CRETECH

2018 END OF YEAR REPORT

Research in collaboration with RE Tech

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bxp Boston Properties • connect commercial real estate • ICSC • JLL • NAIOP COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION

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CRETECH LOS ANGELES 2019
03/27/19-3/28/19

Register today for the biggest and most comprehensive West Coast gathering of the commercial real estate tech industry in Los Angeles on March 27-28. Over two days, CREtech will assemble the most sought-after speakers, the leading startups, investors from around the world, the most active developers/owners and brokers to discuss all things commercial real estate tech.

CRETECH BOSTON 2019
04/10/19

CREtech is returning to Boston on April 10 for a must-attend technology showcase for the commercial real estate sector, in partnership with MIT Center for Real Estate and NAIOP Massachusetts.

CRETECH NEW YORK 2019
10/16/19 - 10/17/19

Don't miss the biggest conference in commercial real estate tech on October 16-17 in New York! Network with thousands of professionals, discover the latest commercial real estate technologies, and learn from the industry's leading innovators at CREtech's flagship two-day conference.

WOW! What a year. 2018 will without a doubt go down in history as the year that the CREtech sector reached the tipping point.

As someone who has been in the sector since 2011, I will never forget 2018. It was a year that I traveled to over twenty cities and to Europe to talk CREtech to anyone that would listen. A year the press started to pay attention to us. A year that showed an explosion of funding to record levels. A year where the pace of innovation and adoption was simply astonishing.

I could see this first-hand as our events at CREtech continued to grow and literally double in size with each one, culminating in our record setting, 1,000+ attendees at our December 6th event in New York.

But, as I have said at every event that I was fortunate enough to speak at, this momentum is not about me or our company. We are simply the "conveners," the people trying to help mobilize and organize the industry. Trying to to connect the commercial real estate sector with the world of technology.

All of the credit to this movement's momentum is due to the startups themselves. The dreamers. The innovators. The risk takers. Because without them, CREtech as an industry does not exist.

So, with our final report of the year, I wanted to acknowledge and salute the startups themselves for all of their amazing progress this past year and for their commitment to bringing technology to the commercial real estate industry, ushering a new era of innovation, jobs and economic growth.
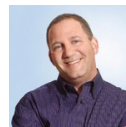
Here's to an even greater 2019!

M

Michael Beckerman
CEO
CREtech

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Shadow Ventures
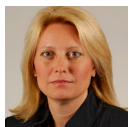
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Managing Partner,
Navitas Capital

NOTABLE TRANSACTIONS OF 2018

With over $3 billion raised through the first half of 2018, unprecedented interest remains on how technology can impact the way people and businesses use real estate. Here are some of the most notable transactions.

CONTINUE READING

By: Ashkan Zandieh,
Chief Research Advisor, CREtech; Founder, RE:Tech

Global real estate tech investments have been on a tear over the past several years. However, despite the surge in total venture deals, the venture capital market in real estate tech has begun to tighten. Over the past 12 months, the industry was marked by volatility and uncertainty for both investors and technology companies alike.

Investors deployed $9.6B in 2018, a 23 percent decrease in total dollar volume since 2017, despite a near 47 percent gain in total deal volume during the same period.

Throughout the greater venture capital market, 2018 was marked by new post-dot com highs for venture capital dollar volume around the world, propelled by a surge in late-stage deals (Series B and greater). As it pertains to real estate tech, the remarkable growth in dollar volume has led to the late-stage deal market looming large over the greater venture capital landscape. For perspective, late-stage rounds accounted for 91 percent of dollar volume in 2018, representing 40 percent of total deal volume.

To clarify, this isn't a scenario where in high tide all ships rise. Globally, late-stage venture activity is intensifying at a more rapid pace than other venture funding stages, squeezing other stages toward the margins, since 2017.

This trend is caused by two factors:
(1) Private equity deals with previously venture-backed companies account for less of the action;
(2) Angels, seed, and Series A investors account for less of the total dollar volume over time.

So is there an end in sight for all this late-stage largesse? For the time being, not really. So what can you expect in 2019? The continued trend towards larger checks and an overall decline in aggregate venture deal volume. The pace of dealmaking will continue to slow across all stages, but the downswing was primarily driven by a significant decline in round count at the earliest stage of venture funding—the angel, seed, convertible notes, and related deal types that make up the bulk of venture deal volume around the world.

RESEARCH METHODOLOGY

Within this publication, only completed transactions regardless of type are tracked by RE:Tech.

RE:Tech classifies real estate and property tech companies as private companies in the general field of real estate, in the field of software-as-a-service, hardware-as-a-service, and real estate-as-a-service.

Deals RE:Tech includes equity investments into startup companies from an outside source. Investment does not necessarily have to be taken from an institutional investor. This can include investments from individual angel investors, angel groups, seed funds, venture capital firms, corporate venture firms, and corporate investors. Investments received as part of an accelerator program are not included, however, if the accelerator continues to invest in follow-on rounds, those further financings are included.

If there is a press release that states a specific round of financing, it is classified as such, or if a news story or press release only mentions individuals making investments in a financing, it is also classified as angel.

Early-stage: Rounds are generally classified as Pre-Seed, Angel, Seed, or Series A (which RE:Tech typically aggregates together as early stage) either by the series of stock issued in the financing or, if that information is unavailable, by a series of factors including: the age of the company, prior financing history, company status, participating investors, and more.

Late-stage: Rounds are generally classified as Series B, C or D or later (which RE:Tech typically aggregates together as late stage) either by the series of stock issued in the financing or, if that information is unavailable, by a series of factors including: the age of the company, prior financing history, company status, participating investors, and more.

Growth equity: Rounds must include at least one investor tagged as growth/expansion, while deal size must either be $15 million or more (although rounds of undisclosed size that meet all other criteria are included). In addition, the deal must be classified as growth/expansion or later-stage VC in the RE:Tech Platform.

2018 DATA SUMMARY

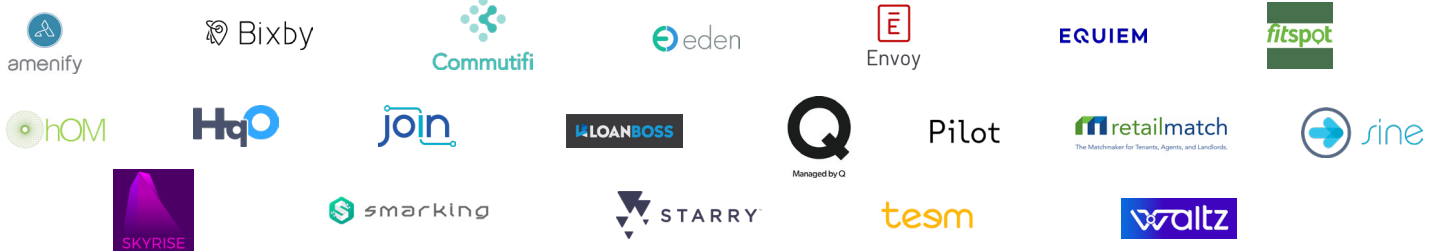|	2018	2017	PERCENT CHANGE
TOTAL AMOUNT INVESTED	$9,613,726,817.00	$12,600,000,000	-23.70%
TOTAL DEALS	509	347	46.69%
AVERAGE AMOUNT INVESTED	$25,035,746.92	$36,311,239	-31.05%
	AMOUNT	DEALS	
SEED	$215,555,987.00	230	
SERIES A	$614,768,610.00	71	
TOTAL	$830,324,597.00	301	

2018 QUARTERLY BREAKDOWN

Amount invested in commercial real estate tech per quarter

Q1　Q2　Q3　Q4

NOTABLE TRANSACTIONS

ORGANIZATION NAME	HEADQUARTERS	LAST FUNDING DATE	LAST FUNDING AMOUNT	LAST FUNDING TYPE
WeWork	New York, New York, United States	11/13/18	$3,000,000,000.00	Private Equity
Lianjia	Beijing, Beijing, China	9/5/18	$1,500,000,000.00	Private Equity
WeWork China	Shanghai, Shanghai, China	7/26/18	$500,000,000.00	Series B
Compass	New York, New York, United States	9/27/18	$400,000,000.00	Series F
Opendoor	San Francisco, California, United States	9/27/18	$400,000,000.00	Series E
Xiaozhu.com	Beijing, Beijing, China	10/10/18	$300,000,000.00	Series F
PurpleBricks	Solihull, Solihull, United Kingdom	3/26/18	$177,000,000.00	Post-IPO Equity
Uoko.com	Chengdu, Sichuan, China	5/10/18	$157,487,755.00	Series C
PropertyGuru	Singapore, Central Region, Singapore	10/31/18	$144,352,115.00	Series D
Nested	London, England, United Kingdom	11/11/18	$129,390,042.00	Debt Financing
Property Finder	Dubai, Dubai, United Arab Emirates	11/26/18	$120,000,000.00	Private Equity
Offerpad	Gilbert, Arizona, United States	5/16/18	$100,000,000.00	Debt Financing
EasyKnock	New York, New York, United States	9/19/18	$100,000,000.00	Debt Financing
QingKe	Xuhui, Shanghai, China	4/16/18	$100,000,000.00	Series C
Relendex	London, England, United Kingdom	11/19/18	$92,563,190.00	Debt Financing
Danke Apartment	Chaoyang, Liaoning, China	6/6/18	$70,000,000.00	Series B
Knotel	New York, New York, United States	10/23/18	$60,000,000.00	Corporate Round
Yanzi Networks	Kista, Stockholms Lan, Sweden	7/25/18	$57,163,449.00	Private Equity
Apartment List	San Francisco, California, United States	1/17/18	$50,000,000.00	Series C
Bungalow	San Francisco, California, United States	9/9/18	$50,000,000.00	Debt Financing
Bayut	Dubai, Dubai, United Arab Emirates	8/16/18	$50,000,000.00	Series D
Zumper	San Francisco, California, United States	9/18/18	$46,000,000.00	Series C
Breather	Montrĺ©al, Quebec, Canada	6/11/18	$45,000,000.00	Series C
LendInvest	London, England, United Kingdom	9/17/18	$40,092,225.00	Series C
Spotahome	Madrid, Madrid, Spain	6/6/18	$40,000,000.00	Series B
MIXER	Herzliya, Tel Aviv, Israel	2/26/18	$40,000,000.00	Venture - Series Unknown
Prateek Group	Delhi, Delhi, India	8/16/18	$39,277,297.00	Undisclosed
MAX Exchange	Atlanta, Georgia, United States	9/25/18	$38,000,000.00	Series B
Elara Technologies	Singapore, Central Region, Singapore	8/20/18	$35,000,000.00	Debt Financing
Qualia	San Francisco, California, United States	3/7/18	$33,000,000.00	Series B
NeueHouse	New York, New York, United States	12/3/18	$30,000,000.00	Venture - Series Unknown
Divvy Homes	San Francisco, California, United States	10/9/18	$30,000,000.00	Series A
Reonomy	New York, New York, United States	6/11/18	$30,000,000.00	Series C
Perch	New York, New York, United States	5/10/18	$30,000,000.00	Series A
PeerStreet	Los Angeles, California, United States	4/5/18	$29,500,000.00	Series B
ATLAS	Guangzhou, Guangdong, China	10/12/18	$28,933,511.00	Series A
YOPA	London, England, United Kingdom	8/30/18	$26,024,994.00	Series D
Juniper Square	San Francisco, California, United States	12/12/18	$25,000,000.00	Series B
Roostify	San Francisco, California, United States	2/15/18	$25,000,000.00	Series B
Homeday	Berlin, Berlin, Germany	10/15/18	$23,166,166.00	Series B
Distrii	Shanghai, Shanghai, China	6/13/18	$23,000,000.00	Series A
Beijing Zhugefangfang Information Technology	Beijing, Beijing, China	7/9/18	$22,671,281.00	Series B
Aline Capital	Greenville, South Carolina, United States	7/25/18	$22,575,000.00	Debt Financing
Skyline AI	New City, New York, United States	7/31/18	$22,000,000.00	Series A
OJO Labs	Austin, Texas, United States	5/17/18	$20,500,000.00	Series B
Reali	San Mateo, California, United States	7/18/18	$20,000,000.00	Series B
Mynd	Oakland, California, United States	5/16/18	$20,000,000.00	Series B
Openpath Security Inc	Culver City, California, United States	7/17/18	$20,000,000.00	Series B
Total Expert	Eden Prairie, Minnesota, United States	10/11/18	$20,000,000.00	Series B
Awfis Space Solution Private Limited	New Delhi, Delhi, India	7/25/18	$20,000,000.00	Series C
JetClosing	Seattle, Washington, United States	6/8/18	$20,000,000.00	Series A
ThoughtWire	Toronto, Ontario, Canada	3/5/18	$20,000,000.00	Series A
Common Ground	Kuala Lumpur, Kuala Lumpur, Malaysia	6/26/18	$20,000,000.00	Series A
JuLive.com	Beijing, Beijing, China	9/7/18	$20,000,000.00	Series B
Airwavz Solutions	Charlotte, North Carolina, United States	9/6/18	$19,452,057.00	Private Equity
Trussle	London, England, United Kingdom	5/9/18	$18,419,847.00	Series B
Eddisons	Leeds, Leeds, United Kingdom	4/4/18	$18,314,192.00	Grant
Campfire Collaborative Spaces	Hong Kong, Hong Kong Island, Hong Kong	7/5/18	$18,000,000.00	Series A
Real Greek	Federal Way, Washington, United States	4/12/18	$18,000,000.00	Venture - Series Unknown
SparkPlus	Seoul, Seoul-t'ukpyolsi, South Korea	9/18/18	$17,827,854.00	Series A
FlyHomes	Seattle, Washington, United States	5/31/18	$17,000,000.00	Series A
Group 1 Engineering "G1E.co"	Manhattan, New York, United States	1/10/18	$17,000,000.00	Initial Coin Offering
Starcity	San Francisco, California, United States	3/6/18	$16,450,000.00	Series A
Spruce	New York, New York, United States	7/19/18	$15,600,000.00	Series A
Lyric	San Francisco, California, United States	2/20/18	$15,500,000.00	Series A

CRETECH LANDSCAPE

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SKYRISE | smarking | STARRY | tesm | waltz

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LIKK technologies | lucid | MOBILE DOORMAN | ravti | senseware | smartrent

StringBean Technologies | SWITCH AUTOMATION | TYGATRAX | VERGESENSE | versapay | wegowise

BLOCKCHAIN

ABSTRACT

Baya

Real Blocks

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PlanGrid | PlanRadar | PRESCIENT | PROCORE | RHUMBIX | TRADETAPP

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EVENTUP | eVenues | INDUSTRIOUS | KNOTEL | LiQUIDSPACE | MINDSPACE | peerspace

pivotdesk | POPPIR | SharedSpace | SPACIFIED | SPACIOUS | SPLACER | Storefront

Terminal | The Riveter | Venuu | WERQWISE | wework | work well win

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senseware · Site 1001 Your building is talking. Are you listening? · SmartRent · STARRY · STRATIS · ThoughtWire

wattsense · WIRED SCORE · smartengine | wtec

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TRANSACTION & UNDERWRITING

ARGUS · ASSESS+RE · ATLASX · bowery · CartoFront · CircleLink HEALTH · citybldr

CMBS · CMDSense · CONATUS REAL ESTATE · ContactCRE · CoreLogic · CREDiFi · CREModels

EDR · enodo · PRAZEL · Analytics · FUEL FORECAST. VALUE. TRANSACT. · HouseCanary · LocateAI

LYRA INTEL · Obie · onboard INFORMATICS · OppSites · PiinPoint · ProDeal · PropertyMetrics

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VAL · SITE IDENTIFY · Spacequant · TEN-X · VALCRE · valuate by REFM

TECHNOLOGY PROVIDERS

Discover the most innovative technology providers for the commercial real estate industry.

CONTINUE

ABSTRACT

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
2018

WEBSITE
abstracttokenization.com

OFFICE LOCATIONS
Boulder, CO
Seattle, WA

TWITTER
@AbstractToken

FACEBOOK
https://www.facebook.com/
AbstractTokenization/

LINKEDIN
https://www.linkedin.com/company/
abstract-tokenization/

MONEY RAISED
$500,000 of commercial real estate
strategic investor seed capital
$50,000 of founder funding

PROMINENT CLIENTS
American Capital Group (acg.com) will be
our first client when our platform goes
live in Q1.

