

Where business is done...

Accruent customers consistently achieve their financial and business performance goals through control of the major capital and expense flows associated with their global real estate and facilities portfolios.



“Our research has shown that best-in-class enterprises view and manage the entire real estate and facilities management lifecycle in a holistic manner.”

— Andrew Bartolini
Vice President of Research
Aberdeen Group

Integrated Workplace Management System

- > The Experience of 400 Customers Provides Unrivaled Expertise
- > Every 10 Days a Customer Goes Live with Accruent
- > A leader in the Gartner Magic Quadrant for IWMS

The IWMS market is undergoing significant change as price inflation, increased globalization, regulatory compliance, and sustainability initiatives contend with reduced expense budgets and constrained capital. Real estate and facilities executives need a solution that provides a comprehensive and integrated view of historically fragmented operations in order to achieve significantly greater strategic alignment and financial control. IT departments are now engaged in IWMS and striving for an “enterprise location system of record” to support this integrated approach to managing real estate and facilities.

Integrated Workplace Management System

With operations associated with real estate and facilities management consuming over 30% of corporate non-payroll expenses, organizations are increasingly recognizing the strategic role their locations play. They recognize that they must move away from tactical point solutions and embrace enterprise suites. The IWMS market is shifting to include not only traditional project, space, and maintenance management capabilities, but also real estate portfolio and lease administration capabilities – an integrated, enterprise solution to provide “one version of the truth” and manage all location requirements.

“The move to an integrated facilities management system has helped generate substantial savings for Corning by increasing the productivity of the planning staff and generating more efficient plans that reduce real estate expenses.”

— Corning, Inc.

Accruent delivers a comprehensive real estate and facilities management solution comprising software, services, and best practices that directly address the requirements of today’s challenging market. Accruent’s breadth of capability and success at leading organizational and business process change across cross-functional organizations is beyond the reach of most traditional IWMS vendors. In fact, Accruent’s strong customer momentum, broad industry reach, rapid pace of innovation, and proven implementation success – taking a customer live every 10 days and resulting in a faster time-to-value – placed us as a leader in the 2008 Gartner IWMS Magic Quadrant.

ACCRUENT INTEGRATED WORKPLACE MANAGEMENT SYSTEM

Align real estate strategy with business strategy

- > Flex your real estate and space plans to match shifting business needs and eliminate excess capacity
- > Take advantage of changing market factors and economics
- > Identify and dispose of under-performing or under-utilized locations to significantly lower operating expenses or capital investment

Optimize use of capital and expense allocations

- > Drive bottom line financial performance through proactive management of the second largest expense on your income statement and your largest capital expenditure
- > Ensure that locations, workspaces, and the assets contained within them are utilized efficiently to drive financial performance
- > Reduce operating expenses and take advantage of available tax credits by taking your real estate portfolio green

Ensure organizational compliance with SOX, FASB, and environmental regulatory requirements

- > Ensure the business processes surrounding the acquisition and use of your real estate portfolio are in compliance with Sarbanes-Oxley
- > Be prepared to address the continuing complexity inherent in FASB regulations
- > Be ahead of the curve when it comes to environmental sustainability to achieve compliance and maintain a positive organizational image

Accruent: The IWMS Visionary

Accruent's enterprise-class IWMS solution helps organizations manage real estate and facilities as significant sources of operating efficiency through tight enforcement of contract terms, optimization of facilities, and control of expenses. Accruent's holistic approach brings internal and external users together into unified workflows that cross traditional organizational boundaries and unlock numerous, significant business improvement opportunities.

Business Performance Management: By linking real estate execution to enterprise strategy, Accruent IWMS facilitates the right-sizing of your real estate portfolio and the elimination of excesses or shortages to satisfy changing facility resource requirements.

Expense Control: In the current economy, organizations of all kinds are impacted by escalating material and energy costs. Accruent IWMS helps with capital management and expense reduction across the real estate portfolio, and increases efficiency, profitability, and value to investors.

Portfolio Optimization: Improved space utilization ensures that your real estate portfolio is being used optimally and is in tune with the ebb and flow of your reaction to market and competitive forces.

Environmental and Regulatory Pressures: Accruent IWMS enables proactive management of the ever increasing complexity of regulatory demands that affect the way real estate assets impact financial reporting and environmental sustainability.

Partial Client List:

AstraZeneca Pharmaceuticals

BAE Systems

Cisco Systems, Inc.

Corning Incorporated

Eaton Corporation

Ford Motor Company

El Paso Corporation

ING North America Corporation

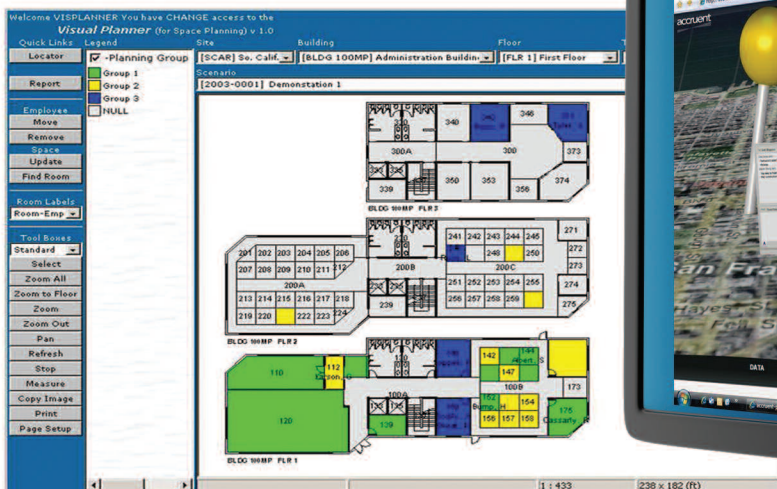
Nortel Networks

The Bank of New York Mellon

The Mutual of Omaha Companies

US Cellular Corporation

Xerox Corporation





THE ACCRUENT SOLUTION ADDRESSES:

Real Estate Management

- > Align your real estate portfolio with overall organizational strategic objectives
- > Control costs through proactive management of leases and contracts
- > Gain visibility into the performance and health of your real estate portfolio

Project Management

- > Manage project budgets and change orders proactively
- > Ensure project team collaboration to reduce cycle times and increase productivity through schedule and resource management
- > Gain visibility into the entire portfolio of programs and projects that are planned, underway or closed out

Space Management

- > Align space plans with real estate strategy via graphically rich space planning scenario generation
- > Gain visibility into actual space utilization and charge back to internal departments for their use of space
- > Manage the costs of moves closely across the portfolio

Maintenance Management

- > Control costs associated with the maintenance of the real estate portfolio and the assets contained within
- > Create a feedback loop into capital planning through the reporting of actual operating costs of locations and assets
- > Reduce operating costs and increase shareholder value through active energy management

For more information, visit
www.accruent.com

1601 Cloverfield Blvd.
 Suite 500 South
 Santa Monica, CA 90404

Phone: 310.526.5783

Fax: 310.526.6300

Email: sales@accruent.com

“Our facilities management staff is able to carry out 90% of the space planning tasks while sitting at their desks. Since the late 1990s, we have freed up more than 2 million square feet of space, reducing the amount occupied in Monroe County to about 8 million square feet. This reduction has saved Xerox tens of millions of dollars per year while the disruption to the organization caused by these reductions has also been minimized.”

— Xerox