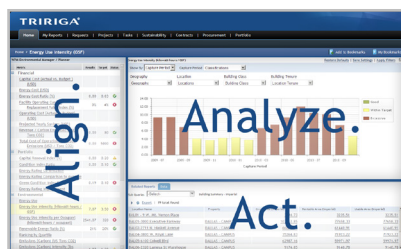


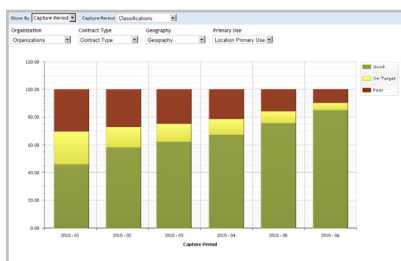
TRIRIGA WPM Real Estate™



Right-size the real estate portfolio by optimally balancing return on assets, business alignment and portfolio flexibility

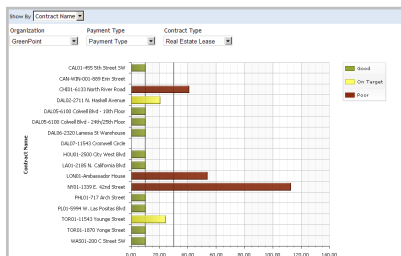


% Vacancy Rate



Time trends validate progress against real estate goals

Average Days Outstanding



Pre-built metrics identify underperforming facilities, leases, resources and processes

Today's Challenges

Real estate assets today comprise up to 67% of an organization's balance sheet and millions of dollars in capital investments. Because of the magnitude of investments involved, CFOs and senior executives increasingly view real estate as a strategic asset, and an area of opportunity that, if managed well, can improve an organization's overall financial performance.

Corporate Real Estate executives have overall financial responsibility for managing these real estate assets and determining the "right" portfolio size for the organization. Real Estate executives have the challenge of balancing the different perspectives and needs of the organization, from increasing return on assets, to meeting the strategic needs of the business units, to achieving the right portfolio flexibility to weather fluctuations in the real estate market. Effectively balancing these demands requires a new level of insight into financial and operational information. Lacking the solutions to effectively target and measure real estate asset performance, and lacking the ability to prioritize and apply improvements, Real Estate executives often miss the opportunity to significantly improve financial performance.

Right-Size Real Estate Portfolio with TRIRIGA Workplace Performance Management Real Estate

TRIRIGA WPM Real Estate, a performance management system for mid-size and large organizations, specifically targets and measures performance of the real estate portfolio. TRIRIGA WPM Real Estate enables organizations to meet business requirements while delivering the right financial performance to the organization, i.e., right-sizing the real estate portfolio. TRIRIGA WPM Real Estate unlocks the opportunity for organizations to yield as much as hundreds of millions of dollars in cash flow, and to increase return on assets by as much as 3 to 5%.

TRIRIGA WPM Real Estate, one of five enterprise-class analytic applications which comprise the TRIRIGA WPM™ suite, aligns business objectives with management of the real estate portfolio, analyzes the real estate holdings and identifies appropriate actions to improve financial performance. TRIRIGA WPM Real Estate applies improvements to objectives and processes instantaneously.

A Right-Sized Portfolio Increases Return On Assets

The Real Estate organization needs to effectively align with the business units they serve, meeting their needs for growth, expansion, contraction and overall cost and financial performance targets. TRIRIGA WPM Real Estate:

- Calculates portfolio flexibility by measuring portfolio ownership, availability and under-utilized locations to ensure portfolio agility
- Detects poor-performing locations by measuring real estate costs by area, seat and person to identify and remove costly locations
- Identifies underutilized locations by detecting excess capacity, under-charged locations and low occupancy rates to optimize portfolio efficiency and financial return

Improved Transaction Process Increases Resource Productivity

Real Estate executives need to meet the organization's expectations for financial performance. This includes realizing the right return on assets and taking actions (e.g. acquiring, sub-leasing, or selling properties) in order to improve financial performance. TRIRIGA WPM Real Estate:

