

Where you connect with customers...

Accruent solutions integrate all real-estate and facilities information and processes to help retailers right-size their store portfolio and provide the clarity and control needed to reduce construction, occupancy and facilities expenses.



“Retailers are taking new approaches to real estate management in order to stay competitive in this uncertain economic climate.”

— AMR Research

Real Estate Performance Management

- > More than 40% of the top retailers use Accruent RPM
- > Over 220 successful retail implementations
- > Every 10 days a customer goes live with Accruent

Current realities – declining consumer confidence, reduced expense budgets, and constrained capital, not to mention increased regulatory compliance and growing sustainability concerns – dictate that in order to remain successful, retailers need to do more with less while still retaining the value of their brand. Leading retailers will need to take decisive action and respond quickly to any and all opportunities. These retailers are taking a second look at the key drivers of their success, and need look no further than an area that represents over 30% of their non-payroll expenses – their real estate.

Real Estate Performance Management

Historically, the real estate lifecycle has been managed tactically, at a functional or division level. However, changing markets, the economic value of real estate, and the rising cost of real estate and facilities mean that the real estate portfolio – a retailer’s largest capital investment and 2nd or 3rd largest expense – is too valuable and expensive to be managed as anything less than a key lever of business performance.

Leading retailers are looking for tools to help them optimize their capital investment across new and existing locations to ensure that their store portfolio is aligned with target customers and meets standards for delivery of brand image and customer experience. An enterprise-level Real Estate Performance Management (RPM) solution that brings together all real estate and facilities information and processes will help them “right-size” their store portfolio. It will help them determine where to place new stores, which existing stores to re-invest in, and which stores no longer align with corporate strategy. It will also provide the necessary clarity and control to understand real estate and facilities cost drivers, reduce construction inefficiencies and occupancy costs, and aggressively manage facilities expenses.

Accruent Real Estate Performance Management delivers the deepest and most robust tool to deliver dramatic improvements in financial and operational performance.

ACCRUENT REAL ESTATE PERFORMANCE MANAGEMENT

Optimize capital investment and profitability

- > Flex your real estate portfolio to react to a changing market and economic factors
- > Develop holistic market-level real estate strategies that encompass new stores, relocations, remodels, lease renewals, special projects, and store closures
- > Look for opportunities to realign your portfolio to improve presence in key markets or to upgrade to better locations

Reduce rent, construction, and facilities costs

- > Drive bottom line financial performance through proactive management of the second largest expense on your income statement and your largest capital expenditure
- > Renegotiate leases and capitalize on co-tenancy and kick-outs
- > Manage facilities maintenance costs aggressively

Ensure compliance with SOX, FASB, and environmental requirements

- > Ensure the business processes related to your real estate portfolio are in compliance with Sarbanes-Oxley
- > Satisfy FASB regulations with increased transparency, improved controls, and consistent processes
- > Be ahead of the curve when it comes to environmental sustainability to achieve compliance and maintain a positive organizational image

Accruent: The RPM Visionary

Over 220 retailers trust Accruent to provide a proven and comprehensive Real Estate Performance Management solution. These companies recognize that outdated, resource-intensive, and fragmented real estate processes cannot support today's operational and compliance needs. 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 – has made us the standard for Real Estate Performance Management. With over a decade of service to our retail customers, we are committed to continued customer success, innovation, and industry partnership.



TAKING RPM TO THE NEXT LEVEL

- Level 1:** The Accruent Location-Centric Data Model merges multiple versions of real estate information into a location system of record that provides enterprise-wide visibility into real estate operations. With this visibility, Accruent's Financial Engine can analyze real estate performance to identify expense leakage and resource inefficiencies.
- Level 2:** Accruent consolidates departmental-based silos of information and automates manual activities into a single process for store development and real estate management. The solution creates an environment where all users all internal departments and resources and external vendors work toward shared operational and strategic objectives.
- Level 3:** By aligning the use and purpose of their real estate and facilities to their business plan, retailers are able to 'flex' their portfolio quickly to adapt to changes and ensure the decisions they are making with regard to their real estate and facilities are supporting overall strategic goals.



THE ACCRUENT SOLUTION ADDRESSES:

Market Planning

- > Develop strategies for new stores, remodels, lease renewals and store closures
- > Match top-down strategic plans with market realities
- > Increase return on new store investments
- > Manage the development plan in real time

Site Selection

- > Accelerate time to revenue
- > Make the right real estate decision to secure the best locations faster
- > Proactively manage the real estate pipeline in real-time
- > Manage an inventory of sites across all markets

Project Management

- > Ensure that new store and remodel projects are delivered on time and budget
- > Optimize capital investment across new and existing stores
- > Incorporate best practices into processes
- > Gain real time insight into store development pipeline

Lease Administration

- > Effectively manage your #1 long-term financial obligation
- > Eliminate common area maintenance overcharges
- > Ensure FASB reporting compliance
- > Eliminate percent rent calculation errors
- > Manage all of your contract dates and clauses proactively

Facilities Management

- > Protect same store sales
- > Reduce repair and maintenance costs
- > Optimize repair versus replace decisions
- > Ensure lease compliance
- > Extend asset lifecycles and return
- > Decrease time to repair

For more information, visit

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“We conducted an extensive evaluation and looked at all the major players in the area of real estate and facilities management. Accruent was the clear leader and the only company with proven implementation success in retail.”

— The Mattress Firm