintenance Resource management Safety
Corporate Services Management <ul style="list-style-type: none"> Reservation management & hoteling Housekeeping 	Contract Management <ul style="list-style-type: none"> Vendor management Asset / Service / Work related Purchase orders
	Inventory & Procurement Management

The Need for Best-In-Class IWMS Solution to Manage Real Estate Assets

Many real estate and facilities organizations today wish to use best-in-class TRIRIGA IWMS to support the end-to-end business processes of real estate lifecycle management and to meet their real estate performance goals. Organizations that use SAP have found that TRIRIGA is an excellent complement to their overall ERP goals. The drivers for this combined approach are based on three main requirements:

First, organizations require a solution that allows the complete automation of real estate business processes in a single enterprise-class offering. TRIRIGA IWMS provides a comprehensive and integrated application suite to measure and manage real estate assets and operations across the entire lifecycle from acquisition to the disposition of real estate assets including construction, facility management and maintenance.

Second, organizations look for a solution to provide leading Real Estate industry practices. Founded by accomplished executives in facilities, real estate and construction with more than 20 years of industry experience, TRIRIGA IWMS offers over 700 leading corporate real estate management processes, over 300 pre-defined reports and over 100 performance management metrics to achieve greater financial performance from real estate assets and operations.

Third, organizations are looking for enterprise-class technology that can scale, adapt and extend the critical capabilities of their ERP systems to manage real estate assets and to provide the best functional fit for Corporate Real Estate organizations. Leveraged on hundreds of implementations that include ERP integrations, TRIRIGA provides the necessary integration tools and framework to seamlessly connect the TRIRIGA IWMS solution to ERP systems at the data, process and even user interface layer. The combination of TRIRIGA and a tight integration with SAP financial transactions provides the necessary transparency and single source of truth for real estate assets and operations in one integrated solution.

TRIRIGA and SAP complement each other with core competencies in different functional areas and together provide an ideal solution to achieve greater real estate performance. TRIRIGA delivers the operational processes to increase real estate management effectiveness, financial return and environmental performance. SAP provides the backbone for corporate governance, financial accounting and fiscal controls for all financial transactions and payments.

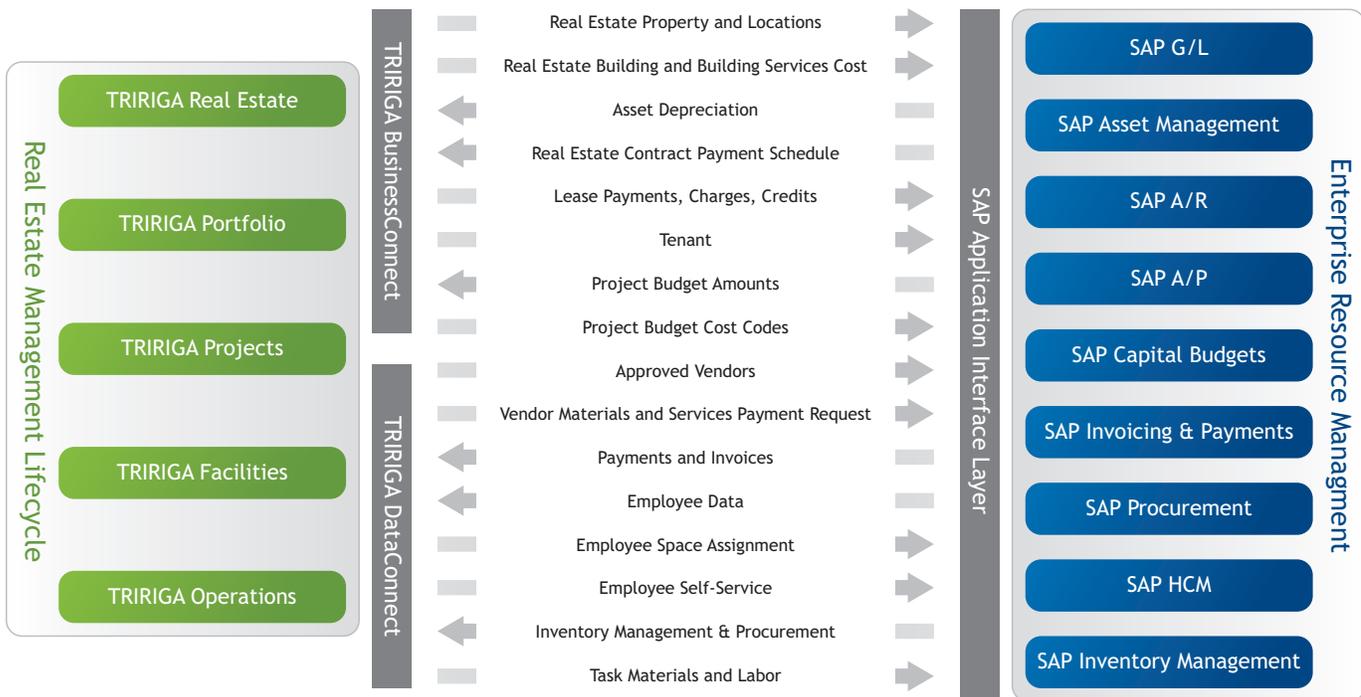
Why Not My ERP for this Needed Real Estate Performance Functionality

