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ANALYTICS

TRANSACT
IN Site ™

Transaction Management Solution

Do you have the capability to develop and deploy a strategy for negotiating your leases and measuring results against targets and strategic objectives?

The Challenge

Large real estate portfolios typically consist of hundreds of leased properties, with rents that can easily exceed $100 million annually. Effectively managing this cost requires a sound strategy, the ability to deploy the strategy across hundreds of negotiations and transparency to the financial outcomes.

The ability to measure results relative to the strategic targets determines the success and value contribution of this transaction management process.

Lease rates are influenced by a multitude of factors, such as market conditions, property location, rents at comparable locations and the contractual terms. The process involves hundreds of different stakeholders. With such complexity and volume, assessing whether a given contractual negotiation results in a desirable financial outcome can be difficult. Contract terms and rates can vary significantly, and comparing them across the entire portfolio is challenging.

The Complexity

Much of the information needed to support lease negotiations and portfolio optimization is inconsistent, based on subjective criteria, or simply inaccessible. Because the data is typically not aggregated in a single repository, transaction managers are unable to leverage the power of analytics to gain a comprehensive program view of their entire lease portfolio. Meanwhile, legacy systems typically present inflexible environments that cannot be easily adapted to rapidly changing market conditions.

New solutions are often complex, extremely costly and often do not deliver on expectations. These obstacles lead to an incomplete understanding of the overall results of a lease program that can result in millions of dollars in missed opportunities.

Transaction managers need a more efficient and effective solution to manage lease and contract renewal processes to reduce portfolio costs.

An Integrated Transaction Management Solution
Geospatial Analytics Transact InSite™ is agile,
cost effective, collaborative software for today's
complex lease negotiation challenges.

The Opportunity

The ability to deploy a strategic framework across all lease negotiations provides significant financial benefits compared to the typical one-off, ad hoc negotiations.

Access to a complete set of portfolio information helps negotiators form such a strategy. Accurate data on lease terms, conditions, rates and market information should be integrated into the process to make the best strategic decisions.

With a more integrated, agile and intuitive transaction management system, portfolio managers can:

- Gain both granular and aggregate views of portfolio lease costs

- Analyze outcomes of short and long-term leasing strategies

- Compare performance of specific negotiations relative to strategy and specific market conditions

- Incorporate custom data and criteria

- Integrate contract management with planning, facility management and other real estate functions

- Collaborate seamlessly with stakeholders

The Solution

Geospatial Analytics Transact InSite™ is an innovative solution that facilitates the aggregation of all the information needed for successful negotiations. Deployment of a single strategic approach across all negotiations becomes possible, allowing for the standardized measurement of outcomes and performance. Real estate analytics are enabled to continuously improve results. Geospatial Analytics Transact InSite™ provides the following:

- Enables adoption via an intuitive interface that allows access and input from all stakeholders

- Assures consistency of information across all users using embedded logic

- Captures all needed information to maximize results

- Provides flexibility to easily define specific strategic targets and measure performance

- Ensures that lease analytics are consistent, objective and actionable

- Facilitates lease comparisons using an intuitive set of dashboards

- Integrates easily with existing systems to provide additional information as needed

Geospatial Analytics Transact InSite™ provides the integrated functionality that negotiators and transaction managers need for making better informed decisions.

The Benefits

The Platform enables the ability to effectively execute on a portfolio strategy for every individual lease transaction. Performance management capabilities enable negotiators to continually monitor outcomes, compare results against targets and make required adjustments in real time. Root cause analysis and other analytical tools assure optimal results on an ongoing basis.

- Provides portfolio-level analysis of lease terms, obligations, costs and market data

- Accommodates unique tactics to address variable market conditions

- Optimizes lease portfolios with actionable real estate analytics

- Enables effective, informed lease negotiations based upon a consistently utilized strategic framework

- Provides management with real-time transparency to negotiated outcomes

- Enables measurable results and the ability to clearly communicate success to senior management

- Provides an enterprise-level perspective of lease portfolio costs, risks and performance

- Allows your lease strategy to constantly evolve as your business needs and market conditions change

Powerful and Agile Tools

Geospatial Analytics Transact InSite™ is part of the Geospatial Analytics InSite Platform™ for enterprise portfolio management. Geospatial Analytics Transact InSite™ integrates with a range of existing data analysis and management solutions. In addition, organizations can use it along with its complementary tools in the Geospatial Analytics InSite Platform™.

Geospatial Analytics Survey InSite™
quickly abstracts key terms, conditions, critical dates and other pertinent items within contracts. This insures that all key provisions of all contracts are captured and standardized. In addition, contract negotiators can use Geospatial Analytics Survey InSite™ to fill in and capture information needed in negotiations, such as property conditions, market conditions, landlord profiles and other factors affecting contract negotiations.

Geospatial Analytics Transact InSite™
provides a dynamic and robust platform for transaction management. Property acquisition, leasing, disposition and other activities can be effectively managed across multiple internal and external organizations to optimize results. Features include workflow capabilities, on-line approvals, document management, event notifications, stakeholder collaboration and contract management. The performance management capabilities assures that desired outcomes are achieved in the execution of transaction management processes.

Geospatial Analytics Portfolio InSite™
enables companies to efficiently analyze contract terms and conditions and then effectively ascertain where improvements are needed to further reduce costs and optimize investments. Analytics and best practices can be shared with all team members to efficiently review the established strategic targets, assess actual performance against the targets and create efficient action plans for improvement.

Geospatial Analytics Transact InSite™ is used by some of the world's largest companies in retail, finance, healthcare, technology, manufacturing, energy and education. Geospatial Analytics® clients have over $1 trillion in combined real estate asset valuation.

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Headquarters
11201 N Tatum Blvd, Suite 300
Phoenix, AZ 85208

Geospatial Analytics InSite Platform™ provides a comprehensive set of strategic technologies for real estate departments.

Geospatial Analytics® software easily integrates with existing systems and can be quickly configured to unique requirements.

Contact or visit us at:

877.291.3282
info@geospatialanalytics
www.geospatialanalytics.com

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