RELEVANT TYPES OF PROPERTY
• Mulifamily
• Office
• Retail
• Industrial
• Other

ABOUT

Abstract is solving for lack of liquidity in institutional-quality CRE, where investment lockups range from 5-9 years. We're leveraging blockchain technology to develop primary issuance financial infrastructure that converts private, illiquid ownership in real estate into more tradeable, regulatory compliant digital securities that are stored & transferred using immutable distributed ledger technology and traded after 1 year or less. In conjunction, Abstract will provide investor onboarding compliance, help automate investor servicing and aggregate secondary trading.
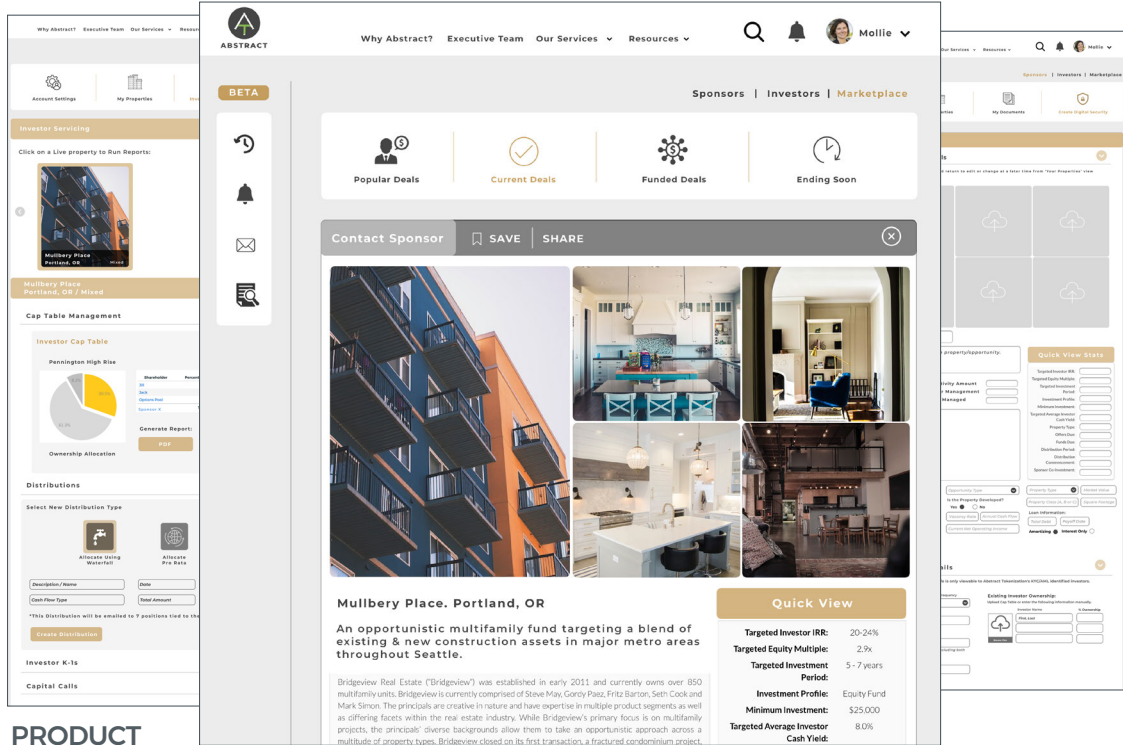
PRODUCT

Digital security creation- we write the smart contracts, structure asset into digital format & put on distributed ledger

Digital BD- 50% lower cost for KYC, AML & accredited investor verification and access to a new pool of global capital.

Automated servicing platform lowers reporting costs by 70%. Aggregated trading portal unlocks 15-30% liquidity premium.

RECENT NEWS

- Opening up a $3 million convertible note investment round this month to follow-on our July $500,000 strategic seed raise.
- Abstract just won CREtech's 5th Annual Real Estate Technology Awards for 2018 in the Blockchain Category this December.
- The Abstract team came together at ETHDenver Hackathon in February to begin development of their idea for CRE liquidity.

TESTIMONIALS

"Real estate is one of best use cases for blockchain based digital securities, as the largest asset class in the world the opportunity is huge." -Mollie Fadule, Cephas Partners (Advisor)

"...opens up markets for real estate developers to access a new investor pool." -Will Nelson, Columbia Pacific (Advisor)

WHAT'S NEXT

- Abstract is releasing it's beta primary issuance platform to structure and service digital securities on February 28th.
- We are scaling up Abstract and hiring to add to our engineering team, as well as legal & operations, the next 6 months.
- Continue to forge ecosystem partnerships with CRE due diligence providers, qualified custodians and trading platforms.

WHO WE ARE

**COFOUNDER &
HEAD OF
PRODUCT**
Tegan Gaan

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E: tegan@abstractto-
kenization.com

**CO-FOUNDER
& PRESIDENT**
BJ Kuula

COO/CIO of ACG
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**CO-FOUNDER
& CEO**
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AIRCRE
we are more

ABOUT

AIR CRE is a leading Southern CA CRE association for brokers, appraisers and affiliate organizations. Industry-leading technology and resources provide Members with an edge in the industry – real-time market data and research, property listings, CRE contracts, networking and events, news, and dispute resolution. Founded in 1960 by brokers dedicated to sharing information, networking, and abiding by rules of professional conduct, today there are over 2,000 Members comprised of key influencers in the industry.

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
1960

WEBSITE
aircre.com

OFFICE LOCATIONS
Glendale, CA
Orange, CA

TWITTER
@aircre

FACEBOOK
https://www.facebook.com/aircre/

LINKEDIN
https://www.linkedin.com/company/
air-commercial-real-estate-association/

PROMINENT CLIENTS
CBRE, JLL, Cushman & Wakefield,
Colliers, Newmark Knight Frank

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Other

SEARCH ALL PROPERTY TYPES USING FILTERS
Property Listings
Sale & Lease Comps
Save Searches & Results

50+ PARTY-NEUTRAL CONTRACT TEMPLATES THAT ARE ALWAYS UP TO DATE WITH REAL ESTATE LAWS

25TH ANNUAL AIR CRE
MARKET REVIEW & FORECAST
WE ORGANIZE THE EVENTS THAT YOU WANT TO BE AT

PRODUCT

Research & Listings: Cloud-based, mobile tech platform of CRE data and listings verified by researchers that know the market.

CRE Contracts: Access a suite of party-neutral contract templates that are always up to date with current CRE laws.

Outstanding Member networking opportunities through seminars, training and social events.

RECENT NEWS

• Launched all new Research & Listings platform. State of the art technology, new data and upgraded listing services.
• Launched new CRE Contracts app which delivers library of editable contracts covering all property types and transactions.

WHAT'S NEXT

• Ongoing updates to Research & Listings platform to improve both the system functionality and depth of the data.
• Update CRE Contracts app to incorporate digital sig and expand state-specific libraries to eventually include all 50 States.
• Expand CRE Dispute Resolution services platform to offer Mediation services to the CRE industry.

WHO WE ARE

TESTIMONIALS

"AIR CRE provides its members with best-in-class market intel, legal documents and arbitration that ensures professionalism."
- Seth Davenport, EVP, Voit

"Every day in my law practice, I use the various CRE contracts published by AIR CRE."
- Bryan Mashian, Mashian Law Group

EXECUTIVE DIRECTOR
Timothy Hayes

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CHIEF OPERATIONS OFFICER
Joy Pomeroy

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E: jpomeroy@ aircre.com
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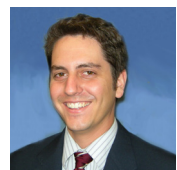
DIRECTOR OF BUSINESS DEVELOPMENT
Sean Pullin

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twitter: @Spullin_ AIRCRE

apto

ABOUT

Apto is the leading CRM and deal management software for commercial real estate brokers, with more paid users than any other provider. Apto was built by and for brokers to help them manage contacts, properties, listings, and deals—anywhere, from any device.

Apto's customers include thousands of independent brokers, as well as the largest multinational brokerages. Headquartered in Denver, Apto is one of the fastest-growing private companies in the U.S., as ranked by Inc. magazine.
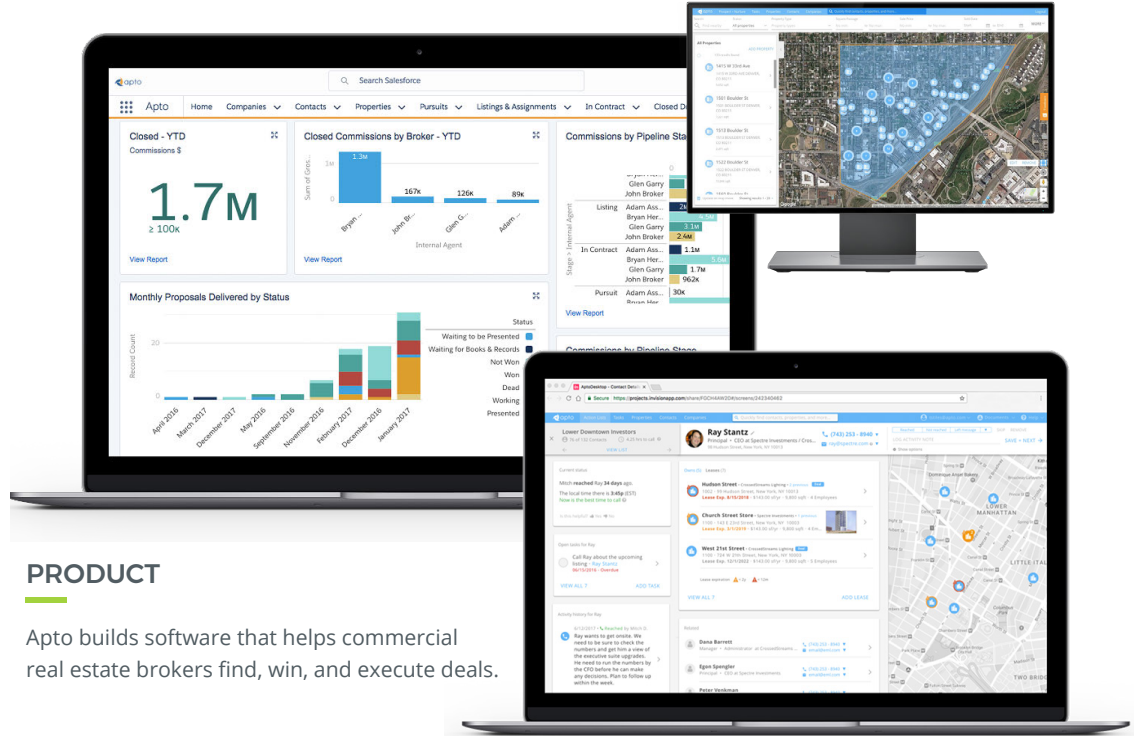
PRODUCT

Apto builds software that helps commercial real estate brokers find, win, and execute deals.

RECENT NEWS

• Major product updates - including prospecting tools, deal management, mapping functionality, and geo-targeted news

• Launched new website

WHAT'S NEXT

• Continue to expand product functionality

• Streamline customer experience with faster onboarding, simplified data imports, and enhanced customer care.

TESTIMONIALS

"It's so clear that you have the most innovative technology out there and are all pushing to make it better." - Joe Levy, Senior Associate, Marcus & Millichap - San Francisco

 "Since using Apto, I've become 60% more productive. It's great having the context I need on hand to make a connection." - Matt Lyman, Principal Broker, Commercial Northwest

WHO WE ARE

CEO
Angela Tucci

FOUNDER/BOARD OF DIRECTORS
Tanner McGraw

VP SALES
Rok Kopp

ATLASX

ABOUT

AtlasX is pipeline and deal management software for commercial real estate capital transactions. The process of acquisitions, dispositions, and financing commercial property has many stages of diligence, collaboration, and information management. AtlasX enables our clients to focus on deals by automating sourcing, standardizing data, compressing the time for funding decisions, and building our clients institutional memory of the market.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2016

WEBSITE
atlasx.co

OFFICE LOCATIONS
55 Broad Street, 13th Floor
New York, NY 10004

TWITTER
@AtlasX_

LINKEDIN
https://www.linkedin.com/company/atlasx/

RELEVANT TYPES OF PROPERTY
- Office
- Retail
- Industrial
- Multifamily
- Self-storage, student housing, single family residential

PRODUCT

Pipeline and Deal Management: Automate deal data entry, track active and dead deals, manage due diligence, and increase team visibility across the sourcing workflow.

Deal Monitoring: Get notified when a deal in your pipeline trades to a competitor, obtains financing, changes property use, has an upcoming loan maturity date, and other off-market data.

RECENT NEWS

- NEW FEATURE: AtlasX Insights. Automate manual data entry of deals with AtlasX Insights. Insights will fill your custom deal form using 250+ data points.
- NEW FEATURE: AtlasX Inbox. Forward broker email blasts to x[at]atlasx.co to create deals directly in your pipeline with pre-filled property information, broker contacts, and attachments.

WHAT'S NEXT

- Improvements across our deal management, automation features, and streamlined user experience.

WHO WE ARE

CO-FOUNDER
Anthony Dominguez

CO-FOUNDER
Zaki Aziz
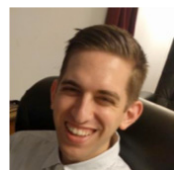
CO-FOUNDER
Alex Schneider

avidxchange™

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
2000

WEBSITE
avidxchange.com

OFFICE LOCATIONS
1120 AvidXChange Lane
Charlotte, NC 28206

TWITTER
AvidAutomates

FACEBOOK
https://www.facebook.com/
AvidXchange/

LINKEDIN
https://www.linkedin.com/company/
avidxchange-inc-/

MONEY RAISED
$577M, preferred stock

PROMINENT CLIENTS
Colliers International, Lincoln Property
Company, Duke Realty, The Lynd, Kettler

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily

ABOUT

AvidXchange™ revolutionizes the way companies pay their bills. Serving more than 5,500 clients throughout North America, AvidXchange is an industry leader in automating invoice and payment processes for midmarket companies spanning multiple industries including Real Estate, Financial Services, Construction, Health and Human Resources, and Hospitality.

PRODUCT

AvidXchange Invoice: Our complete invoice management software streamlines the entire AP process, while matching the current approval process that you have in place today.

AvidXchange Pay: Make 100% of your bill payments with AvidXchange. You and your suppliers will love our software, services, and industry leading payment network.
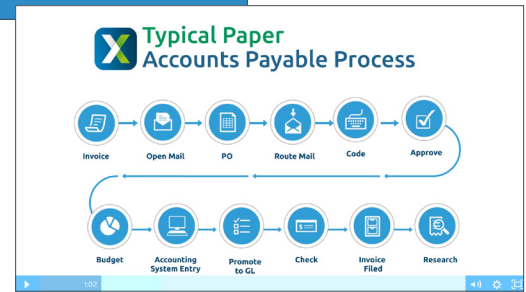
RECENT NEWS

- AvidXchange™celebrated the opening of its new operations center in Sandy, Utah.
- AvidXchange™and HomeTrust Bank announced a multi-year partnership to bring innovative technology solutions to HomeTrust treasury customers.
- AvidXchange™ announced that Dan Drees has joined the company as Chief Growth Officer, a new role created to facilitate ambitious and exciting growth.

WHAT'S NEXT

- AvidXchange is continuing to invest into the Real Estate market.
- AvidXchange will continue to grow.
- AvidXchange will be hiring more employees.

TESTIMONIALS

"The ability to scale for growth and maximize team member time allows us to take on more business, keep costs lower, provide better services – all while being more profitable." - Chris Perry, Senior Regional Controller, Colliers International

"The biggest benefit has been the payment process. It has made my life tremendously easier and that all of that is being handled by AvidXchange. We can never go back." - Vivian Barnes, CFO of Ackerman & Co.