Most organizations will ask the questions, since my ERP is highly configurable, and I have such a large investment there, why can I not address this function within SAP? The answer is the high cost to achieve the functional depth that ERP was not designed for. In many projects, trying to configure an ERP solution to perform the functionality of a comprehensive real estate asset and operations management solution is simply cost prohibitive. The needed functionality is multi-dimensional. Each function must be built and maintained in ERP. In the end, functionality falls far short of enterprise solutions like TRIRIGA. Because ERP was not initially designed to support these functions, the cost to build is prohibitively high and the cost to maintain may be higher. Therefore, functionality and economics compel a simpler, cost-effective solution of a best-in-class IWMS solution, integrated with your SAP infrastructure. This combination maximizes your investments in both solutions and yields by far the best functional performance.

Achieve Greater Real Estate Performance with TRIRIGA Integrated to SAP

- Reduce real estate expense:** Automated integration from TRIRIGA Real Estate to SAP Accounts Payable streamlines the payment process, improves accuracy and reduces lease costs by 5 to 8% by leveraging TRIRIGA Lease Administration to manage lease escalation costs, reconcile CAM over-charges, eliminate penalties from late payments, perform lease audits, exercise option rights and execute sales-leasebacks for high cost or inefficient properties.
- Lower facility spend and occupancy costs:** TRIRIGA Facilities captures critical information on space utilization and occupancy costs and tracks what space is owned and leased, where it is, and how it is currently being used; streamlines the move/add/change process; and manages allocations and charge backs through fully-configurable templates and workflows to reduce overall costs by as much as 10 to 15%.

Figure 1: TRIRIGA Integration Technology Capabilities



- Improve cash flow savings from depreciation:** TRIRIGA Operations provides the critical information to track depreciation and condition of real estate assets. Integrating TRIRIGA IWMS provides the ability to isolate and track not only building asset depreciation, but also the many core systems within a building (e.g., plumbing, electrical, HVAC) that depreciate over a much shorter period of time.
- Maximize revenue by accelerating the opening of new locations:** TRIRIGA Real Estate and TRIRIGA Projects streamline and improve site selection to identify optimal sites and reduce project cycle times to acquire and construct new locations to increase revenue by 10 to 12%.
- Increase environmental performance of buildings:** TRIRIGA IWMS tracks the critical environmental information about energy consumption and greenhouse gas emissions generated from buildings. When integrated with SAP's manufacturing, logistics and supply chain processes, it can provide a comprehensive look at the environmental impact of an entire organization.

Deloitte's Technology Integration practice has extensive experience implementing TRIRIGA and leveraging the following TRIRIGA integration technologies:

TRIRIGA BusinessConnect is TRIRIGA's Web Services API that provides over 50 methods to query and maintain all records and metadata within the TRIRIGA IWMS suite.

TRIRIGA DataConnect provides predefined staging tables for importing bulk data loads and uses TRIRIGA Workflow to enforce data validation and business logic rules.

TRIRIGA's SSO Integration allows organizations to replace TRIRIGA's internal login with an external LDAP or Active Directory user authentication solution.

portfolio. The result is an end-to-end solution that delivers greater performance of real estate assets by reducing cost of operations, increasing profitability and return on assets, and at the same time reducing greenhouse gas emissions. SAP clients benefit from extending their existing investments and SAP's core competencies around financial management of lease payments, asset management and capital planning and maintaining a central system for corporate governance and financial controls. Many leading Corporate Real Estate and Facilities Management organizations already have taken advantage of the unique combination of TRIRIGA IWMS and SAP to elevate their roles as part of the enterprise business strategy to achieve greater performance out of their real estate assets and operations and deliver significant bottom-line results to increase shareholder value.

Conclusion

TRIRIGA IWMS offers an enterprise-class product for managing the most demanding functional requirements and provides a world class solution to support the entire real estate management lifecycle. TRIRIGA IWMS, when tightly integrated with SAP, provides a comprehensive solution to manage, measure and reduce the cost of corporate real estate and facilities management within the context of the enterprise financial



The Global IWMS Leader

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