

PORTFOLIO VISIBILITY AND PROPERTY LIFE-CYCLE MANAGEMENT

PROACTIVELY GROW BUSINESS THROUGHOUT PROPERTY LIFE CYCLES

The SAP® Commercial Real Estate application provides an end-to-end solution that enables management of complex portfolio mixes spanning retail, office, land, and industrial properties, as well as residential assets. You can make better decisions, increase your competitive position, and grow margins.



Challenges for Commercial Real Estate Companies

Commercial real estate companies are under constant pressure to increase margins by maintaining high occupancy levels, invest in the right markets at the right time, deliver projects on time and on budget, and control operational costs – all while strategically planning their growth or diversification into new geographies. Leaders in commercial real estate require insight into every aspect of their businesses so that they can adjust their operations and strategies to maintain margins in an ever-changing industry.

Although various point solutions can support certain industry business processes, many of these packages are incomplete. They do not have the capacity and flexibility to handle all property types and processes, and they do not have a broad range of country localizations regarding language, currency, measurements, tax requirements, and so on. These shortcomings often pale in comparison to a fundamental technological barrier: lack of a fully integrated system with automated functionality that can provide complete transparency and real-time access to a single version of the truth.

The SAP® Commercial Real Estate application helps remove this barrier via a full property-life-cycle solution that delivers a single integrated data source, along with an integrated analytical layer for customized reporting, portfolio analysis, and capital planning. It is integrated with highly configurable software, includ-

ing the SAP ERP application and the SAP NetWeaver® Business Intelligence component. The result: you can quickly automate and streamline your operations and gain greater insight into the performance of your real estate portfolio. SAP solutions are powered by the SAP NetWeaver technology platform, which unifies technology components into a single platform.

Real-Time Visibility and Reliable Reporting

One of the biggest challenges for commercial real estate executives is simply gaining portfolio insight. This could include being able to monitor building occupancy levels or access portfolio data needed to plan for future investments. With SAP Commercial Real Estate, you gain access to one complete source of real-time and historical data that is integrated throughout the entire enterprise. This single source of the truth facilitates efficient and customized reporting to senior management; gives you an accurate basis for decision making, budgeting, and planning; and provides a robust audit trail. Through the application's role-based portals, managers, departments, and teams company-wide also gain instant access to information they need to carry out their duties, which increases accuracy, encourages collaboration, and helps them respond faster to tenant requests. Embedded security functionality ensures consistency and maintains data integrity.

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Quick and Accurate Analysis

With a fully integrated analytical layer, SAP Commercial Real Estate can help you make smart growth and diversification decisions. This layer can capture data from all integrated solutions, including core financial, project, facility maintenance, and real estate, and it provides you with customized reporting and calculation tools to help you analyze that data with ease. With better business intelligence, you can manage your portfolio more effectively and perform more accurate capital planning, budgeting, and forecasting.

Scalability and Flexibility for Future Growth

SAP Commercial Real Estate provides both the scalability and flexibility needed to allow your company to move swiftly to execute new strategies. It has the broadest range of localizations on the market today, supporting your company's entry into new geographies. You can also diversify your portfolio with greater ease because the application handles a variety of lease and process templates for all property types.

Real-Time, Flexible, and Collaborative Project Management

SAP Commercial Real Estate gives you the flexible, collaborative, and real-time functionalities you need to ensure consistent quality and to minimize financial and scheduling risk during projects. With it, you gain increased visibility into capital improvement, tenant build-out projects, or build-to-suit projects for better cost controlling, on-budget forecasting, and adjustments. Plus, you can keep projects on time with automated project-scheduling functionalities and accurate and real-time data capturing that helps your teams and departments work together more efficiently.

