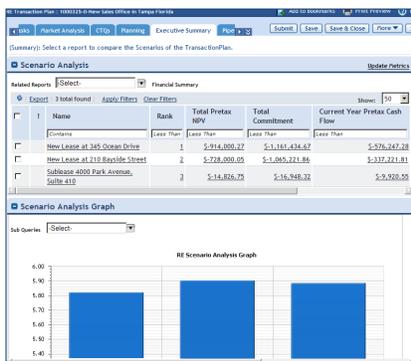


# TRIRIGA Real Estate™



With TRIRIGA Real Estate, CFOs and financial executives know - at anytime and from anywhere - exactly the operational, financial and environmental performance of their real estate portfolio, the status of each property and precisely how much each location costs.



TRIRIGA Real Estate evaluates key financial measures to increase return from real estate transactions

Clause	Type	Name	Status
Base Year	Operating Expenses	2006	
Base Cost/Sq Ft.		\$2.00	
Base Year Cap Amount		\$180,845.88	
Calculation Rule		Rule 1: 9/5 or (prev.Yr. * Incr)	
Cap Growth %		5	
Previous Year Charges		\$24,786.99 US Dollars	

Payment Calculation	Amount	Unit	Based On
a. Total Capped Costs	\$21,887.70	US Dollars	Sum of Tenant Res
b. Total Non-Capped Costs	\$1,742.50	US Dollars	Sum of Tenant Res
c. Pro-rated Share Due (Capped Services)	\$20,028.74	US Dollars	(a * Occupancy %)
d. Pro-rated Share Due (Non-Capped Services)	\$1,229.39	US Dollars	(b * Occupancy %)
e. Current Year Cap	\$180,845.88	US Dollars	Based on Calculat
f. Current Year Costs Due	\$20,028.74	US Dollars	Based on Calculat

Automated payment reconciliation minimizes lease overpayments and penalties

CFOs and financial executives agree that real estate is a growing priority and important to achieve strategic objectives. Executives use real estate to generate top-line improvement in their financial performance by opening new locations and utilizing sale-leasebacks as a source of capital to increase revenues. Through consolidation and disposition of underperforming real estate, organizations reduce excess real estate expenses.

TRIRIGA Real Estate provides a clear and comprehensive view of an organization's strategic and real estate objectives through portfolio plans. It streamlines the implementation of these plans through integrated real estate lifecycle processes that include transaction management and real estate contract administration.

## Portfolio Management

TRIRIGA Real Estate provides portfolio plans to consolidate the real estate strategic objectives of an organization. Portfolio plans capture key objectives and initiatives that real estate must deliver or support such as market expansions or M&A activities from within the organization's strategic plan. Budgets and forecasts track key financial, headcount and other drivers that impact real estate strategy and ensure alignment with an organization's overall strategy. Implementation plans detail and manage capital projects such as opening new retail locations to increase revenues or consolidating locations to reduce costs. Implementation plans also provide the link between portfolio plans and transaction management.

## Transaction Management

TRIRIGA Real Estate improves real estate transaction management to ensure the effective delivery of an organization's real estate strategy. Specific project types such as acquisition, lease, sub-lease and termination deliver discrete processes and financial models to manage and evaluate each real estate transaction. Inclusion of key site measures such as demographics and transportation within the selection process improve alignment with customers' requirements, revenue and cost drivers. Embedded financial models that calculate the short-term and long-term impact of proposed sites and align with financial goals. TRIRIGA Real Estate evaluates key financial and non-financial measures and calculates an overall quality assessment score for each site, then presents an executive summary which compares these values and determines the



best overall site for approval. Project cycle times are reduced for efficient delivery of real estate transactions. Critical path schedules ensure efforts are focused on those activities that impact on-time and early delivery, while schedule templates standardize tasks for consistency and precision.