WHO WE ARE

CEO/CO-FOUNDER
Michael Praeger

Twitter:
@MichaelPraeger

VP OF VERTICAL SALES
Kristen Thomasino

bandwidthlogic

ABOUT

Bandwidth Logic, Inc. is a leading Distributed Antenna Systems (DAS) neutral host provider in the Northeast. The company specializes in designing, building, and financing shared DAS networks for the wireless carriers, enterprises, and large venues.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
May 21, 2013

WEBSITE
bwlogic.com

OFFICE LOCATIONS
28 Valley Road, Suite 1
Montclair, NJ 07042

TWITTER
@BandwidthLogic

FACEBOOK
https://www.facebook.com/ bandwidthlogic

LINKEDIN
https://www.linkedin.com/company/ bandwidth-logic/

PROMINENT CLIENTS
New Water Street Corp./Alabama Pension Fund, Verizon, AT&T, T-Mobile, Toronto Transit Commission (TTC)

RELEVANT TYPES OF PROPERTY
- Office
- Retail
- Industrial
- Multifamily
- Airports, Subways, College Campuses, Stadiums

PRODUCT

Neutral Host Distributed Antenna Systems (DAS)

RECENT NEWS

- Opened up Southeast market, serving Texas and Florida
- Successfully deployed DAS at 55 Water Street
- Aggregated three carriers to neutral host DAS

WHAT'S NEXT

- Innovation in College Campus Connectivity
- Smart Building Initiatives
- Exploring Autonomous Vehicle to Infrastructure Market

WHO WE ARE

CEO & PRESIDENT
Mark Parr

Twitter: @markhparr
1-833-BWLOGIC

COO
Neil Milano

1-833-BWLOGIC

VP BUSINESS DEVELOPMENT
Matt Fallon

1-833-BWLOGIC

Bixby

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
04/05/16

WEBSITE
livebixby.co

OFFICE LOCATIONS
347 5th Avenue, 1600
New York, NY 10016

One Washington Street
Newark, NJ 07102

TWITTER
@livebixby

FACEBOOK
https://www.facebook.com/livebixby/

LINKEDIN
https://www.linkedin.com/company/
livebixby/

MONEY RAISED
$1M

PROMINENT CLIENTS
Empire Management, MD Squared
Property Group, Friedland Properties,
Pinnacle City Living, Sandberg
Management

RELEVANT TYPES OF PROPERTY
• Multifamily
• Office

ABOUT

Bixby is a real estate technology company helping property managers transform buildings into more connected, efficient, and sustainable communities. The company provides an easy-to-use web and mobile platform to send building announcements, organize and dispatch maintenance requests, and collect rent and common charge payments, among other features to maximize occupant comfort and convenience. Operating as a "virtual amenity" for multifamily & commercial properties, buildings that run on Bixby experience less turnover and happier tenants.

PRODUCT

Easy-to-use web and mobile app enabling property managers to provide residents with a better building experience.

RECENT NEWS

- Raised $750k in new funding from Community Technology Holdings, Newark Venture Partners, and TiE Angels
- Acquired a work-order management software called WorkOrderes to offer as free, light-weight version of the Bixby app
- Added advisors including Jack Richer, Evan Minskoff, Laura Castaing, Bice Grobstein, Constantine Korologos, Leland O'Conner & Stephen Kong

WHAT'S NEXT

- Raising a $1.5M seed round of funding
- Expanding presence geographically with a focus on SF, LA, Chicago, Boston, Miami, Philadelphia, DC, & Toronto
- Adding new features and integrations to improve the user experience for both residents and managers

TESTIMONIALS

"Bixby has been an amazing tool to help us better interact with our residents and provide them with more transparency." - Michael Mintz, MD Squared Property Group

"Bixby has been the bridge that we were always missing, granting us a stronger relationship with our residents and a more efficient internal team." - Angelo Gullo, Empire Management

WHO WE ARE

CO-FOUNDER & CEO
Mark Smukler

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CO-FOUNDER
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HEAD OF BUSINESS DEVELOPMENT
Derek Phillips

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P: (201) 618-5550

BLDUP

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2014

WEBSITE
bldup.com

OFFICE LOCATIONS
Boston, MA

TWITTER
@BLDUP

FACEBOOK
https://www.facebook.com/BLDUP/

LINKEDIN
https://www.linkedin.com/company/ bldup

PROMINENT CLIENTS
Callahan Construction
National Development
Coldwell Banker
JM Electrical
Finance Boston

RELEVANT TYPES OF PROPERTY
- Mulifamily
- Office
- Retail
- Industrial
- Other

ABOUT

BLDUP is a data analytics platform where the commercial real estate industry goes too, to get real time updates on new construction projects in the market.

PRODUCT

BLDUP provides real time updates to the industry on new construction projects. BLDUP tracks projects from land acquisition to sales and leasing keeping the industry informed on the progress every step of the way. Search projects by address, project type, city and more! With thousands of updates on projects, BLDUP is helping clients win business!

We are working on signing up corporate clients that are looking to influence the industry by leveraging our platform.

"In The Know" is BLDUP's subscription data analytics platform launching in early 2019. With "In The Know" you will never feel like you are missing out on a business opportunity. "In The Know", keeps you In the Know on all new projects in the market.

WHAT'S NEXT

- BLDUP is launching its data analytics platform in 2019. With this data you will be able to track your competitors, your most important clients and all your prospects in one place. You will also be able to determine near real time construction pricing, acquisition pricing, and searchable permit data. This software will help companies make decisions on millions/billions of dollars of business with confidence.
- We are working on signing up corporate clients that are looking to influence the industry by leveraging our platform.

RECENT NEWS

- We are launching a subscription service in early 2019
- In June of 2018 we were accepted into GSVlabs, an incubator space for tech start ups.
- BLDUP has doubled its audience in the last year and tripled its data mining capabilities.

WHO WE ARE

CEO
Noah Coughlin

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P: 617-913-4468

DIRECTOR OF SALES AND MARKETING
Matthew DiRoberto

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P: 617-416-4245

buildout

ABOUT

Buildout is the nation's leading commercial real estate marketing software. Since launching in 2010, Buildout has revolutionized the entire listing process for brokerages around the country. Buildout's marketing tool allows brokerages to produce beautiful, brand-consistent marketing instantly, save time by eliminating tedious tasks and focus on what's most important: closing more deals and growing their business.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2010

WEBSITE
buildout.com

OFFICE LOCATIONS
Chicago, IL

TWITTER
https://twitter.com/buildoutinc?lang=en

FACEBOOK
https://www.facebook.com/buildoutinc/

LINKEDIN
https://www.linkedin.com/company/
buildout-inc-/

MONEY RAISED
$8.3 million from seed and Series A funding

PROMINENT CLIENTS
Avison Young
Coldwell Banker Commercial
KW Commercial
Lee & Associates
SVN

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Other
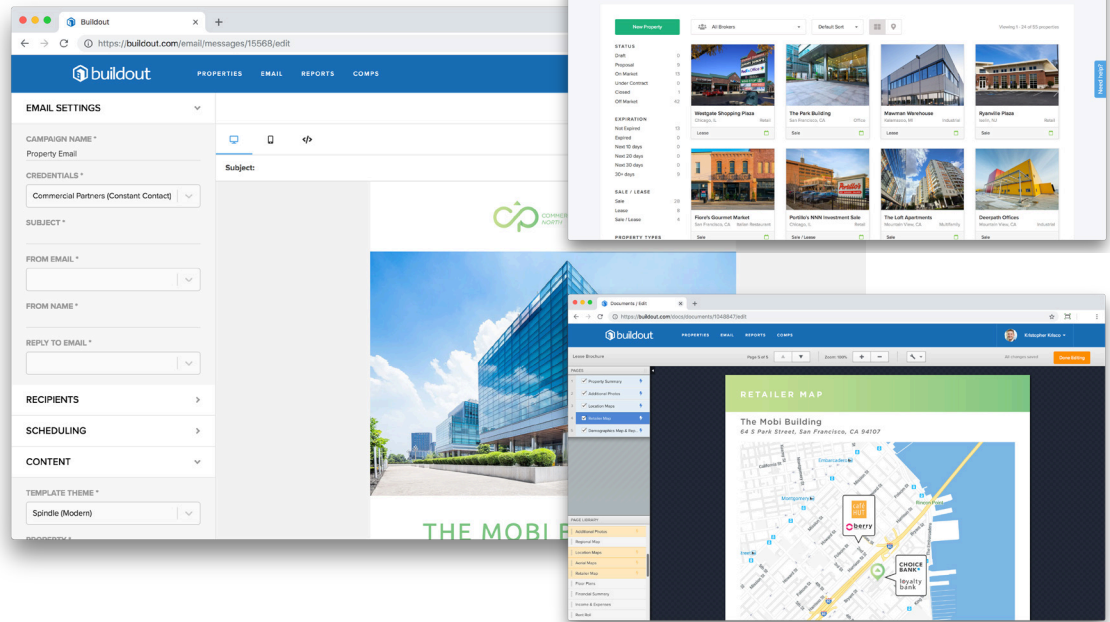
PRODUCT

Buildout allows teams to instantly create documents and promote property listings across the web from a single platform.

RECENT NEWS

- Signed national agreement with Coldwell Banker Commercial to provide marketing software for all of their affiliates
- Raised $8 million in Series A Funding from Susquehanna Growth Equity
- New syndication integrations with 6 local and national marketplace partners

WHAT'S NEXT

- Launching exciting new products
- Expanding Marketing features to support current customers
- Building additional integration partnerships

TESTIMONIALS

"The best marketing tool in [CRE]! Buildout has made our office more efficient than ever."
- Jessica Drake, NAI Bergman

"Buildout changed the way we do business."
- Kevin Maggiacomo, SVN International Corp

WHO WE ARE

CEO
Vishu Ramanathan

CTO
Jason Tillery
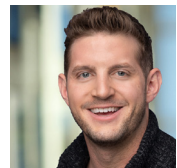
CCO
Kris Krisco
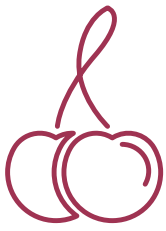
ABOUT

Cherre provides investors, insurers, lenders, and other large enterprises with a platform to collect, resolve, and augment real estate data from thousands of public, private, and internal sources. By providing a "single source of truth," we empower clients to evaluate opportunities and trends faster and more accurately, while saving them millions of dollars in manual data collection and analytics costs.
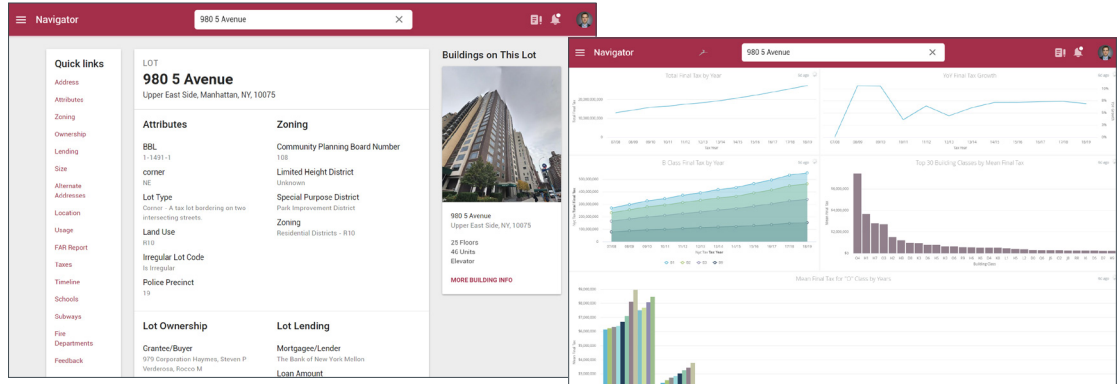
PRODUCT

CoreConnect – Connect any and all data to generate a single source of truth. Integrate siloed data to a centralized data warehouse or API, all in real-time.

CoreAugment – Augment data with Cherre's award-winning APIs, as well as 3rd party data available through our platform – all seamlessly synced.

CoreExplore – Explore data for valuable insights with powerful dashboards and visualizations, easily customizable to answer pressing data questions.
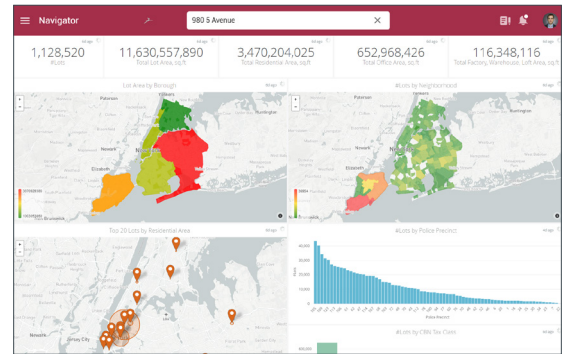
RECENT NEWS

- Recently raised $9M in seed round, the second largest in NYC, led by Navitas Capital, with participation from Carthona Capital, iLOOK-ABOUT, Dreamit Ventures, and Zigg Capital.
- Largest coverage in the U.S. with 177M properties from over 290K tracked datasets, representing over 200B data points.
- Added renowned data scientist Ron Bekkerman as CTO to lead the development of our predictive analytics products.

WHAT'S NEXT

- Launch next version of CoreExplore to all of our clients next quarter.
- Launch first version of CorePredict, our AI-driven predictive analytics platform to select clients in beta to help them make better investment and underwriting decisions.

TESTIMONIALS

"The most accurate real estate data out there on the market today." -Keller Williams NYC

"We trust Cherre to power our most sensitive data processes for our largest and most important clients." -Stratus Data Systems

WHO WE ARE
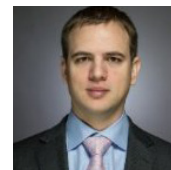
CEO
L.D. Salmanson

Twitter: @systep
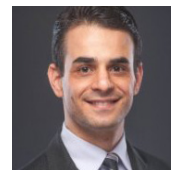
CPO
Ben Hizak

Twitter: @BenHizak
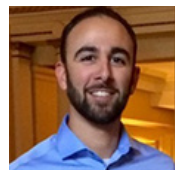
HEAD OF SALES
Brett Friedman

E: brett@cherre.com

citybldr ®

ABOUT

CityBldr, headquartered in Seattle, WA leverages machine learning and AI to determine the highest and best use of land and offers to buy or broker underutilized properties.

PRODUCT

Using technology we identify & value underutilized properties then offer to buy or broker those properties.
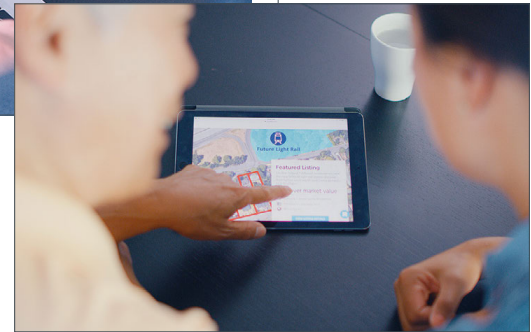
RECENT NEWS

- Announced a partnership with SRM development to help act as a key partner in assessing purchases of underutilized sites.
- Closed a round of funding to help fuel the extension of our capabilities into California.
- Launched & over delivered on a partnership with JLL to accelerate their land brokerage performance.

WHAT'S NEXT

- We will be raising a $100M property acquisition fund (CityBldr Fund I).
- Will focus on expanding beyond Seattle to Los Angeles, Austin, Washington DC and New York City.

TESTIMONIALS

"It does everything they say it does."
– Jacob Muller, TPG

"It would take any brokerage 10 years to build this." – Chris McDougall, CEO, Commercial Brokers Association

WHO WE ARE

CO-FOUNDER & CEO
Bryan Copley

Twitter: @rybanc
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CO-FOUNDER & CTO
Devyn Cairns

Twitter: @devynci
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SENIOR FUND ADVISOR
Mollie Fadule

E: mollie@citybldr.com

CMBS

ABOUT

Commercial Real Estate underwriting, CRM and MLS software combined with market data. Value, Share, and Transact your CRE deals with CMBS.com

PRODUCT

Value your deal using DCF and Direct Cap methods

Share your deals online

Transact without paying points

RECENT NEWS

- Online Sharing and property marketplace go live in 2018
- Our Enterprise Software business grows 25% in 2018
- Our CMBS data business grows by 100% in 2018

WHAT'S NEXT

- Look out for the launch of our debt marketplace
- Release of our white label tools for smaller CRE brokers and owners
- We have several strategic partnerships in the works

TESTIMONIALS

"I see a ton of opportunity for real estate to take advantage of blockchain." -Mollie Fadule, Cephas Partners (Advisor)

"...opens up markets for real estate developers to access a new investor pool." -Will Nelson, Columbia Pacific (Advisor)

WHO WE ARE

CEO
Jim Flaherty

E: jim@cmbs.com

ABOUT

Commercial and Residential Real Estate cloud commission accounting software for the modern brokerage.