- Evaluates health of project schedules to ensure on-time completion of real estate transactions by reducing cycle time
- Analyzes and determines best overall alternatives for real estate asset locations and transactions to improve financial return on real assets
- Measures service effectiveness of the real estate organization to improve service costs, service delivery and real estate condition to ensure customer satisfaction

Improved Cost Management Reduces Real Estate Expenses

Real Estate executives must ensure efficient management of leases, including making on-time payments and administering legal rights within clauses to maximize cost savings. TRIRIGA WPM Real Estate:

- Measures on-time payment savings from audits to improve payment processing and reduce real estate expenses
- Monitors active lease options, detects lease expirations and identifies underperforming locations to reduce real estate costs
- Calculates aging receivables and detects potential late payments to improve receivables performance and increase cash flow

TRIRIGA WPM Applications Offer a Broad Array of Unique Customer Benefits

Like all of the TRIRIGA WPM applications, TRIRIGA WPM Real Estate:

- Operates from "inside" the TRIRIGA Integrated Workplace Management System (IWMS), enabling timely access to accurate information
- Includes pre-defined performance management metrics, reports and role-based portals
- Shares the same toolset and advanced technology with TRIRIGA's IWMS operations management applications, enabling customers to rapidly configure and extend the application

Pre-Defined Role-Based Portals Cascade Objectives Down and Across the Organization

Like other TRIRIGA WPM applications, TRIRIGA WPM Real Estate includes role-based portals for each level of the Real Estate organization. The four personalized portals in TRIRIGA WPM Real Estate cascade and deploy performance management objectives down and across the organization.

TRIRIGA Workplace Performance Management Real Estate: Achieve Greater Performance!

Based on extensive industry experience working with market-leading companies, TRIRIGA WPM Real Estate offers a flexible, scalable, reliable enterprise-class software solution. TRIRIGA WPM Real Estate provides workplace managers and executives with the ability to target, measure and drive performance in order to achieve the right-size of the real estate portfolio.

TRIRIGA: Uniquely Positioned To Deliver Customer Success

The TRIRIGA WPM suite of applications extends the unique capabilities of TRIRIGA IWMS. 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. With TRIRIGA IWMS, organizations can significantly improve financial performance and return on workplace assets. TRIRIGA's extensible technology provides customers with unmatched business agility to align and rapidly re-align objectives and the organization's processes to achieve financial performance. With an outstanding network of consultants, partners, industry experts, and market-leading customers, TRIRIGA delivers exceptional service and proven best practices. A well-established organization, TRIRIGA® delivers customer success!

To find out more about how TRIRIGA Workplace Performance Management Real Estate improves the bottom-line, contact an expert at 702 932 4444.

Product Features:

- 4 Role-based Portals
- 4 Role-based Performance Scorecards
- Personalized Filters and Drill-paths for Analysis
- 64 Performance Reports
- 25 Performance Metrics
- 17 Performance Metric Dimensions
- Financial Staging Tables for Financial Cost Data
- Financial Data Off-line Import Form
- Performance Metric Targets
- Performance Thresholds for Industry Benchmarking
- Time Trend Analysis
- IWMS Star Schema Analytics Data Model

Pre-Defined Performance Portals:

- Real Estate Executive
- Real Estate Portfolio Manager
- Real Estate Lease Administrator
- Real Estate Project Team Member

Metrics:

TRIRIGA WPM Real Estate includes 25 performance metrics across multiple dimensions:

