

NAREC December 2022



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→ Drivers Impacting ERP Developments

→ ERP Updates

- Yardi
- MRI
- JDE
- Nextworld
- REM Logics

→ Emerging Technologies

Drivers Impacting ERP

- Application fatigue / stale implementation
- Log-In/Out multiple devices
- Security
- Reduced manual processes
- Shorter development duration / quicker turnaround
- Data quality / data optimization / value extraction
- Broadening footprints vs Integration management
- AI enabling value creation and reducing manual effort

ERP Update - Yardi

Major Updates

→ Overall

- Continuous footprint expansion across asset classes, improvements within existing products and growth in AI
- User Interface Selection (Traditional vs Angular)

→ Asset Class

- Debt as an Asset (Debt Manager)
- SFR and BTR Expansion
- Breeze Premier Manufactured Housing
- Revamped Affordable Housing
- Multifamily - Elevate products including Asset IQ, Marketing IQ, CRM IQ, Chat IQ
- Solidified co-work environment - Coworking Café/Kube

→ Functionality

- Corporate occupier lease development
- BillPay Express
- Pulse/Energy Star/GRESB ESG Reporting
- Smarthome for Maintenance IQ
- Commercial Edge
- Job Cost Enhancements

User Interface

The screenshot shows the 'Properties' dashboard in Yardi Elevate. It features a table with columns for Name, Units, Sq Ft, Units Available, Occupancy %, Owner, Manager, Year Completed, and Property Type. The table lists several properties with their respective details.

| Name | Units | Sq Ft | Units Available | Occupancy % | Owner | Manager | Year Completed | Property Type |
|---|-------|---------|-----------------|-------------|-------|---------|----------------|---------------|
| Bluggy Way 202 W. Calhoun Street Charlotte, NC 28202 (pm030008) | 203 | 175,150 | 21 | 96% | | | | Market |
| Clear Village 5824 West Campus Trail Centerville, VA 20120 (pm030007) | 207 | 237,250 | 27 | 95% | | | | Market |
| CityView Apartments 385 First Avenue New York, NY 10010 (pm040013) | 204 | 206,088 | 18 | 99% | | | | Market |
| Clayton's Townhouses 2800 Woodlake Dallas, TX 75204 (Claytown) | 33 | 31,550 | 17 | 45% | | | | Market |
| Coody Homes 3300 East West Highway Hyattsville, MD 20792 (pm040011) | 200 | 194,347 | 25 | 97% | | | | Market |
| Court Crossing 152 Ridgeway Boulevard Rockville, MD 20850 (pm040015) | 200 | 248,350 | 19 | 96% | | | | Market |

The screenshot shows the 'Contracts' dashboard in Yardi Kube. It features a summary section with five cards: Active Contracts (27), Contracts in Progress (4), Amendments in Progress (2), Terminations Processing (1), and Pending Configurations (0). Below this is a detailed table of contracts with columns for Company, Property, Contract, Term, Details, Value, and Amendments.

| Company | Property | Contract | Term | Details | Value | Amendments |
|-----------------------|-------------|------------|----------|---|---|---------------------|
| American Express (27) | Shawmut 335 | July 30 | 2 Months | Starting on 8/15/2024 Ending on 8/15/2026 Auto Renewal: Yes | \$99.00 (current MFR) \$10.00 (last on renewal) | 0 Active Amendments |
| American Express (27) | Shawmut 335 | July 30 | 2 Months | Starting on 8/15/2024 Ending on 8/15/2026 Auto Renewal: Yes | \$139.00 (current MFR) \$10.00 (last on renewal) | 0 Active Amendments |
| Equifax Business | Shawmut 335 | October 31 | 2 Months | Starting on 8/15/2024 Ending on 8/15/2026 Auto Renewal: Yes | \$99.00 (current MFR) \$10.00 (last on renewal) | 0 Active Amendments |
| American Express (27) | Shawmut 335 | July 30 | 2 Months | Starting on 8/15/2024 Ending on 8/15/2026 Auto Renewal: Yes | \$39.00 (current MFR) \$10.00 (last on renewal) | 0 Active Amendments |

Roadmap Headlines

→ Coming Down the Pipe

- **Leasing**
 - In Beta right now
 - New Lease Admin functionality
 - New COI functionality
 - Incorporating Property Insurance tracking
- **GL**
 - New ad hoc reporting
 - improved Bank Recs.
 - AR Manager - Auto Cash App is the big driver for this and now in Elevate
- **Fixed Asset Manager**
 - More modern interface
 - Improving functionality
- **Procure to Pay**
 - Frictionless AP Lifecycle.
 - New functionality built for Service Contracts.
 - P2P Full Potential (P2P FP). An easy option to roll out the products. No cost for the products.