Tenant Retention and Control of Operating Expenses

By providing visibility and process automation across the entire life cycle of your properties, SAP Commercial Real Estate can help you optimize facility-related



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processes and view associated costs so you can pinpoint and reduce operating expenses. It can help you improve customer satisfaction by accelerating the capture and fulfillment of administrative and maintenance requests and by increasing communication with tenants and vendors to ensure that procedures and policies are followed. It enables you to proactively monitor and control costs, and it automatically provides real-time occupancy information, allowing you to monitor costs related to underutilized space.

Proactive Lease Administration

SAP Commercial Real Estate allows you to proactively manage the entire lease life cycle, from initial lease abstracting and setup through billing, lease changes, critical-date tracking, renewals, and finally lease expiration or early termination processes. The software makes sure that no lease-critical date goes unnoticed. Automated processes and templates increase productivity and minimize the risk of human errors, helping you to keep tenant satisfaction high and administrative costs low. Seamless integration with the SAP ERP Financials solution allows for a clear audit trail of all financial activities related to your lease portfolio and a clear view of tenant accounts, as well as automation of special accounting posting requirements.

Integrated Document Management

SAP Commercial Real Estate provides an open platform that allows you either to link your existing document management tools to the relevant parts of the software or to use SAP tools to store and organize documents as well as correspondence that has been generated from your system's activities.

Partner Ecosystem

SAP has established an extensive partner ecosystem, taking steps to make sure that your solutions are not only compatible but also run on the same platform and share a common architecture whenever possible. CAD and geographic information system software integration can support your technology by providing a view of floor plans and geographic visualization of land parcels, buildings, and any other portfolio-relevant structures. It can also support activities such as space planning and move management. In addition, SAP software provides standard interfaces with key partners to better support your everyday business processes.

Corporate Performance Management

SAP solutions for performance management, which work in both SAP and non-SAP software environments and can be integrated with SAP Commercial Real Estate, help you improve corporate performance by aligning strategy with the actions required to achieve it. With the openness of SAP software, you can build integrations that allow you to consolidate financial and nonfinancial information to get a more complete picture of the performance of your portfolio, enable lease-level budgeting, and provide the insights to make better decisions about acquisitions and dispositions of the properties in your portfolio.

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Benefits Summary

Key benefits of SAP Commercial Real Estate include:

- Improved visibility into your portfolio and your organization
- Integrated analytics that provide quick and accurate reporting for better decision making
- Proactive and strategic lease management for increased tenant retention
- Automated processes across the full property life cycle to improve efficiencies, control costs, and enhance tenant satisfaction
- Increased project visibility and collaboration for delivering projects on time and within budget

Summary

The SAP® Commercial Real Estate application provides a full property-life-cycle solution for engineering, construction, and operations companies. It delivers a single integrated data source as well as an integrated analytical layer for customized reporting, portfolio analysis, and capital planning.

Challenges

- Drive to maintain high occupancy levels, invest in the right markets, and deliver projects on time and on budget
- Operational cost control
- Growth and diversification into new geographies
- Need for insight into all aspects of the business

Supported Business Processes and Software Functions

- **Single data source** – Gain visibility into one complete source of real-time and historical data that is integrated throughout the enterprise
- **Fully integrated analytical layer** – Enable accurate analysis and reporting for improved decision making and planning
- **Project scheduling and data capturing** – Keep projects on time and keep teams working together efficiently
- **Document management** – Link to document management tools
- Integration with SAP partner ecosystem – Provide compatibility with existing and future systems
- **Corporate performance management** – Integrate SAP software to gain a more complete picture of your portfolio performance

Business Benefits

- **Accurate decision making, budgeting, and planning** – Improve visibility into your portfolio
- **Fast execution of new strategies** – Take advantage of scalability and flexibility to move swiftly to execute strategies
- **Improved project management** – Enable better cost management, within-budget forecasting, and adjustments
- **Enhanced tenant satisfaction** – Improve efficiencies and control costs with automated processes that streamline your operations
- **Increased collaboration** – Deliver projects on time and within budget with better collaboration among project teams

For More Information

Call your SAP representative or visit us at

www.sap.com/industries/professionalservices/large/commercialrealestate/index.epx.

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