CommissionTrac was created to streamline and automate all commission and accounting processes for modern brokerage companies. Easily integrate with CRM, Quickbooks, Property Management platforms and more. Track lease renewals, manage commission pipeline, track production, agent draw plans, agent expenses, manage split plans and agent distributions, general ledger accounting and more.
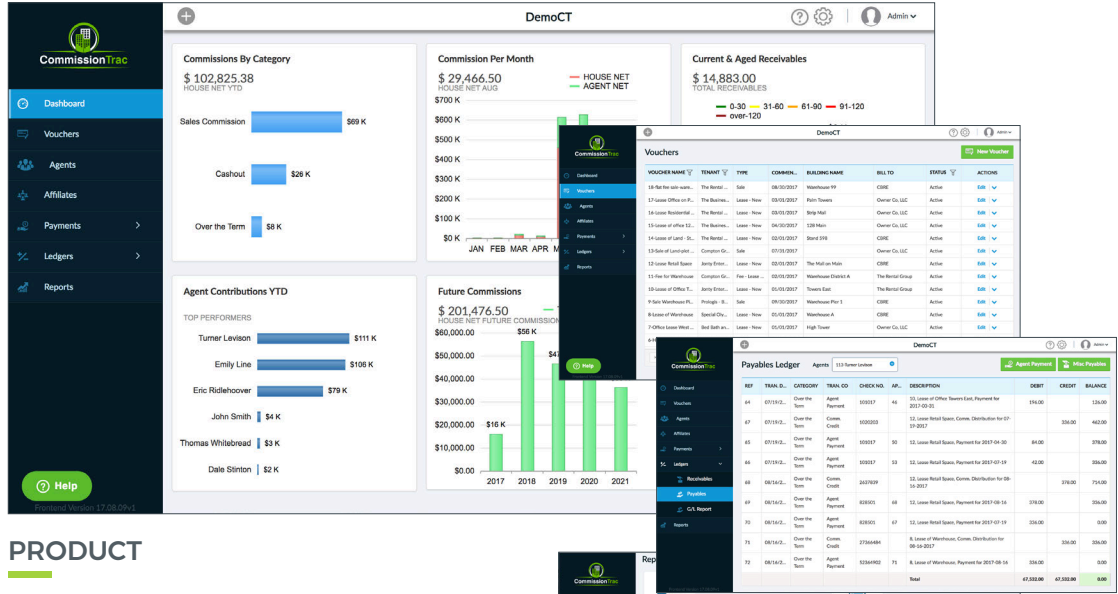
PRODUCT

The CommissionTrac Platform has 3 primary modules for the commercial real estate brokerage:

**Capture:** Turn every deal into searchable and reportable data with CommissionTrac Vouchers

Account: Use voucher data to automate accounting workflows, receivable & payables ledger journal entries, create invoices and statements, make deposits and calculate commission distributions.

Report: There's an executive dashboard, and a number of reports to streamline running a brokerage such as aged receivables, agent productivity, commission pipeline, and more...

TESTIMONIALS

"I have been in the accounting field well over 20 years and I would strongly recommend CommissionTrac to my friends and family. They are there for you every step of the way, it is so refreshing to have a company that responds to you within minutes! Personally, I would not have it any other way!"
-Tracey Barden
NAI Dominion

"My favorite part about CommissionTrac is their dedication to our success as a customer. They are constantly incorporating our feedback into their product. It really feels like we are growing together which makes me feel connected to their team."
-Shelly Protus
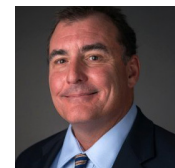CBRE Albany, part of the CBRE Affiliate Network
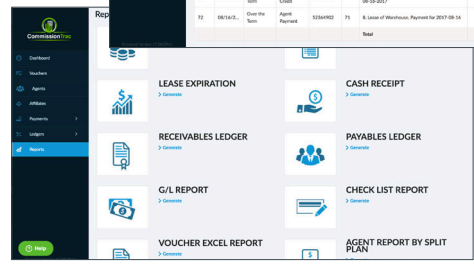
WHAT'S NEXT

- API Integration with QuickBooks
- API Integration with ClientLook CRM
- API Integration with Watson Analytics

WHO WE ARE

CEO
Turner Levison

COO
Daniel Levison

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P: 678.894.2334

PROFILE

COMPANY FOUNDING DATE
2016

COMPANY LAUNCH DATE
2017

WEBSITE
CommissionTrac.com

OFFICE LOCATIONS
Atlanta, GA
Tel Aviv, Israel

TWITTER
@CommissionTrac

LINKEDIN
https://www.linkedin.com/
company-beta/6465629/

CRUNCHBASE
https://www.crunchbase.com/
organization/commissiontrac

PROMINENT CLIENTS
NAI, Colliers, CORFAC, RE/MAX
Commercial, Ackerman & Co.

CLIENT GROUPS
Tenant Representation Broker
Landlord Representation Broker
Investment Sales Broker
Debt/Structured Finance Broker
Software

DEVICES
Phone iOS
Phone Android
Desktop/Laptop

COMPSTAK

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2012

WEBSITE
compstak.com

OFFICE LOCATIONS
New York, NY
Los Angeles, CA

TWITTER
@CompStak

FACEBOOK
https://www.facebook.com/CompStak/

LINKEDIN
https://www.linkedin.com/company/compstak/

MONEY RAISED
$17m in equity, $3m in venture debt

PROMINENT CLIENTS
Moody's Analytics, Wells Fargo, Tishman Speyer, Equity Office Properties, Boston Properties

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial

ABOUT

CompStak creates transparency in commercial real estate markets by gathering information that is hard to find, difficult to compile, or otherwise unavailable. CompStak delivers this unmatched insight into real estate transactions to a nationwide network of members and clients, including Tishman Speyer, Wells Fargo, Vornado, Boston Properties, Equity Office Properties, and every major brokerage.
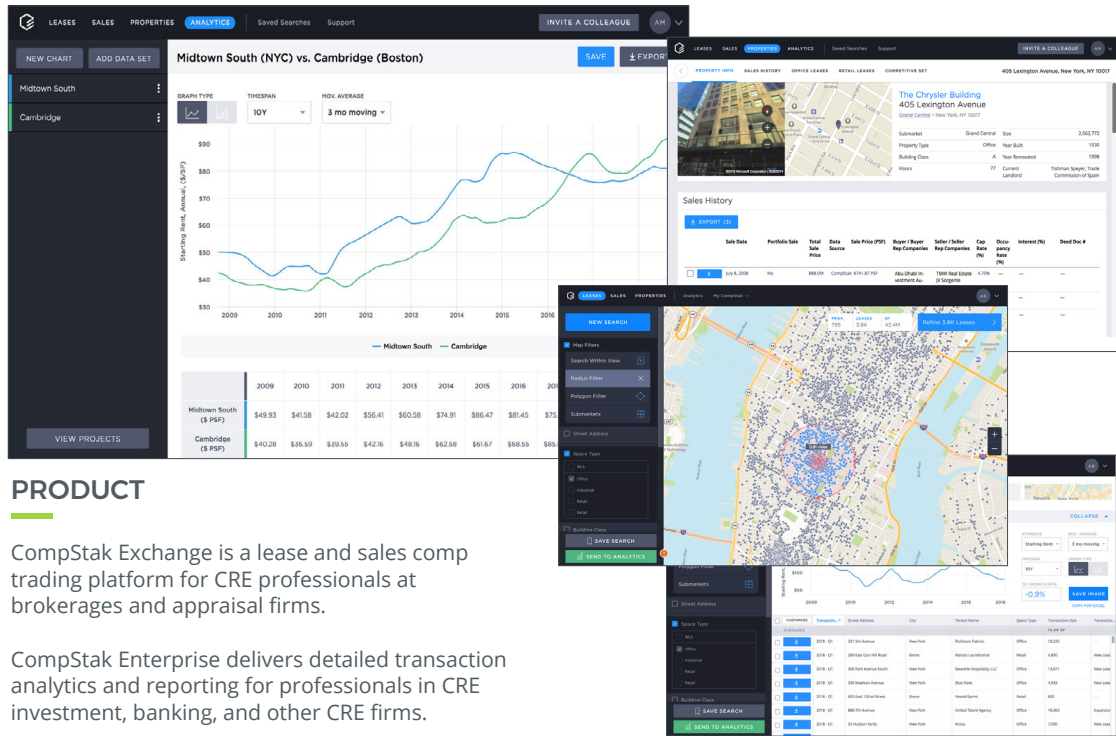
PRODUCT

CompStak Exchange is a lease and sales comp trading platform for CRE professionals at brokerages and appraisal firms.

CompStak Enterprise delivers detailed transaction analytics and reporting for professionals in CRE investment, banking, and other CRE firms.

RECENT NEWS

• We have recently launched CompStak Analytics, our new, robust business intelligence tool that enables users to compare information across datasets and across markets.
• We have forged exciting new partnerships with well-respected companies, including Moody's Analytics and EDR.
• We have overhauled our property reports to deliver more value in the form of images, rent trend analytics, competitive set tracking, and more.

WHAT'S NEXT

• We will continue to enhance our new CompStak Analytics suite of tools to provide unparalleled market insight.
• We will continue to deepen our coverage in tertiary markets across the US.
• We will announce additional partnerships with high profile industry players.

TESTIMONIALS

My valuation teams are continually surprised by both the amount and quality of data available on CompStak Exchange in the Chicagoland area.
Brandon Nunnink
JLL

If CompStak is available in your market, I recommend to become a member as soon as possible. My team and I use it on a daily basis.
Terence Kirk
Colliers International

WHO WE ARE

CO-FOUNDER & CEO
Michael Mandel

CO-FOUNDER & CTO
Vadim Belobrovka

E: michael@compstak.com
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CREXi

ABOUT

Commercial Real Estate Exchange, Inc. (CREXi) is the commercial real estate industry's fastest growing marketplace and technology platform dedicated to supporting the CRE industry and its stakeholders. CREXi enables commercial real estate professionals to quickly streamline, manage, and grow their businesses using the industry's most advanced transaction management and leasing solution.

Since launching in 2016, CREXi has quickly become the most active marketplace in the industry, and the platform has helped buyers, sellers, and brokers to transact business on over 100,000 commercial listings totaling more than $500 billion in property value.

PROFILE

COMPANY FOUNDING DATE
2015

COMPANY LAUNCH DATE
2016

WEBSITE
crexi.com

OFFICE LOCATIONS
Marina del Rey, CA

TWITTER
@crexinc

FACEBOOK
https://www.facebook.com/CREXinc/

LINKEDIN
https://www.linkedin.com/company/
commercial-real-estate-exchange-inc-/

MONEY RAISED
$25 million from seed and Series A funding

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily

PRODUCT

CREXi Sales & Leasing Marketplace

Digitizing the entire CRE transaction process and connecting buyers, brokers, and lenders more efficiently than ever before.

RECENT NEWS

- Closed $11 Million Series A Funding
- 2. Launch of CREXi Broker Pro Membership
- 3. Launch of CREXi Lease Marketplace – 25,000 Spaces and Growing

WHO WE ARE

FOUNDER & CEO
Michael DiGiorgio

DEALIUS

ABOUT

Dealius is a management tool that focuses on the most essential components of the brokerage business and was designed to automate and simplify the deal process. Through its best-in-class dashboards, clients of Dealius can monitor deal pipeline, forecast revenue, and automate accounting functions such as invoicing, receivables, broker commissions, and lease renewals. Now with a built-in CRM platform, Dealius offers your entire company or individual brokers the ability to manage and track contacts, create to-do lists, assign tasks, and schedule reminders. Dealius' leading design and user experience positions it as a game changer in today's brokerage community.

PROFILE

COMPANY FOUNDING DATE
2016

COMPANY LAUNCH DATE
2017

WEBSITE
dealius.com

OFFICE LOCATIONS
Sanford, Florida

TWITTER
@DealiusCRE

LINKEDIN
linkedin.com/company/dealius

PROMINENT CLIENTS
NAI Global Affiliates, CORFAC International Affiliates, TCN Affiliates, Coldwell Banker Commercial Affiliates, Retail Brokers Network

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Other: Land
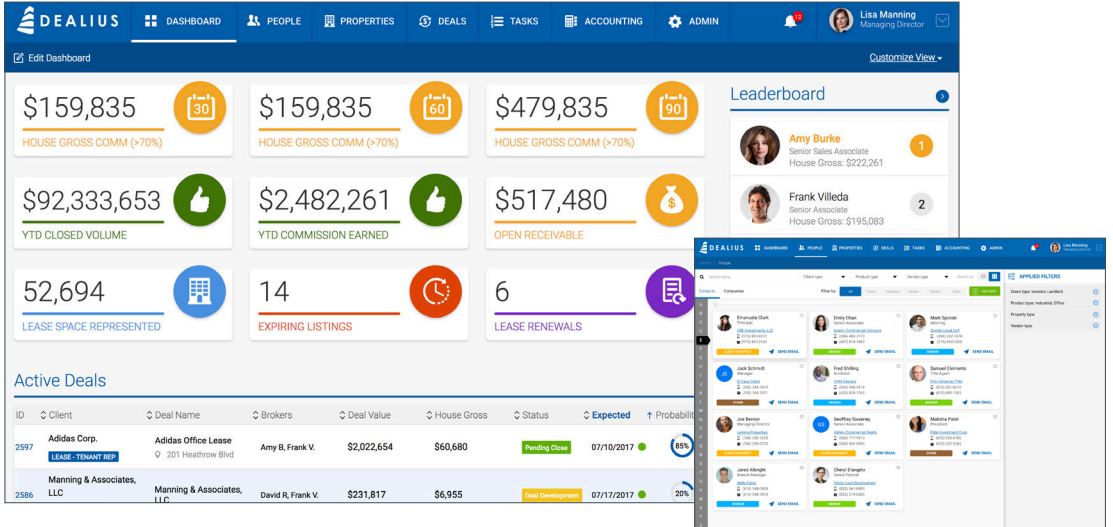
PRODUCT

Dealius simplifies and automates brokerage management with three key components:

• **Broker –** Manage commissions, cash flow, deals, contacts and tasks at individual or team level with Outlook integration.

• **Back-Office –** Automate and track broker splits, invoicing, receivables, payables, commission payments, and offering a QuickBooks integration.

• **Enterprise –** Track individual brokers, single or multi-office operations, along with executive level management for franchises, networks, and national organizations.

RECENT NEWS

- Outlook add-in for Office 365 and desktop client
- Task and to-do list management for property listings, deals and contacts
- Contact management and marketing list generation

WHAT'S NEXT

- CRM Essentials featuring innovative and comprehensive Contact and Deal Dashboards
- Comps Analytics and Property Dashboard
- Enhanced reporting and business intelligence capabilities

WHO WE ARE

FOUNDER
Inayat Walli

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PRESIDENT
Jim McCoy

E: jim@dealius.com

enertiv

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
2011

WEBSITE
enertiv.com

OFFICE LOCATIONS
New York, NY

TWITTER
@enertiv

FACEBOOK
https://www.facebook.com/Enertiv/
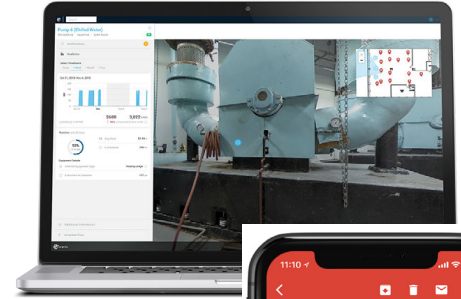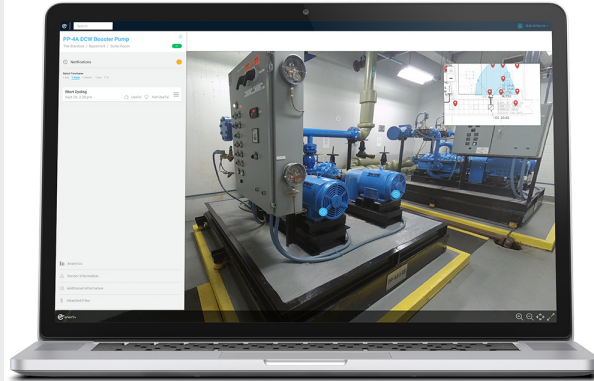
LINKEDIN
https://www.linkedin.com/company/
enertiv/

MONEY RAISED
$4.25 million from leading investors
including Fifth Wall, MetaProp, and Rudin
Management.

PROMINENT CLIENTS
Prologis
SL Green
Colliers
Rudin

RELEVANT TYPES OF PROPERTY
• Office
• Industrial
• Multifamily
• Other

ABOUT

Enertiv is a real estate technology company that transforms building data into asset value. We collect better data, We collect better data, fast and affordably, to empower owners-operators with actionable insights for eliminating waste and streamlining building operations.

Enertiv is the leading building operations platform in the country. Developed in collaboration with real estate owners and from the insights gathered from three billion hours of machine data, Enertiv's platform has an average five-year ROI of 350%.

PRODUCT

Enertiv 360 is a digital twin technology that embeds real-time data and digitized documentation into a detailed, 3D visualization of critical equipment.

Enertiv's AI delivers maintenance notifications, identifies energy-saving insights, and enables data-driven capital investment decisions.

Enertiv ATB leverages remote meter readings to automate the tenant submetering process, ensure faster recovery, eliminate errors, and provide full transparency for management.