ERP Update - MRI

→ Overall

• *Considerable Acquisition Activity*

- Recent acquisition of **Springboard**, a provider of shopper traffic counting and artificial intelligence (AI)-powered analytics to retailers, landlords, and government bodies. Capture of foot traffic and sounds from retailers' areas which combined you can get different insights
 - People - male, female ...
 - Vehicles - trucks, cars, bicycles
- Capture of how long do they stop, who walks in, who walks past it. Abandonment rate. How much time they spent in there, capture rate.
- Location Insights - Does the store get enough foot traffic in the first place - if it does that can lead to higher rent ex: corridor not very good for foot traffic and those stores close to it struggled with sales but the data before wasn't available.
- Springboard also offers Benchmarking - regional national performance levels - downtown performing to nationally (in the UK and US). In US in - NY, Boston, Chicago, parts of LA
- Count of how many people will go into fitting rooms - more sales if going to the fitting rooms
- Checkouts - how long are they spending there - who abandons the line because they don't want to wait long to pay. - does that mean we need more cashiers
- Announcement of acquiring **PropTech Group Limited** which includes MRI acquiring VaultRE, VaultEA, EagleCRM, Real Estate Investar, Website Blue, Designly, and RentFind Inspector.
- Acquired **ApartmentData.com**, further expanding its MRI Living™ suite of property management solutions for the multifamily market which enables multifamily property owners and managers to increase property values by optimizing pricing and occupancy.
- Acquired **Angus Systems**, a provider of building operations management software for commercial real estate owners and operators which complements MRI's existing facilities management (FM) solutions. Angus AnyWhere®, is used to manage 2.7 billion square feet of property across North America,

• *Major update to the User Interface and Experience through Agora*

- Agora is the first offered Open data platform in PropTech
- Takes MRI data from any MRI application to external applications and use that data
- 3 Pillars of MRI agora
 - Data insights
 - Automation
 - Integration capabilities

ERP Update - MRI

Agora

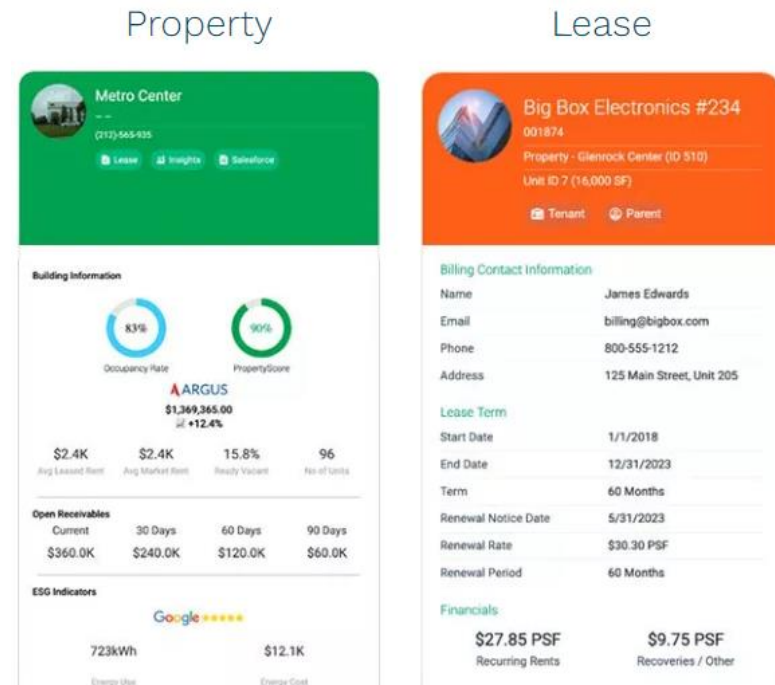
- **Agora Studio and the new UI experience**
 - Applies modern styling visualization tooling and responsive design to pages.
 - Can view screen sizes in laptop, phone, tablet.
 - API's secure data, core logic.
 - UI is graphical, configurable grids, built in excel export and other expected functionality is simple to implement.
 - Productivity and quality improvement, as components speeds, standardizes and error proof development
 - Simple changes, drag and drop functionality
 - Not limited to PMX data - can grab data from other sources using third party API