- % Vacancy Rate - Real Estate Contracts
- Cost per Area (Owned) - Real Estate Contracts
- Cost per Area (Leased) - Real Estate Contracts
- Area per Person - Real Estate Contracts
- Cost per Person - Real Estate Contracts
- Seats per Person - Real Estate Contracts
- Cost per Seat - Real Estate Contracts
- Seat Occupancy % - Real Estate Contracts
- Vacancy Cost - Real Estate Contracts
- % Portfolio Leased vs. Owned
- % On-Time Delivery of Real Estate Projects
- Overall Customer Satisfaction - Portfolio Managers
- Overall Customer Satisfaction - Preferred Providers
- % Implementation Plan Savings Progress
- Average Overall Transaction Score
- % Revenue Weeks to Target
- % On-Time Delivery - My Projects
- Average Overall Transaction Score - My Projects
- Customer Satisfaction - Preferred Providers - My Projects
- My Average Transaction Cycle Time
- % On-Time Completion - My Tasks
- % Real Estate Contract Utilization - Space Use Agreements

- % On-Time Payment - My Real Estate Contracts
- % Savings from Audits
- Average Days Outstanding

Metric Dimensions:

- Organization
- Geography
- Real Estate Project
- Real Estate Contract
- Real Estate Contract Type
- Real Estate Contract Administrator
- Project Type
- Project Task
- Portfolio Manager
- Preferred Provider
- Payment Type
- Question Category
- Primary Use
- Capture Period
- Implementation Plan Category
- Implementation Plan
- Transaction Plan

Reports:

TRIRIGA WPM Real Estate includes 64 reports:

- Real Estate Contract Vacancy by Organization
- Real Estate Contract Vacancy by Real Estate Contract Type
- Cost Code Summary
- Real Estate Contract Headcount by Organization
- Real Estate Contract Headcount by Real Estate Contract Type
- Real Estate Costs by Organization
- Real Estate Costs by Real Estate Contract Type
- Seats per Person by Organization
- Seats per Person by Real Estate Contract Type
- Cost per Seat by Organization
- Cost per Seat by Real Estate Contract Type
- Seat Occupancy % by Organization
- Seat Occupancy % by Real Estate Contract Type
- Vacancy Cost by Organization
- Vacancy Cost by Real Estate Contract Type
- % On-Time Delivery by Project Manager
- % On-Time Delivery by Project Type
- Overall Customer Satisfaction by Portfolio Manager
- Overall Customer Satisfaction by Preferred Provider
- Overall Transaction Score by Portfolio Manager
- Revenue Weeks to Target by Portfolio Manager
- Transaction Plan Performance by Portfolio Manager
- % On-Time Completion (My Tasks) by Project

- % On-Time Completion (My Tasks) by Project Type
- % On-Time Completion (My Tasks) by Task Type
- My Average Transaction Cycle Time by Project Type
- Real Estate Contract Utilization - Space Use Agreements by Organization
- Real Estate Contract Utilization - Space Use Agreements by Real Estate Contract Type
- % On-Time Payment (My Real Estate Contracts) by Organization
- % On-Time Payment (My Real Estate Contracts) by Real Estate Contract
- % On-Time Payment (My Real Estate Contracts) by Real Estate Contract Type
- % On-Time Payment (My Real Estate Contracts) by Payment Type
- % Savings from Audits by Organization
- % Savings from Audits by Real Estate Contract
- % Savings from Audits by Real Estate Invoice
- % Savings from Audits by Payment Type
- Average Days Outstanding by Organization
- Average Days Outstanding by Real Estate Contract
- Average Days Outstanding by Real Estate Invoice
- Average Days Outstanding by Payment Type
- Implementation Plan Status
- Real Estate Action Requests Status
- All Transaction Plans
- Plan Savings Summary
- My Active Transaction Plans
- My Active Real Estate Action Requests
- My Contract Notifications
- Lease Expirations this Year
- Active Lease Options
- My Active Real Estate Contracts
- My Draft Real Estate Lease Contracts
- My Real Estate Data Change Requests
- Accounts Payable History
- Contract Payment Summary
- Contract Payment Details
- Contract Summary Report
- Future Rent Obligations - 10K
- Lease Critical Dates Report
- Portfolio Summary Report
- Tenant Aging
- Lease Responsibilities
- My Active Projects/Tasks
- My Active Tasks
- My Overdue Tasks



The Global IWMS Leader

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