RECENT NEWS

- We launched Enertiv 360, the first technology to embed real-time data into 3D visualizations in commercial real estate.
- We were named the #1 platform in the Smart Building category in CREtech's Real Estate Tech Awards
- We announced funding from Fifth Wall, the largest real estate technology VC fund in the country.

TESTIMONIALS

"My team is using the Enertiv platform in a commercial office building in New York City, although we already had in place a state of the art BMS system and a very qualified maintenance staff. Together with Enertiv, we enhanced our equipment maintenance program and safety measures. Soon after implementation, Enertiv's software flagged a set of condenser water pumps unnecessarily running full speed around the clock. We reprogrammed the controls and thanks to Enertiv saved approximately $45,000 in annual utility costs. Our investment in Enertiv's equipment paid for itself!" - Luis Iglesias, JR., Property Management at Colliers International

WHAT'S NEXT

- We will be closing a funding round in Q1 of 2019
- We are hiring to keep up with the growth of the business. We are always looking for talented, hard-working people to join our team!
- Continuing to expand our footprint within existing client portfolios and in new portfolios.

WHO WE ARE

CO-FOUNDER AND CEO
Connell McGill

CO-FOUNDER AND CTO
Pavel Khodorkovskiy

ABOUT

More Deals, Better Results, In Less Time.

Enodo is an automated underwriting platform for the commercial real estate industry. Using predictive analytics and machine learning, Enodo offers a suite of underwriting tools including Rent Surveys, Market-level Insights, as well as Operating Statement and Rent Roll Analysis.

Through an intuitive platform interface and API services, Enodo offers a data-driven approach to evaluate multifamily deals so you can confidently pursue opportunities that fit your investment strategy and swiftly pass on those that don't.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
May 2016

WEBSITE
enodoinc.com

OFFICE LOCATIONS
Chicago

TWITTER
@enodoinc

FACEBOOK
https://www.facebook.com/EnodoInc/

LINKEDIN
https://www.linkedin.com/company/enodo-inc/

MONEY RAISED
$2.M - Pre-seed

PROMINENT CLIENTS
MAA, Lennar LMC, Greystone, Edward Rose & Sons, Marcus & Millichap

RELEVANT TYPES OF PROPERTY
• Multifamily
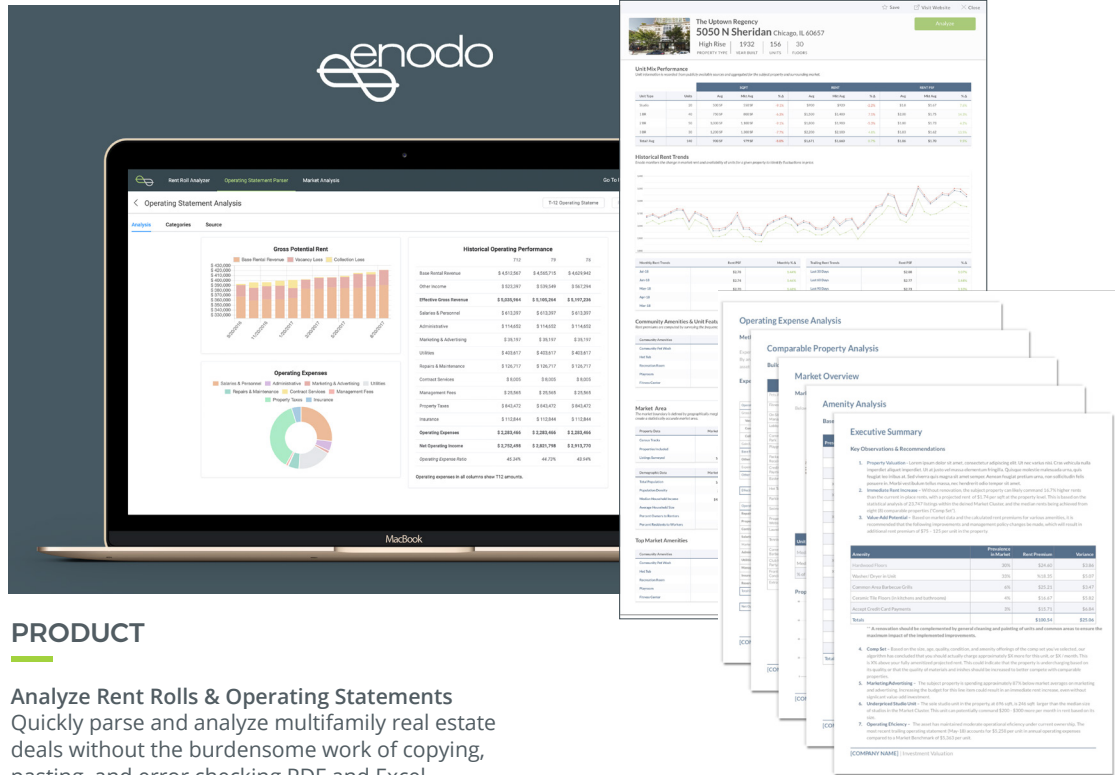
PRODUCT

Analyze Rent Rolls & Operating Statements
Quickly parse and analyze multifamily real estate deals without the burdensome work of copying, pasting, and error checking PDF and Excel documents.

Survey Rent Comps
Complete your apartment rent and expense comparable surveys instantly. Leverage real estate data analytics to see where you can push rents and reduce expenses.

Market-Level Insights
Quickly analyze average market rents, the frequency of various amenities, average operating expenses, categorized by property class and unit counts in each market.

TESTIMONIALS

"I can see how our assets are performing in real-time, relative to our comps, and adjust our strategies accordingly." David Schwartz CEO Waterton

"We are able to capitalize on profitable amenity packages and replicate success across similar assets." Jeff Elowe CEO Laramar Group

WHAT'S NEXT

• E-Valuation Report: Order a complete multifamily property analysis and underwriting model, including detailed real estate market data and historical rent data, for any multifamily property, in any market.

WHO WE ARE

CEO
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COO
Thomas Delaney

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ENVELOPE
opportunity visualized

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2015

WEBSITE
envelope.city

OFFICE LOCATIONS
New York, NY

TWITTER
@envelopetech

LINKEDIN
https://www.linkedin.com/company/ envelope-city/

MONEY RAISED
$4m total
$2m angel
$2m Seed
(now closing on) a $2m bridge

PROMINENT CLIENTS
Tishman Speyer, Savills-Studley, SL Green, Vector Group, SHoP Architects
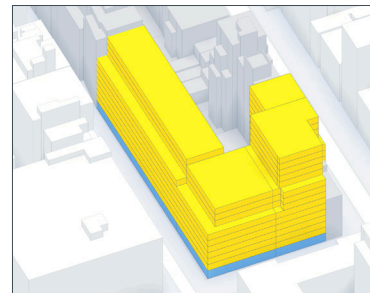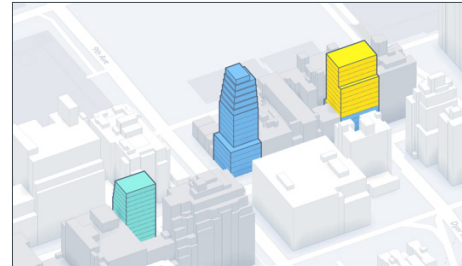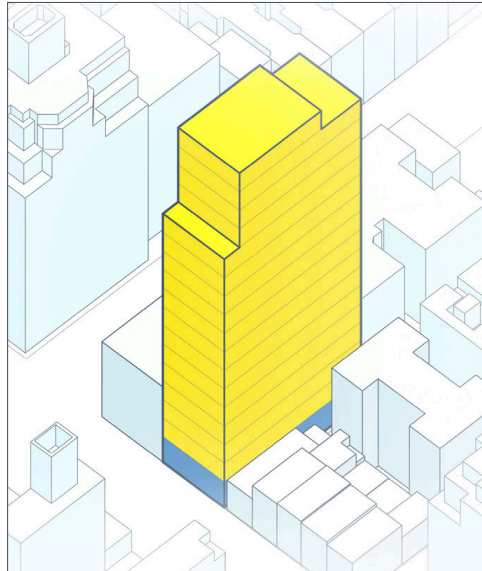
RELEVANT TYPES OF PROPERTY
• Office
• Industrial
• Multifamily
• Other

ABOUT

Envelope is a tech-enabled zoning services company in NYC, providing legal-quality analysis and architect-quality visualizations, at a fraction of the price.

Their services team offers:
--massing and assemblage analysis
--line-of-sight analysis
--rezoning analysis
--discretionary action

PRODUCT

Want to know what you might build or assemble on a given address?
Envelope has mapped 100 years of zoning to help you see the future.
Buying a high-floor apartment? Leasing an office space with a view?
Want to know what might grow up to block it? Call Envelope -- they see the future.

RECENT NEWS

- Envelope built a Search product to find zoning- constrained (and revealed) acquisition opportunities.
- Envelope is launching a new line of business (tech-enabled zoning services).
- Envelope is closing on a $2m raise.

WHAT'S NEXT

- Launching a tech-enabled zoning services group
- Envelope Acquisitions!

TESTIMONIALS

Envelope has done amazing zoning analysis and visualization for me, at a ridiculously low price. I will never again use anyone else.
--Stefan Martinovic, VP Investments, Midwood Investment + Development

Envelope's line-of-sight report for my client had realistic 3D imagery and legal-quality analysis. I now recommend them to all my clients.
--Ken Ruderman, Vice Chair, Savills Studley

WHO WE ARE

CEO
Cindy McLaughlin

Twitter:
@cindymclaughlin
E: cindy@envelope. city

CTO
Philip Forget

E: philip@envelope. city

DIRECTOR, ZONING SERVICES
Eldad Gothelf

E: eldad@envelope. city

EQUIEM

ABOUT

Equiem is an integrated community engagement platform that helps commercial real estate owners to maximise tenant satisfaction and improve overall asset yield. By curating the ideal mix of content, convenience and services through one integrated app, Equiem breathes life into your building.
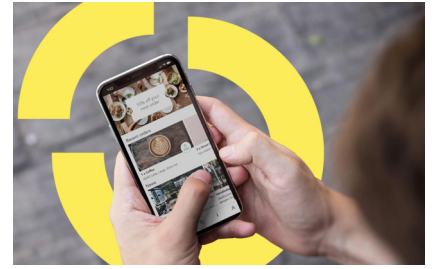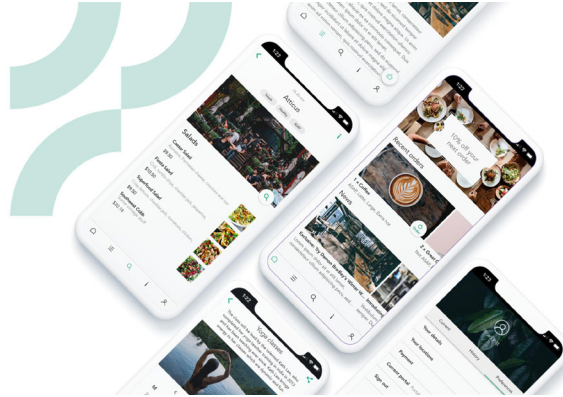
PRODUCT

Equiem App: The market-leading online community App. Connect property owners, managers and occupants with one integrated, mobile platform.

Equiem Engage: Unique experiences and content, executed by our team of experts, that keep your community engaged and coming back for more.

Equiem Marketplace: Help your community to get the most out of every day with our extensive partnership network, containing everything from dry cleaners to the NY Yankees.

RECENT NEWS

- Equiem continued it's USA expansion with 19 assets now online nationally, including properties in NYC, Philadelphia and Houston.
- Equiem opened it's first site in Ireland, growing the European portfolio to now include properties in London, Manchester and Dublin. They also expanded the reach of their Australian operation and improved overall engagement.
- Equiem released the latest version of its native app, with improved user experience and greater customer branding.

WHAT'S NEXT

- Equiem will continue to grow it's USA portfolio, targeting further Manhattan opportunities, while also exploring Chicago, LA, DC, Boston and major cities in Texas.
- Working with their existing clients Equiem will bring more assets online, adding additional square footage their existing 57 M sqf globally, supporting over 120,000 users.
- Equiem will continue to roll out it's extensive product roadmap, including greater mobile e-commerce functionality, more flexible customisation and a new design language.

TESTIMONIALS

"Whether you're a visitor or an occupier, with Equiem, we're able to leave a lasting impression on each individual through exceptional customer experience."
Tim Robinson, Partner, Department Head
Property Asset Management, Knight Frank

"With Equiem, we can now connect directly with all of our building occupants and this allows us to tailor our offering, better service their needs and direct our resources accordingly. We believe this is the future of property management."
Jon Lesquereux
Head of Office - Asset Management at AMP Capital

WHO WE ARE

FOUNDER & CEO
Gabrielle McMillan

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@getequiem.com

EVP, BUSINESS DEVELOPMENT USA
Richard Morell

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getequiem.com
P: (503) 704 3776

REGIONAL HEAD OF APAC
Joseph Stokes

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getequiem.com

EVERYSCAPE

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2002

WEBSITE
everyscape.com

OFFICE LOCATIONS
Newton, MA

TWITTER
@everyscape

FACEBOOK
www.facebook.com/EveryScape

LINKEDIN
www.linkedin.com/company/
everyscape-inc./

MONEY RAISED
$20M of venture capital financing

PROMINENT CLIENTS
Marriott, YP, Intel, Bing, NASA

RELEVANT TYPES OF PROPERTY
- Office
- Retail
- Industrial
- Multifamily

ABOUT

EveryScape pioneered the Google street-view experience over a dozen years ago building 3D tours of entire cities and businesses. Now EveryScape is entering the real estate market through its Smarter Listings platform which allows multiple participants to collaborate from within the experience at the same time. Enabling a group of people to explore, interact, and communicate as if they were there in person is enabling entirely new ways of developing, marketing, financing and managing properties.

PRODUCT

Smarter Listings provides 3D tours of spaces in which people can explore, interact, and communicate simultaneously

RECENT NEWS

- Smarter Listings app was launched, allowing people to explore, interact, and communicate within 3D spaces simultaneously
- Smarter Listings platform was expanded to serve both residential and commercial users to better market their properties
- Smarter Listings' professional photographer network has grown to serve all metropolitan areas across the country

WHAT'S NEXT

- Upgrades to our Smarter Listings platform include AI for Ella our electronic listing assistant, spherical video nodes, and voice communication.
- Launching several new channel partners.

WHO WE ARE

PRESIDENT & CEO
James Schoonmaker

DIRECTOR OF BUSINESS
Kamal Hassin

Twitter: @enodoinc
E: khassin@everyscape.com

fitspot

ABOUT

Fitspot offers a robust approach to wellness amenities for property managers, asset owners, and corporate tenants. With the ability to scale across multiple locations and vary programming, Fitspot is the future of workplace wellness all in one spot. Fitspot offers on-site services such as fitness classes, juice bars, biometric screenings, and more. Account managers and providers curate customized community experiences, and our wellness management platform tracks metrics and manages your entire program from start to finish.

PRODUCT

Within Fitspot's wellness management platform, admins and users can track activities, register for services, and access analytics. It also allows users to sync wearable devices, compete in challenges, discover custom content, and access an ecosystem of wellness partners.

RECENT NEWS

- Fitspot expands into commercial real estate, residential real estate and co-working spaces nationwide, establishing Fitspot as the most robust wellness amenities program.
- Fitspot services more than 30 million square feet of workspace across 15 major U.S. markets.
- New York City office opens and launches a strategic partnership with Equiem to deliver wellness amenities to Adams & Company.

WHAT'S NEXT

- Expand New York presence through additional hires and key partnerships.
- Build out multi-purpose wellness amenity spaces for property groups.
- Continue to develop cutting-edge digital and on-site services to enhance the user experience for both property managers and tenants.

TESTIMONIALS

"The Meridian Group prides ourselves on bringing different experience and amenities to our tenants, and we were excited that Fitspot helped to facilitate and build a robust program for the tenant base here at the Boro District. I love working with Fitspot and making wellness in the workplace a priority."
-Tanya G., Meridian Group Partners' The Boro Tysons

"Fitspot has helped The Hughes Center's tenants attract and retain new talent in the area. This was the first initiative to bring a sense of community to the property, making it a place to live, work, and play."
-Lisa S., Equity Office, The Hughes Center

WHO WE ARE

**CEO AND
CO-FOUNDER**
Jonathan Cohn

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wellness.com
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LinkedIn: linkedin.com/
in/jonathancohn1/

**COO AND
CO-FOUNDER**
Sammy Courtright

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wellness.com
P: 833-348-7768
LinkedIn:linkedin.com/in/
sammycourtright/

GeoCV

ABOUT

GeoCV is a PropTech startup, democratizing capture reality by leveraging smartphones with depth cameras for filming

Virtual Open House™ is a cutting-edge 3D+360° virtual tour for existing spaces. Through open architecture, use cases of GeoCV's advanced computer vision software are uniquely imaginative, allowing partners to own, edit, white-label, and self-host.