- **MRI Insights**
 - Enterprise Data Services - A singular Data Services layer consolidates business data in one place, allowing for fast access. By supporting MRI, client, partner, and public data sets, it delivers a unified experience with a holistic approach.
 - Predefined dashboards Solution-specific dashboards available out-of-the-box for immediate value.
 - Self-service Analytics - A single place to view cross-product analytics dashboards including a smart Q&A engine to ask, answer, and learn about the data.

- **MRI Forms Intelligence**
 - Deep learning based custom AI models for each form type, with added pre and post processing heuristics with very few training models required
 - Capabilities to read data from handwritten or typed forms, digital or scanned, from FTP sites or cloud storage
 - Consumable extracted data in various formats (CSV, XLSX, XML or JSON), with customization options to be sent to various property management, financial, accounting or compliance system formats

"Cards"

- Anatomy of a card
 - What are cards?
 - Visual representation - Actionable data in the form of cards
 - Cards surface data from different applications within your web applications in zero clicks via a browser extension.
 - The card is design to trigger an action
 - It allows you to see where you go next



Enhancements

→ Functionality Enhancements :

- **Technical**
 - JD Edwards EnterpriseOne One-Click Provisioning on Oracle Cloud Marketplace
 - Certification with Apple iOS 15
 - Default Current User as Tester when Entering Test Results
- **General and Entity**
 - Support for Joint Venture Management in a Currency “Off” Environment
 - European Union: New Nature of Transaction Codes for B2B and B2C in Intrastat Reporting
 - New and Improved Property Location Map
 - Address Book Map
 - Financial Year End 2021 - EnterpriseOne 1099
 - Manage Report Output in Orchestrations
 - Capability to export grid data to Excel Macro file extension type .XLSM
 - Logic Extensions: Business Function Support
 - Start a Workflow Process from a Logic Extension
 - Orchestrator Multipart REST Connector Without File Attachments
 - Outbound and Third-Party Cross-References for Orchestrations
 - Call an Orchestration from a Workflow
 - Logic Extensions: Call Directly from a Form Extension
 - Web OMW Spec Object Support
 - Display Open Requisitions on Employee Org Chart
- **PO/AP**
 - New Visual Bill of Material
 - Improved Data Quality in Purchase Date Revisions
- **AR**
 - Support for Reporting Current vs Non-Current Portions of Lessee Lease Balances

Roadmap

- ### → Joint Venture Roadmap – Enable both the managing/operating partner and the individual joint venture partners to:
- Track budgets, costs, invoices, payments, units and other information for each JV including legal entities, percentage ownership, cash calls, pro-rata share
 - Track and invoice JV members for management or other fees and report financial status on the entire JV

ERP Update - Nextworld

nextworld

→ Background

- Founded in 2016, Nextworld is a SaaS-based ERP company with a no-code development platform. Customizations made on their platform are sustained and merged into upgrades and releases. This represents an incredible opportunity for customers who love the flexibility and functionality of JDE but are looking to future proof their investment.
- Nextworld uses their Nextbot® no-code, enterprise platform to enable the business to incorporate its unique business knowledge within the software - without coding and without ever being version-locked

→ Leadership

- Kylee McVaney – CEO – deep roots in JDE
- Mark Goode – President of Nextworld & Cloud Inventory
- Axel Allgeier – Chief Product Officer – former principal architect and inventor of J.D. Edwards' Configurable Network Computing architecture
- Vito Solimene - Chief Technical Officer - Instrumental in the design and architecture for the application development toolset. Eventually, Vito becoming Vice President of Engineering and head of application development for J.D. Edwards.
- Konrad Rogers – COO – JDE, Oracle SalesCloud
- Viviana Shain - Head of Platform Product Management - Built the Nextworld application development team, managed the product management team, and oversaw application architecture