### Lease Administration and Accounting

TRIRIGA Real Estate improves real estate contract management such as owned property agreements and real estate leases to minimize costs. Critical date notifications and payment management increase compliance with lease terms that result in cost savings. Automated critical date alerts driven by expiration and option dates within real estate leases notify users of opportunities to secure below market rates or vacate under-performing locations. TRIRIGA Real Estate includes distinct process-driven clause types such as operating expenses and common area maintenance with embedded business processes. These clause types automatically generate and deliver payment processes directly to required users' portals. Payment processes within TRIRIGA Real Estate improve compliance with the financial terms of the lease. Rent and percentage rent schedules automatically generate payment line items which are managed within TRIRIGA Real Estate's payment management or integrated with an organization's financial systems. TRIRIGA Real Estate's payment reconciliation process automatically compares landlord invoices with lease terms to minimize overpayments and penalties.

### TRIRIGA Real Estate provides end-to-end functionality to streamline your real estate activities, including the following product features:

Pre-defined Portals for the following key Real Estate Roles:

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

### Portfolio Management:

- View detailed, real-time information about the real estate lifecycle in one, centralized location
- Manage real estate performance and total cost of ownership through user-defined metrics and dashboards
- Identify and analyze real estate performance through GIS Map View by location or geography with ESRI integration
- Define and manage the locations, people and assets associated with the real estate portfolio
- Manage owned and leased properties in one centralized repository
- Monitor critical dates and activities pertaining to leases and properties
- Drill-down and access organizational space allocation details directly from your floor plans (CAD and web-based)
- Efficiently report on area and cost per person, area and cost per seat, total costs and total headcounts
- Perform portfolio planning to align Real Estate management with corporate objectives
- Define and enforce strategic objectives and forecasts into implementation plans in Transaction Management

### Transaction Management:

- Define real estate strategic initiatives, such as market expansion, consolidations, acquisitions (leased and owned) and dispositions
- Perform market analysis and site selection to define detailed, targeted plans to meet strategic objectives
- Collect information relevant to transaction projects, including contacts, tasks, notes, approvals, deal terms and budget
- Manage the collaborative transaction team and notify key members at project milestones and events
- Analyze and prioritize transaction plan scenarios based on operational, financial and environmental criteria
- Manage recommendations and approvals of transaction plans
- Automatically initiate lease management activities and contracts for approved transaction projects

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## Lease Administration and Accounting:

- Track and manage real estate contract obligations: real estate lease agreements, owned property agreements, space use agreements and service level agreements
- Receive notifications and alerts on critical dates, lease expirations and contract options
- Store and record all contract documentation, conditions, clauses, associated assets and financial transactions in a central repository
- Manage the financial and payment aspects of lease accounting and allocations for accurate reporting, payment and satisfy regulatory requirements
- Track critical lease information required for reporting against federal guidelines and regulations: 10k reporting, deferred rent liabilities, future obligation statements, FASB 13 and 143
- Perform advanced FASB 13 testing for FASB lease types: building and land, land only and partial building to determine lease treatment.
- Manage costs and perform desktop audits and reconciliations related to Operating Expenses (OPEX) and Common Area Maintenance (CAM)
- Calculate and report percentage of sales rent obligations based on clauses attached to the lease
- Calculate index-based lease payment adjustments, such as the Consumer Price Index (CPI) and create adjustments for future payments including: landlord credits, re-negotiated terms, accrual amounts or user-defined adjustments
- Generate payment vouchers to multiple payees based on payment instructions and automatically record payment information
- Automatically create and process tenant and sub-tenant invoices for efficient Accounts Receivable processing
- Track and manage internal department chargebacks against the contract payments defined in specified space use agreements

- Abstract leases compliant with the OSCRE standard to efficiently manage the lease process with third party organizations from lease proposal to lease abstraction and administration
- Automate lease payment processing with SAP certified integration adapter

With TRIRIGA Real Estate, CFOs and financial executives know - at anytime and from anywhere - exactly the operational, financial and environmental performance of their real estate portfolio, the status of each property and precisely how much each location costs. Market leading customers use TRIRIGA Real Estate to drive greater real estate performance for their organizations - lowering overall costs, increasing return on assets and achieving higher profitability.

For more information about TRIRIGA Real Estate, contact us at 1-888-TRIRIGA or visit [www.tririga.com](http://www.tririga.com).



**The Global IWMS Leader**

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