Starting from real estate marketing, GeoCV helps monetize the life cycle of brick and mortar - from construction, to insurance and moving, to interior design and virtual shopping.

PRODUCT

Our core technology includes a mobile app for 3D capturing reality, cloud software for 3D reconstruction and an easy-to-navigate photorealistic 3D viewer, soon to be available in VR.

RECENT NEWS

- Selected to participate in the Moderne Ventures Passport program
- Won Realcomm Digie Award "Best Tech Innovation in Commercial / Corporate Real Estate"
- Released a novel, robust, easy-to-use, fast and high-quality solution for 3D capturing and visualizing spaces

WHAT'S NEXT

- Release of Do-It-Yourself solution and scaling it nationally
- Giving more data and creative control to customers
- Innovative new 3D Viewer features - stay tuned!

TESTIMONIALS

"Love this product - a great way to differentiate your listing. Very responsive, accommodating and professional." – Helen Chee, Compass

"An economical, easy to navigate, next-gen 3D virtual tour that excites our clients and buyers and a great team to work with!" – Noah Kaplan, Nest Seekers

"If you have clients that are away or out of the country it's amazing, it's like they are walking through the actual apartment without being there. It really gives you a true sense of the space."
– Shawn Williams, Compass

WHO WE ARE

CO-FOUNDER & CEO
Anton Yakubeno

E: anton@geocv.com
P: 628 777 8570

CO-FOUNDER & CTO
Gleb Krivovyaz
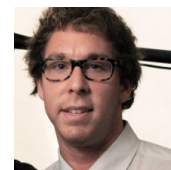
E: gleb@geocv.com

MANAGING DIRECTOR
Jonathan Klein

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P: 973-699-0692

Gridics

ABOUT

Gridics has revolutionized the ability to calculate and visualize parcel-specific development potential as allowed by zoning inclusive of complex factors such as overlays, variances, parking and bonuses. The Gridics platform is being used by commercial brokers for site-selection analysis and to support opinions of value, by investors conducting opportunity searches, by developers assessing feasibility and by municipal planning and zoning departments to visualize and interpret their zoning codes.
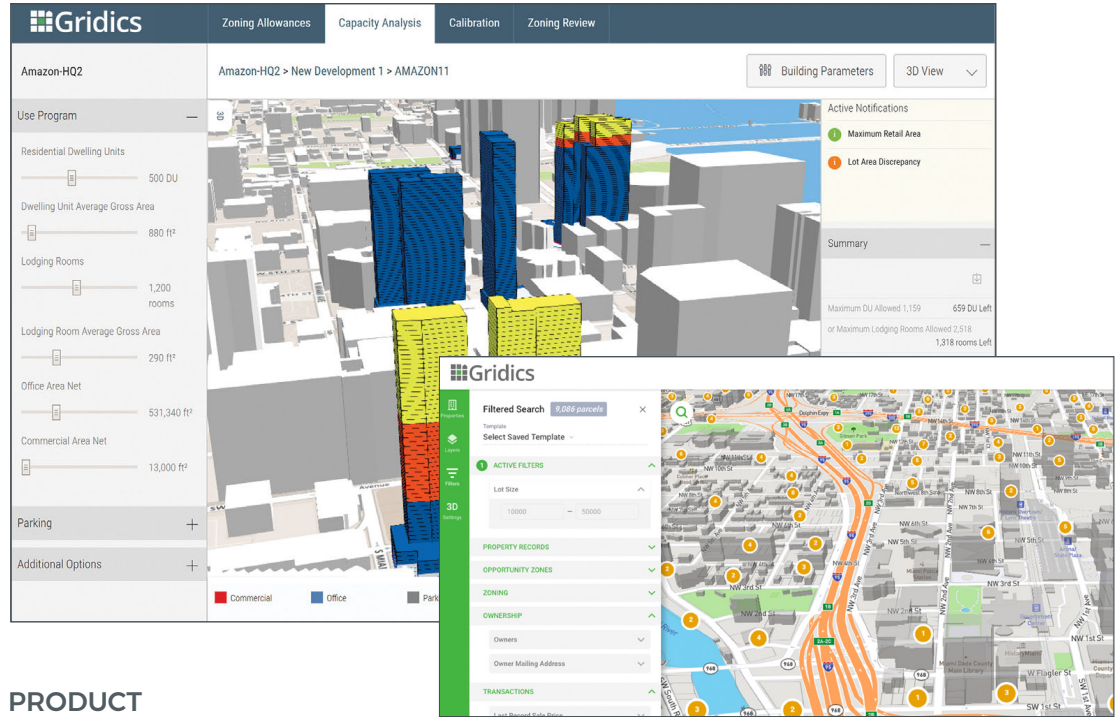
PRODUCT

Search for development sites based on calculated development potential, zoning, lot type, uses, opportunity zones and more.

Create custom development feasibility scenarios by use type such residential, office, hotel or mixed use.

Account for parking requirements, TDR's, bonuses, variances and more.

RECENT NEWS

• Closed $2.5 million seed funding round
• Secured pilot with the NYC Department of City Planning
• Expanded to Orlando, Denver, Austin and Dallas

TESTIMONIALS

"Our team uses Gridics to prepare client reports to help our deals stand out from the competition."
- Mitash Kripalani, Colliers International

"Gridics is an indispensable marketing and sales tool that provides our clients on both sides of a commercial transaction added peace of mind, helping lead to quicker closings and higher closing prices for sellers."
- Louis Erice, Keller Williams Commercial

WHAT'S NEXT

• We are aiming to expand our platform coverage to 25 of the top 50 metros in 2019.
• Opening our Zoning API to allow for direct consumption of our proprietary, site-specific, calculated development potential data sets.
• Expanding the filters in our opportunity search application to allow users to search for parcels using our our proprietary development potential data sets.

WHO WE ARE

CEO
Jason Doyle

Twitter:
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CO-FOUNDER
Max Zabala

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CO-FOUNDER
Felipe Azenha

E: fazenha@gridics.com

Hemlane

ABOUT

Hemlane is the #1 property management platform designed for real estate investors. Hemlane streamlines and automates the entire rental lifecycle. Apartment owners are provided with intelligent leasing and management software, connections to local agents, and a US based maintenance coordination team.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
July 01, 2015

WEBSITE
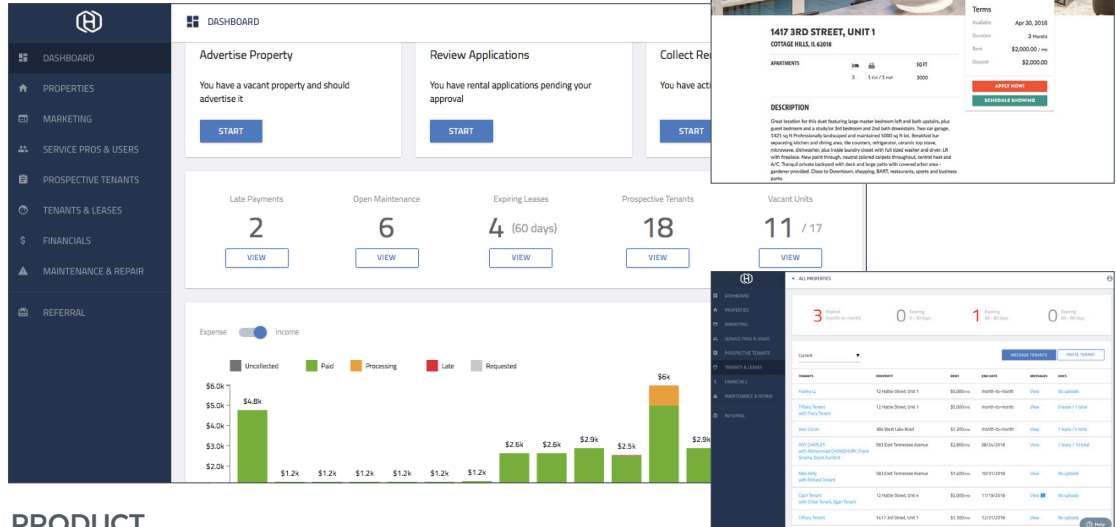hemlane.com

OFFICE LOCATIONS
San Francisco, CA

TWITTER
@hemlane

FACEBOOK
https://www.facebook.com/hemlane/

LINKEDIN
https://www.linkedin.com/company/hemlane/

PROMINENT CLIENTS
Smaller LLCs ranging from 4 to 100 rental units

RELEVANT TYPES OF PROPERTY
• Multifamily

PRODUCT

• **Leasing Automation -** Reach the most qualified tenants with one-click advertising to 40 top websites.
• **Management Automation -** Automate rent collection and the day-to-day operations.
• **Maintenance Coordination -** Manages tenant requests around the clock, keeping you in control of approvals and vendors.

RECENT NEWS

• Intelligent, data driven screening - worked with @transunion to provide top analytics into risk factor for an applicant
• Better tenant experience- launched a new user experience for tenants to increase retention and retain the top tenants
• Launched 3 new local cities - real estate agent network expanded with #cincinnati, #fortworth, #killeen

WHAT'S NEXT

• Real estate agent partnerships - expanding brokerages' offerings through property management without the liability.
• Smart financials - simplified and automated so you don't need a degree in accounting to do your job.
• Maintenance coordination - new partnership to expand our coordination team to 24/7 support with increased transparency.

TESTIMONIALS

"Best decision I have made since starting my own property management company this year!"
- Steve W., Metro Realty

'You will never find a better value for property management software!'
- Molly P., Marketing Manager

WHO WE ARE

CEO & FOUNDER
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CTO & CO-FOUNDER
Frank Liu

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P: (855) 720-0224

ABOUT

SAY HELLO TO HILO

Hilo is a network of connected communities that create a more **rewarding workplace** experience, while strengthening engagement between building operators and their customers.

Hilo is not another building app. In fact, we are not selling an app.

Rather, we offer a **consumer branded digital platform that facilitates belonging and connection to your community.**
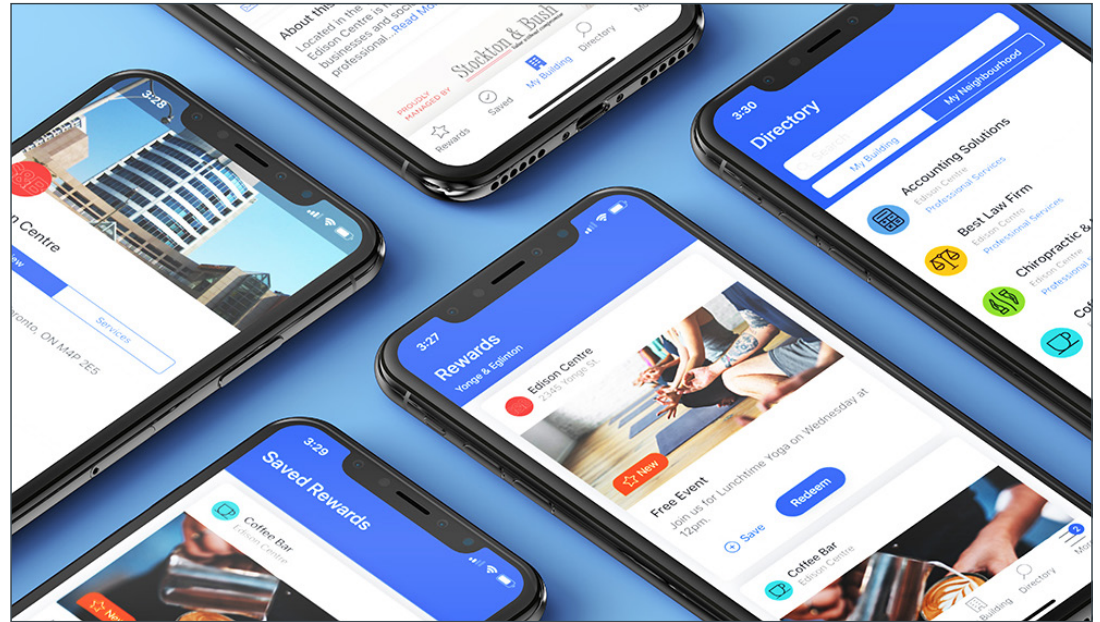

PRODUCT

A REWARDS program that includes exclusive local offers from your neighborhood and your building, including access to amenities, programs, and services.

A business marketplace of retailers, services, eateries and businesses located in your building and neighborhood.

Two-way communication and a complete resource of building services, customized to ensure all members have access to the information that they need.

RECENT NEWS

- Hilo is engaged in multiple markets, providing a tech-enabled solution — built from the inside out.
- Hilo is currently maximizing customer engagement to deliver maximum utility to the CRE industry in the long term.
- Hilo will continue to add new functionality and integrations, driven by customer and CRE industry demands.

WHAT'S NEXT

- Hilo is building the largest network of connected communities within urban business centers across North America.
- Hilo's unique ability to scale, will ultimately lead to faster engagement and access to more data.
- With mass adoption and the addition of new functionality and integrations, Hilo is positioned to more effectively manage the customer journey and experience within CRE.

WHO WE ARE

FOUNDER & CEO
David Abrams

E: david@hiloapp.com

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2017

WEBSITE
hiloapp.com

OFFICE LOCATIONS
Toronto, Ontario

RELEVANT TYPES OF PROPERTY
- Office
- Retail

HONEST BUILDINGS

ABOUT

Honest Buildings is the only capital planning and project management platform purpose-built for real estate owners focused on executing projects across portfolios on time and on budget.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2012

WEBSITE
honestbuildings.com/

OFFICE LOCATIONS
New York, NY

TWITTER
@honestbuildings

LINKEDIN
https://www.linkedin.com/company/ honest-buildings/

MONEY RAISED
Total investment in Honest Buildings to date is $50 million. The company recently closed it's Series B a $30 million round of funding from an incredible group of strategic partners.

PROMINENT CLIENTS
Oxford Properties
Brookfield Property Partners
Invesco Real Estate
EQ Office
Beacon Capital Partners

RELEVANT TYPES OF PROPERTY
• Office
• Industrial
• Retail
• Multifamily
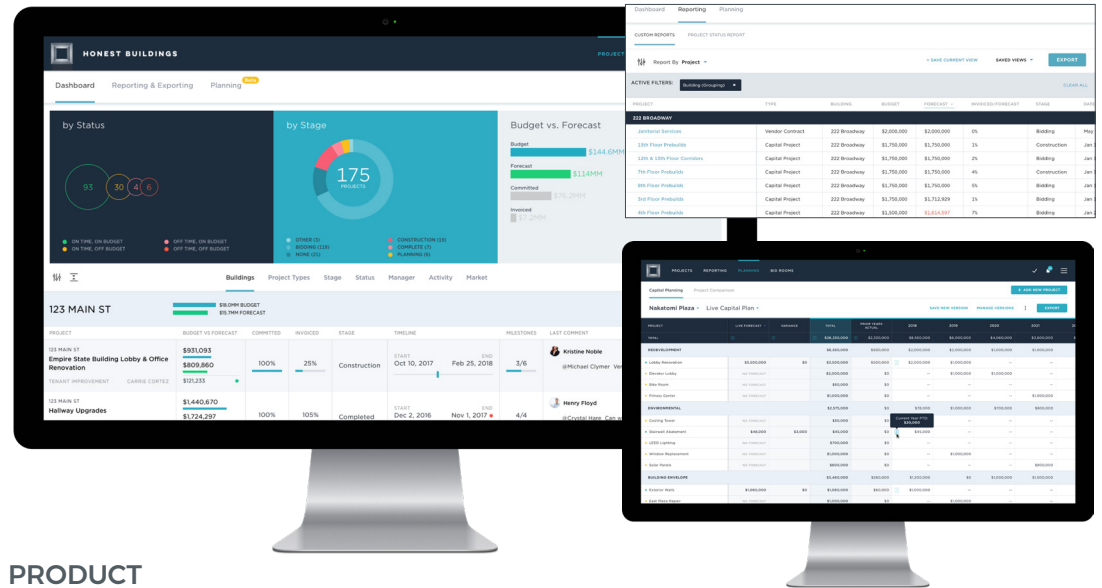
PRODUCT

Project Management Platform: Includes Centralized Bidding, Automated Bid Leveling & Cost Tracking.

Portfolio Capital Planning Platform: Cloud based, real-time forecasting and analysis product for smarter capital planning and deployment.

Controls: Streamlined Approvals to speed up project delivery + Integrations streamline insights across systems and teams.