ERP Update – REM Logics / Nextworld Dev Partner



- Founded by Donnie Law, CEO with principals who were involved in developing the Commercial Property module that is now part of JDE. REMLogics is also working with the NextWorld ERP team to add Commercial Property Management to that cross-industry solution.
- Solution Features and Roadmap
 - Currently offer property, tenant and lease functionality including billing, lease admin, lease accounting, recoveries, deal flow, utilities management, debt and lease liabilities, budgeting and forecasting and reporting for Retail and Office
 - Roadmap plans include expansion into investment management and an investor portal for 2023 for Retail and Office.
 - Future offerings will including residential in 2023 and Industrial in 2024 with equivalent functionality to that of Retail and Office
 - Includes cloud-based points of integration with **Oracle Cloud** on receivables, payables and assets and work execution
- Adopters include Hartman (ERP) and Federal Realty (custom debt mgt)

Example Emerging Technologies



- Comprised of founders, executives, and early employees from Addepar, Amazon, Robinhood, and VC funds; focused on building systems that automate solutions to complex problems at scale
- Solution features and functionality include:
 - Taxation
 - Accounting - Custom roles with specific user permissions are assigned to provide extra controls and security. Bank reconciliations are streamlined with suggested matching features. Ender's dynamic general ledger and auditing features provide back-office support
 - Task Management - centralized dashboard shows issues across all properties; providing tracking, assignments, connections and invoicing.
 - Payments and Receivables - Tenants link their bank account and pay rent through an online portal. Vendor invoices are similarly paid through Ender. Data automatically flows to Ender's accounting system.



- Michelle Buxton – Founder & CEO – Founded Toolbox Group, the creators of real estate community engagement and management technology Mallcomm. With more than 20 years' expertise in engaging real estate users in the changing ways they live, work, shop and play, Michelle is a leading expert, innovator and influencer in the proptech arena.
- Solution features and adopters include:
 - Mallcomm is a 360-degree integrator, enabling real estate owners to efficiently manage and engage their communities through instant 24/7 communication between the management team and retailers. Mallcomm is a B2B and B2C communications medium , available as a mobile app and desktop platform, it connects a range of stakeholders living, visiting and working in a retail environment.
 - The platform has been implemented by Iretail asset managers across the globe, including; Unibail-Rodamco-Westfield, Mall of America, Brookfield Properties Retail, Oxford Properties, Klepierre, Savills, AMF Fastigheter, British Land, and Hammersons.

Placer.ai

- Commenced in 2017 with the premise of offering to customers a self-service tool defined by their own parameters for searching on foot traffic and retail behaviors
- Solution features and adopters include:
 - Insight into + 13 M venues and places across the United States
 - Learn how many visitors by hour, day, and month by location including where customers are coming from and going to.
 - Identify customer demographics, interests, and intent.
 - Customer churn and understand evolving consumer patterns.
 - Understand how large events will impact business.
 - Early adopters include JLL, Regency Centers, Taubman, Planet Fitness, BJ's Wholesale Club and Grocery Outlet



- Founded in 2017 by New York City real estate developer, William Sankey, and technology expert, Mark McCorkle growing to serving more than 100 clients facilitate more than \$50 billion worth of capital projects
- Solution features and adopters include:
 - Cloud-based intelligence platform tailored to the specific needs of owners, developers, project management firms, and internal corporate/institutional real estate teams.
 - Offers automation and data enabling users to explore in greater detail and see further ahead at every project lifecycle stage including monthly investor reports and temporary stakeholder links, proactive warnings alerting prior to overspending or change orders, indexing of all contracts, proposals, change orders, and lien waivers, and WNorthspyre automation pulls and categorizes data from integrated email workflows to generate an accurate monthly cost report
 - Adopters include Urban Realty Partners, SHVO, BREV, MAG Partners, Roadside, GMH Communities and Madison Realty Capital

Emerging Technologies



- Founded in 2012, VTS started with a product offering a 360-degree insights into all portfolio activity for leasing teams to secure access to critical information from anywhere.
- Solution features and adopters include:
 - VTS Platform - Modern leasing, asset management, and marketing for landlords, agency brokers, and tenant reps
 - VTS Lease- The online “command center” for all asset, deals, and tenants
 - VTS Market- Online marketing & virtual tours for a digital world
 - VTS Data - forward-looking market data
 - 12B square feet of real estate are managed on the platform, with 45k users supported by 300+ personnel across six offices – adopters include JLL, Merritt Properties, CBRE, Boston Properties, Blackstone, and Brookfield Properties to name a few

Q&A ?