



CORPORATE CASE STUDY

Software Automation Transformational to Operations

CLIENT PROFILE

- 35 buildings comprised of strip malls and industrial spaces in Miami, Florida
- Uses QuickBooks Online for each of their 35 companies, plus spreadsheets
- Managing 175 leases in spreadsheets
- Aggressive plan to grow portfolio to 50 commercial properties in the next 18 months
- Entire team is less than 8 people



Challenges

- Missed rent escalations for some of their tenants
- CAM reconciliation required 2 months of dedicated staff
- Inconsistent organization of leases, loans, and other critical documents resulting in hours of searching email, files
- Working with lenders for refinances, new purchases, or quarterly updates resulted in hours spent on spreadsheet updates
- Tracking of monthly tenant rent payments were a nightmare - and occasionally notices of delinquent payments were delayed or missed



Impact of Implementation

- Improved relationship with lenders and insurance providers resulting in lower rates
- Confidence speaking to investors leading to discussions on investment in future projects
- Alerts for lease activities allowing the team to operate proactively
- Team's energy is redirected from data entry and management to growth and strategy
- Up-to-date Rent Roll that can be shared on demand
- Cleaner reports for tenants creating less time for reconciliation preparation

FISCAL BENEFITS

Missed Revenue

- Identified 10 missed lease escalations resulting in a potential missed revenue of \$36,000 dollars for the year
- 51 leases where CAM reconciliations were under-collecting CAM by \$50,000

Time Savings - Staff Hours

- Automated invoicing, lease management, lender and investor reporting: Approximately 50 hours per month

Other Findings

- 2 expired leases
- 2 loans nearing maturity



Financial Impact

Investment:

- **Annual Subscription: \$9,396**
- **One-time Onboarding Fee: \$12,500**

Year 1 Net Cash Benefit:

- **Recovered Revenue: \$86,000**
- **Time Savings: \$15,000**