RECENT NEWS

- New Capital Planning platform lets teams collaboratively create and track capital plans in real time for smarter capital deployment and higher returns.
- Closed Series B round with $30M+ invested from strategic group of partners, industry leading CRE owners and VC funds.
- Expanded C-Suite as part of scale up plans: Amy Pisano joined as Chief Revenue Officer (CRO) and Bill Hazard as Chief Technical Officer (CTO).

WHAT'S NEXT

- Create more value for owners. Deep focus on making the Honest Buildings platform even more robust and easy to use than it is today.
- Harness the power of data. Benchmark more broadly to answer 4 questions in seconds: How much should this cost? How long should it take? Who should we use to do the project? And which project should we do next?
- Build a community for real estate owners. Catalyst, the annual real estate conference for owners will take place on May 2nd and 3rd, bringing together 250 leaders to share strategies to solve real estate's biggest challenges.

TESTIMONIALS

Ric Clark, Senior Managing Partner and Chairman, Brookfield Property Group and Brookfield Property Partners:

For nearly two years, Brookfield has used Honest Buildings to define the specs, bid out, and monitor project progress across all properties in New York, Boston, and DC. What sealed the deal for Brookfield's leadership was that with Honest Buildings, the balance of power shifted from the contractor to the owner. When that benefit came to fruition, "it was a no brainer for me."

In April 2018 Dan Kindbergh, EVP of Operations at Brookfield Office, conducted a cost- analysis study that compared Brookfield's pre-built office projects before and after implementing Honest Buildings. The data showed that Honest Buildings powered savings of 6.3% of the total project cost.

WHO WE ARE

CEO & CO-FOUNDER
Riggs Kubiak

Twitter:
@RiggsKubiak
E: rk@honestbuildings.com

HqO

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
2018

WEBSITE
hqo.co

OFFICE LOCATIONS
Boston, MA

TWITTER
@hqoapp

FACEBOOK
https://www.facebook.com/HqOapp/
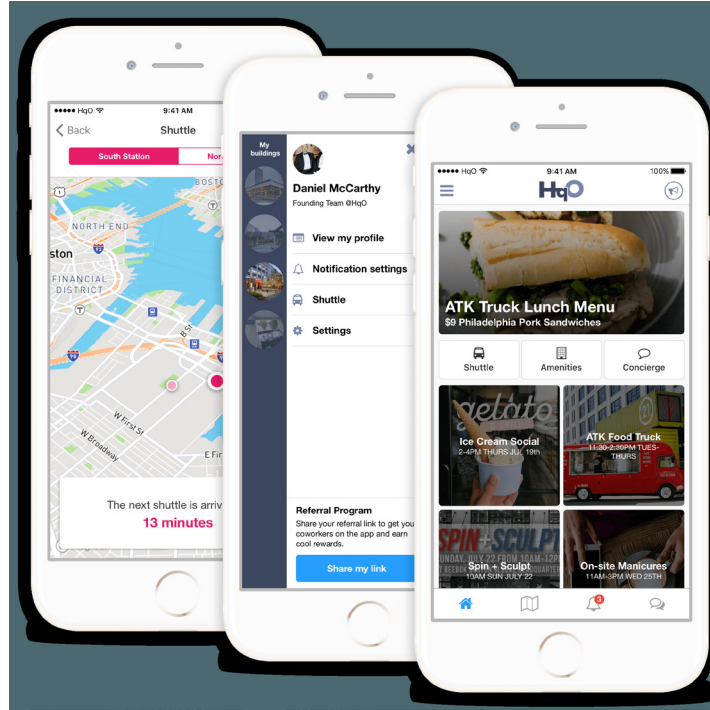
LINKEDIN
https://www.linkedin.com/company/
hqo/

MONEY RAISED
$6M venture

PROMINENT CLIENTS
Jamestown, National Development, Boylston Properties, The Bulfinch Company, DivCo West

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Multifamily

ABOUT

HqO partners with the leading landlords, property managers, and brokers who want to attract innovative tenants and create places people love. By leveraging HqO's tenant experience platform, smart owners and operators can offer occupiers a remote control for their building: a mobile app that centralizes communication, maximizes amenities, and integrates with smart building features, transportation, and commerce around the property. Driven by changes in the way people work and live, HqO is designed to help landlords provide a premium experience, attract loyal tenants and increase overall asset value by providing access to new data sources about property and amenity usage and overall tenant satisfaction

PRODUCT

HqO is a tenant experience platform that enables commercial landlords to create places people love.

RECENT NEWS

- HqO launched in January 2018 and rolled out in over 3M square feet of office space
- HqO launched shuttle and transit integrations to help tenants track, monitor and access transportation information important to them.
- HqO became an official HID mobile access partner to enable tenants to enter the property from the convenience of their mobile phone.

WHO WE ARE

CEO & FOUNDER
Chase Garbarino

Twitter: @cgarb

TESTIMONIALS

"HqO is the perfect partner as we continue to explore digital community engagement," said Michael Phillips, President of Jamestown.

"The tenant experience at The District Burlington is our biggest priority and we place a strong emphasis on the amenities that help with work/life balance. HqO will help us meet our goal of creating a tech-enabled experience that tenants have come to expect combined with a work environment that they love to come to every day." Leah Harsfield, Vice President, Asset Management for National Development.

ABOUT

As a boutique business technology solutions firm, IBS provides an intensely customer-focused experience centered on helping our clients create competitive advantage. We offer mission-critical IT products and services in three key areas:

Construction Management
Property Management/Accounting Software
Managed IT Services

The IBS team understands that quality service is vital to fostering lasting partnerships, and that effective support depends on knowledge, problem solving skills and communication. Our customer care strategy centers on ensuring maximum performance.
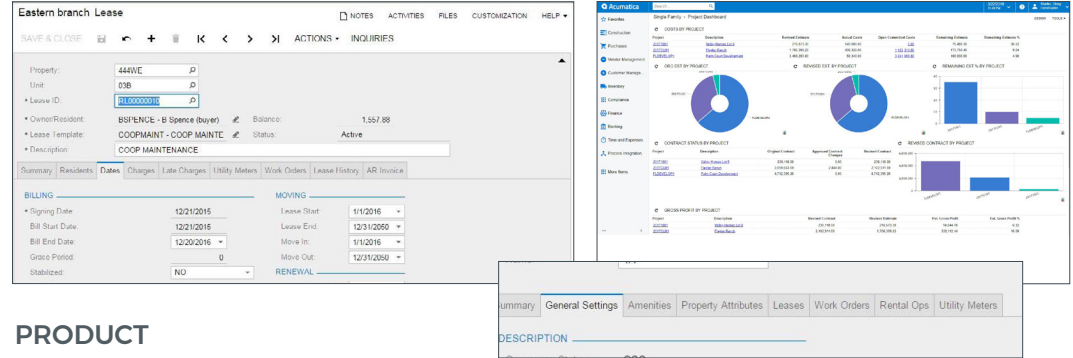
PRODUCT

Employing the latest software solutions on a modern business platform provides real-time visibility wherever you build – whether home, multi-family, commercial, mixed-use, land development or government projects. IBS provides Acumatica's Construction Edition and Imperium leveraging cutting-edge Cloud ERP applications to package enterprise data into a single automated system.

Acumatica's Construction Edition is full-featured construction accounting software that helps you improve margins and project control at all stages of home, multi-family, commercial, mixed-use, land development, and government projects.

RECENT NEWS

- Acumatica Construction Edition gained significant momentum in first year of availability. Acumatica, the world's fastest-growing cloud ERP company, has experienced strong sales and partner support for Acumatica Construction Edition. Acumatica Construction Edition is an end-to-end cloud business management system for general contractors, home builders, subcontractors, and developers built to address the needs and demands of modern commercial real estate companies. A fully-integrated cloud solution, Construction Edition offers true mobility, high value, and much-needed technology improvements for comprehensive operational management and insight.
- Imperium received the 2018/R2 Certification from Acumatica. The certification process of validation is designed to verify the extension works as described and it accurately integrates with the current release(s) of the Acumatica. It takes considerable time and resources from both the Acumatica and IBS to validate the solution. But, validation provides a level of assurance to the customer that the extension will perform properly.

WHAT'S NEXT

- Improved Usability: From the start, usability has been a key component to Imperium's business software. It's designed to be intuitive and efficient, allowing users to pragmatically address their business management needs. Future enhancements will improve the user's experience even more.
- Real-Time Visibility: Imperium will leverage Acumatica's Business Intelligence with Reporting, Dashboards and Data Analysis. Acumatica reporting and business intelligence capabilities will aid you in future-proofing your business through real-time visibility into data from multiple sources, helping you with decision making and growing your business. And best yet, it is all part of the Imperium/Acumatica platform.
- Leverage Acumatica construction accounting software for document management of plans, contracts, specifications, submittals, emails, change orders, photos, spreadsheets, inspection reports, etc. With Acumatica's no per user fees and role-based access security, the documents can be shared with internal and external users to improve collaboration.

TESTIMONIALS

Jonathan Nagin, Senior Vice President, Superior Management: "It is super rare in the world of software companies for a company to stay relevant for two to five years; 30+ years in property management software for IBS is pretty remarkable. In my experience, software vendors tend to over-promise and under-deliver. IBS treats us fairly and delivers what they promise. If someone who was on the fence about choosing IBS I'd tell them to choose the company that will be around in 20 years!"

WHO WE ARE

PRESIDENT/CEO
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ibsre.com
P: 973-575-4950

PRODUCT MANAGER
Steven Hirsch

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ibsre.com
P: 973-575-4950

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
1977

WEBSITE
ibsre.com

OFFICE LOCATIONS
Totowa, NJ

TWITTER
@IBSRE

FACEBOOK
www.facebook.com/IBSRE

LINKEDIN
https://www.linkedin.com/company/integrated-business-systems-inc

PROMINENT CLIENTS
The Feil Organization
Jack Resnick,& Sons
ELK Investors
Vornado Realty Trust

RELEVANT TYPES OF PROPERTY
- Office
- Retail
- Industrial
- Multifamily

IMS

ABOUT

Investor Management Services is the leader in the investor and investment management software space, providing the only all-in-one platform. The IMS Platform includes Investor Dashboards, Document Management, CRE-tailored CRM, and Waterfall Distribution Processing. Today, IMS has over 400+ customers who have been able to reallocate thousands of hours back to value-add activities for their 50,000 investors, delivering the transparency investors demand while reducing costs & adding back-end efficiencies.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2015

WEBSITE
imscre.com

OFFICE LOCATIONS
Charlotte, NC
Raleigh, NC
Los Angeles, CA

TWITTER
@IMS_LLC

FACEBOOK
@InvestorManagementServices

LINKEDIN
https://www.linkedin.com/company/investor-management-services

PROMINENT CLIENTS
RADCO, Peak Capital Partners, Capital Solutions, American Landmark Properties, Peachtree Hotel Group

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily

PRODUCT

Distribution Waterfalls: Eliminate Excel-based risk and manual processes. Automate workflows, calculate waterfalls, and reference historical investment and distribution data.

Investor Dashboard: Provide investors with transparency and 24/7 access to documents, performance metrics, and new equity raises.

CRM: Efficiently manage clients with all contact info for investors and entities in one place. Gain visibility into investor engagement.

RECENT NEWS

- IMS increased revenue over 150% during 2017 and now has well over 300 customers.
- IMS announced strategic partnerships with RealCrowd, VENTURE.co, and FITECH.
- IMS released the industry's first real estate investor mobile application.

WHAT'S NEXT

- With over 35 new employees so far in 2018 and plans to continue hiring, IMS will be expanding into a larger, state-of-the-art office space by year end.
- IMS will be executing on a well-defined product road map over the next 6 months and is excited to continue rolling out regular enhancements.
- "IMS will continue to improve cash flow modeling and glean insights from aggregate data unique to the platform.

TESTIMONIALS

"IMS has helped us streamline our syndication process and the tool distinguishes us within our community of investors."
John Azar
Executive Vice President | Managing Member
MACC Venture Partners, LLC

"We've been able to do bigger raises in less time. IMS has made us more confident to go out and take on larger projects."
Michael Becker | Principal
SPI Advisory

WHO WE ARE

CEO
Chris Atkinson

CFO
Jason Kelley

CRO
Leigh Haydon

ABOUT

At Inreal Technologies ("Inreal") we strive to deliver tangible results: We provide a unique combination of virtualization toolkits allowing for virtual tours and interaction with a pre-built space, customized online platforms, and optional data analytics creating impact on the whole value chain. Partnering with Inreal Technologies, real estate developers, project managers, and asset managers in both commercial and residential space, can accelerate leasing and pre-sales while reducing marketing and fit-out costs.

MAIN TOWER 656 ft   ONE 623 ft   OMNITURM 623 ft   TRIANON 610 ft   GRAND TOWER 564 ft

SELECTED INREAL PROJECTS

PRODUCT

We convert 2D floorplans and static renderings into an immersive, interactive, customizable experience. Using our robust technology and easy-to-use tools you can preview and interact with a pre-built space before construction even starts. Your sales and leasing team fully controls real-time configurations to create a unique customer journey for potential tenants : They can toggle among different floor plans, furnishing details, and time of the day among other elements. Customized online platforms extend these configuration options to your end customers.

A data analytics add-on complements these customizable, virtual walkthroughs, tracking measurable metrics for an enhanced and accelerated selling and decision-making process.

RECENT NEWS

- Opening of the New York City office, entering the US market earlier in the summer of 2018
- Daniel Kremin joined Inreal in June 2018 as VP of Product
- In early November 2018, Diana Küppersbusch as VP of Operations and Tobias Kintzel as VP of Marketing joined the team
- November 2018: Milestone of 300+ delivered projects with over 32.3M sq ft

WHAT'S NEXT

- Continued international expansion including the opening of offices in London, and across the US
- Delivering new products including touch remote control, enhanced analytics and online configuration tools

WHO WE ARE

CEO & FOUNDER

Enrico Kürtös

HEAD OF BUSINESS DEVELOPMENT US

Sabrina Cao

E: s.cao@inreal-tech.com

IOTAS

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2014

WEBSITE
iotashome.com

OFFICE LOCATIONS
Portland, OR

TWITTER
@iotashome

LINKEDIN
https://www.linkedin.com/company/iotas-inc-/

MONEY RAISED
$8,000,000 - Angels, Seed Round and Bridge Round

PROMINENT CLIENTS
Prudential, Bozzuto, Hunt Companies, Balfour Beatty, Avenue 5, ZOM

RELEVANT TYPES OF PROPERTY
• Multifamily

ABOUT

IOTAS is a Smart Apartment platform provider that enables properties to attract more residents and see rent premiums while reducing costs of operations. IOTAS has the best Smart Apartment technology with unit and building automations which include door locks, thermostats, outlets, switches, plus multi-sensors. We provide over 2x the devices but require the least amount of support. However, if anything should go wrong we're here for you and your residents 24/7.

PRODUCT

IOTAS provides lights, outlets, thermostats, door locks, ceiling fans, sensors and much more. Just ask us. The system allows residents remote access to their home but also delivers powerful solutions to property management for building-wide control and oversight.

IOTAS provides full automation not just residents but also for the building to reduce labor and save on energy. Because we make nearly all the lights smarter, IOTAS can easily make a new building seem occupied by turning on lights randomly inside of vacant units during evening times and turn them off late at night to save energy. This is one example of how we can reduce labor time and save energy.

IOTAS makes it easy for your staff to set automations for your building and forget about it. While we have the best and most thorough Resident Experience, what we can do for buildings is even more powerful. We can have all Vacant Units be ready to be toured during business hours and then after hours, set it to save energy. That's just one of the solutions that we're here to help you with.
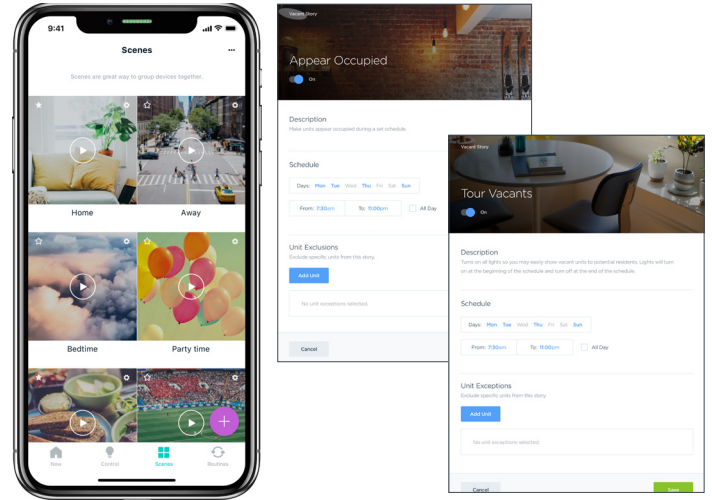
RECENT NEWS

- IOTAS has recently been picked by industry heavyweights such as Balfour Beatty, Bozzuto and ZOM Living as a partner to roll out solutions for student living and smart apartments.
- IOTAS announced a partnership with Mobile Doorman to take Smart Home to the next level as discussed in Forbes article, https://bit.ly/2QsFrdN IOTAS is also working with ButterflyMX, Braxos, Brivo, nest and others to deliver a true Smart Apartment experience.
- IOTAS launched IOTAS Energy, a partnership with Intel to help multifamily operators save on energy usage. https://bit.ly/2FjmlVL

WHAT'S NEXT

- Our goal is to continue with what we do best- deliver a reliable and comprehensive Smart Home with the lowest number of tickets per 100 units. We will continue this year to focus on customer experience and happy residents.
- We will continue to focus on building access entry, making it even more robust and evolve our building intelligence and automation platforms. We are starting demos with utilities to make our buildings tie into the grid.
- We are rapidly expanding to adjacent verticals such as Student, Military, Affordable, and Senior Housing.

TESTIMONIALS

Quite frankly, IOTAS is giving us an edge on our competition throughout our portfolio. There are few amenities that offer such a profound improvement to the user experience with such small capital requirements. - Gold Oller

Hunt has installed IOTAS as a value-add program in a 1990's 8 foot ceiling, garden apartment product in a middle market. The ROI was so solid we are now installing the system in numerous properties instead of a full or partial cosmetic unit renovation program. - Hunt Companies

WHO WE ARE

CHIEF EXECUTIVE OFFICER
Sce Pike

CHIEF TECHNOLOGY OFFICER
James Motley

Twitter:
@spike75

VP OF REVENUE
Chad Summers

JOIN

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2/2017

WEBSITE
get-join.com

OFFICE LOCATIONS
San Francisco, CA (HQ)
San Jose, CA

TWITTER
@ JoinEnterprise

FACEBOOK
https://www.facebook.com/
Join-1126832500806879

LINKEDIN
https://www.linkedin.com/company/
get-join/

MONEY RAISED
$2 million dollar seed round in 2017

PROMINENT CLIENTS
ServiceNow
LiquidSpace
Boston Properties

RELEVANT TYPES OF PROPERTY
• Office
• Retail

ABOUT

Join is a San Francisco-based that offers a secure, high performance, IT on demand and curated digital workspace service for property owners, flex office operators & tenants of commercial office buildings. Join is configurable and scalable to the needs of any team and runs over a secure, private, net-neutral terabit scale network that incorporates state of the art cybersecurity and private connections to major private and public clouds and SaaS platforms.

PRODUCT

Join ReadyNet – Basic, secure wireless internet provided to tenants and guests at no charge

Join ReadyNet Enterprise – On demand digital services for tenants requiring a private, high performance secure network with higher levels of security, firewall, intrusion protection.

Join Marketplace - Optional additional services from Join and third party vendors such as VOIP telephony, Amazon Direct Connect Services, advanced VPN, building access control and analytics.

RECENT NEWS

- Delivered Join Digital Services to Boston Properties' first 'Flex by BXP' deployment
- Rolled out partnership with LiquidSpace and delivered several new customer implementations
- Launched VOIP telephony service
- Launched Join Digital Services in Canada

WHAT'S NEXT

- Expanding to 25 markets in 2019
- Aggressive road map of products and services for property owners, flexible office operators and enterprise organizations.
- First deployments in Europe

TESTIMONIALS

"LiquidSpace and Join established a partnership in 2018 and have already worked together on several successful projects in the US and Canada", said Mark Gilbreath, CEO of LiquidSpace. "We look forward to growing our relationship even further in 2019."

The Join Digital Services Solution has helped make our flex office experience outstanding from day 1, said Bhavin Patel, VP of Operations for Collabera, Inc., a global IT staffing with 15,000 professionals. "Our team was able move in to the Flex space and enjoy instant productivity. The fact that we can add or change services on demand means that we can tailor the digital experience to meet our exact needs."

WHO WE ARE

FOUNDER & CEO
Karl May

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P: 408-675-0309

VP OF MARKETING & MARKET DEVELOPMENT
Malcolm Hobbs

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P: 650-395-7871

VP OF SALES
Daniel Redmond

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P: 408-309-0747

KNOTEL

ABOUT

Knotel empowers companies to be their most productive by providing tailored, responsive spaces that flex to meet their evolving needs. Named a Business Insider Top 50 Startup and New York's Hottest New Workspace Model, Knotel has over 100 locations across approximately 2 million square feet in New York, San Francisco, Los Angeles, London, Berlin, and Sao Paulo. Founded in 2016, Knotel has raised $160 million in funding. Knotel's member network includes companies like Starbucks, Cheddar, and Omnicom. Visit https://www.knotel.com.

PROFILE

WEBSITE
knotel.com/

OFFICE LOCATIONS
New York City, NY
San Francisco, CA
Los Angeles, CA
London, UK
Sao Paulo, Brazil
Berlin, Germany

TWITTER
@ knotel

FACEBOOK
https://www.facebook.com/knotelhq/

LINKEDIN
https://www.linkedin.com/company/knotel/

MONEY RAISED
$160 Million Series B

PROMINENT CLIENTS
Starbucks, Omnicom, SeatGeek, The Body Shop, Cheddar.

RELEVANT TYPES OF PROPERTY
• Office

TESTIMONIALS

"Flexibility is usually really expensive. And if you want your own branded space that is built to your specifications and design, you usually have to pay significantly for it. Not having to spend money on build-out, paint, branding and furniture—that alone is a tremendous value." - Jeff Goldman, Head of Real Estate and Workplace Operations at Segment

"When a candidate comes into an office and finds the entire space dedicated to your brand, rather than a scattering of desks in a space filled with a lot of different companies, that is a meaningful first impact, and very effective." - Casey Kwon, Office & Culture Manager at Teachable

WHAT'S NEXT

• Continuing our global expansion and focus on enterprise clients.

WHO WE ARE

CO-FOUNDER AND CEO
Amol Sarva

CO-FOUNDER AND CHAIRMAN
Edward Shenderovich

ABOUT

Leasecake makes it easy to manage commercial real estate leases. For landlords and multi-location tenants, the bottom line takes a hit when they forget any of the hundreds of points in a typical lease, including rents, increases, and late fees. Leasecake optimizes financial performance across a portfolio by providing proactive information about rent rates, increases, renewal options, and terms, along with easy access to key documents.

PROFILE

COMPANY FOUNDING
December 2017

WEBSITE
leasecake.com

OFFICE LOCATIONS
Orlando, FL

TWITTER
@Leasecake

FACEBOOK
facebook.com/Leasecake

LINKEDIN
linkedin.com/company/leasecake/

MONEY RAISED
$700,000 closed

PROMINENT CLIENTS
Domino's, Papa John's, Moe's, Qdoba, Planet Smoothie, SharedSpace, Suddath Van Lines, Jeremiah's Italian Ice, Atlanta Investment Properties

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Land

PRODUCT

But the Back Office in Your Back Pocket.
Reducing your business risk by saving hundreds of hours and tens of thousands of dollars every year.

Landlords: Centralize key lease terms such as rent increases and renewal dates in a mobile platform

Tenants: See lease information and proactive reminders of key dates and terms to reduce friction and grow their business.

RECENT NEWS

- ACH / digital payments
- Patent filed
- Amassed millions of square feet across the United States

WHAT'S NEXT

- Enterprise platform for large-scale tenants and landlords
- Team collaboration

TESTIMONIALS

"One of my favorite parts of Leasecake is the activity screen. I like having that quick snapshot of the tenant that I can reference at any time and just keep myself up to date on the information."

The reason I love Leasecake is because it streamlines my day-to-day operations and saves me time so I don't have to constantly call my office manager for information.

WHO WE ARE

CEO & FOUNDER
Taj Adhav

PRESIDENT & CO-FOUNDER
Jim Bankston

LIKK technologies

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
September 2016

WEBSITE
likktech.com

OFFICE LOCATIONS
Miami FL
Sunnyvale CA

LINKEDIN
www.linkedin.com/company/likk-h2o/

MONEY RAISED
$900K Angel/Seed

RELEVANT TYPES OF PROPERTY
- Office
- Retail
- Industrial
- Multifamily

ABOUT

Our unique leak sensing system, LIKK h2o, is a network of smart water sensors that communicate with a central monitoring unit for intelligent leak detection. We have designed an automated process that systematically and intelligently escalates all events from detection through communication, response, reporting, and prevention protocol. Our infrastructure-based solution is designed specifically to address the challenges of scaling across multiple units and stories in residential and commercial applications.

PRODUCT

LIKK h2o, is a network of smart water sensors that communicate with a central monitoring unit for intelligent leak detection

RECENT NEWS

- Closing the Seed capital round.
- Entering the CA market.
- Insurance recognition as mitigation platform.

WHAT'S NEXT

- Technology and business scalability
- New Hardware and Firmware
- Insurance business development

TESTIMONIALS

The moment we activated the service, many leaks were detected. After only 8 months, we had prevented over 22 incidents...

One month after having completed the installation, we were able to detect and prevent a water incident before it became another fatal one ...

WHO WE ARE
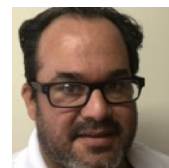
CEO
Ronald Kritzler

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likktech.com
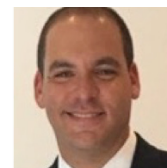
CTO
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likktech.com

CRO
Albert Himmelstern

E: Alberto@
likktech.com

LOANBOSS

ABOUT

LoanBoss - Debt Smarter

The only debt management platform exclusively for commercial real estate professionals. LoanBoss centralizes, streamlines, manages and stores all critical data throughout the debt life cycle.

From pipeline through disposition, this dynamic platform enhances collaboration, creates efficiencies, and drives performance. Powerful interest rate analytics provide instant calculations that should have been automated a long time ago. Covenant tracking. Reporting functions. Secured data storage to identify trends. Live hedging costs.

LoanBoss seamlessly integrates market data across the critical details of your debt portfolio so you can make more informed decisions to optimize returns.

Spend more time chasing deals, less time chasing details.

PRODUCT

How long would it take you to calculate a prepayment penalty from right now? If the answer is anything more than two seconds, you need to talk to the boss. LoanBoss.

Are you using some combination of Outlook, Dropbox, and Excel to manage your debt portfolio? Has your business outgrown your processes? Talk to the boss. LoanBoss.

You've gathered thousands of financing quotes over the years...how many of those do you still have at your fingertips? If information is power, shouldn't you? Talk to the boss. LoanBoss.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2019

WEBSITE
LoanBoss.com

OFFICE LOCATIONS
Charlotte, NC
Boulder, CO

TWITTER
@loanboss1

MONEY RAISED
Self-funded

PROMINENT CLIENTS
Greystar
LaSalle
Beacon
Connor Group

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Other

RECENT NEWS

- LoanBoss has been selectively inviting beta testers in Q4 2018 and will be aggressively testing and incorporating feedback in Q1 2019!
- LoanBoss was selected over other names like Capitalize, Accel, LoanHub, and Fibonacci. We weren't even sure the last one was a legally viable option.
- We attended our first ever conference, CRETech NYC! And much to our surprise, we weren't asked to leave!

WHAT'S NEXT

- LoanBoss will be launching April 29, 2019!
- LoanBoss 2.0 will incorporate greater reporting and filtering functionality, as well as API's with critical partners.
- LoanBoss will be raising a Series A in the second half of 2019.

TESTIMONIALS

"Wow! How did I ever live without LoanBoss?!"
- future LoanBoss user

"Probably the greatest commercial real estate software platform in the world."
 - Founder's grandmother

WHO WE ARE

PRESIDENT & FOUNDER
JP Conklin

E: jp.conklin@
loanboss.com
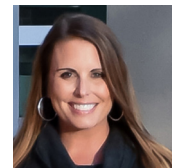
HEAD OF MARKETING
Sarah Conklin

E: sarah.conklin@
loanboss.com

NATIONAL DIRECTOR OF SALES
Rob Hudson

E: rob.hudson@
loanboss.com

LOGICAL BUILDINGS

ABOUT

Logical Buildings is a smart building software and solutions company that creates real-time transparency and data-driven insight of building operations. Through predictive analytics and training from our Concierge team, our proptech platform enables building staff to optimize building management, generating significant energy and operating cost savings, resulting in higher NOI and NAV.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2013

WEBSITE
logicalbuildings.com

OFFICE LOCATIONS
Livingston, NJ

TWITTER
@logicalbldgs

LINKEDIN
www.linkedin.com/company/logicalbuildings/

MONEY RAISED
$11 million, in three rounds of preferred shares.

PROMINENT CLIENTS
AvalonBay Communities
The KRE Group
Milstein Properties
Roseland Residential Trust
UDR

RELEVANT TYPES OF PROPERTY
• Multifamily
• Office
• Mixed Use
• Industrial / Mini-Storage

PRODUCTS

Smartkit AI enables buildings to generate revenue and reduce energy costs by 20% as well as achieve sustainability goals through data transparency, increasing NOI and NAV.

Logical Buildings' Turnkey Capital Projects deliver comprehensive energy savings/revenue and smart building capacities. Utilizing each building's unique energy signature, right-sized technologies are selected including building wide connectivity, controls, battery storage, CHP, EV charging, and solar, etc.

The Energy Purchasing Advisory Services product, EPAS, provides owners daily mark to market guidance on their energy portfolio risk exposure and savings opportunities as well as the most transparent and low cost electronic reverse auction supplier bidding platform.
The EPAS platform qualifies suppliers to insure owners garner the most advantageous contract covenants and optimal rate structures that reflect the portfolio's mechanical systems, demand management programs, through available smart meter interval load profiles.

RECENT NEWS

• We were recently selected to participate in this year's Initiate! competition at the DistribuTECH conference and expo. This program highlights 12 innovative startups that are digitally transforming the utility cost management landscape.
• Smart Energy Decisions, the leading web-based publication that deliver news, analysis, research and opinion to help Fortune 500 companies make better decisions to improve their profitability by adopting best practices in energy efficiency and renewable energy sourcing, has recently awarded top prize for Smart Building Software to AvalonBay Communities in the category of Commercial Energy Data Management for deploying Logical Buildings' SmartKit AI platform.

WHAT'S NEXT

• We are expanding our national footprint in urban centers throughout all deregulated states and provinces in North America.
• Logical Buildings is rethinking the way energy is procured having just launched a new portal that continuously identifies savings and/or risk exposure mitigation opportunities coupled with the most transparent low cost electronic reverse auction platform.
• Our software development team's imminent rollout of SmartKit AI's integration with Alexa and Google Home Voice Activation Services will enable monitoring and reducing each building's energy cost and increase resident/tenant comfort.

TESTIMONIALS

"Through the savings we achieved working with Logical Buildings, we were able to see a payback on our investment in the hardware and software in less than a year. We're now looking to scale the return we generate from advanced energy management by rolling it out across more buildings in our commerical portfolio."
Greg Maser, Director of Purchasing
Edison Properties LLC

"The Story Logical Buildings is telling, and that I've now fully bought into, is a data story. This is an Internet of Things story, a Big Data story, a technology story. There's a lot of real positive things that we can do now because we have that data and these buildings are really truly talking to us."
Mark Delisi, Vice President of Corporate Responsibility
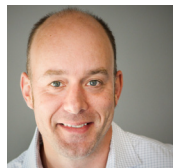AvalonBay Communities

WHO WE ARE
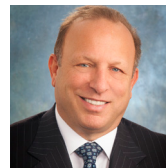
CO-FOUNDER AND CHAIRMAN
Bradford R. Klatt

CO-FOUNDER AND CHIEF EXECUTIVE OFFICER
Jeffrey Hendler

VP BUSINESS DEVELOPMENT
Jean-Sebastien Dorais

E:
dorais@logicalbuildings.com
P: (917) 302-8426

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
July 10, 2018

WEBSITE
lyraintel.com

OFFICE LOCATIONS
U.S. Headquarters Charlotte, NC

TWITTER
@LyraIntel

FACEBOOK
https://www.facebook.com/lyraintel/

LINKEDIN
https://www.linkedin.com/company/lyraintel/

RELEVANT TYPES OF PROPERTY
- Office
- Retail
- Multifamily

ABOUT

Lyra Intel is a commercial real estate business intelligence solution designed to unlock your property's revenue potential. This solution integrates with property management systems allowing property owners and managers to better understand resident and tenant needs by collecting data at the industry, portfolio, property, and occupant levels. Our solution is designed to improve data quality, provide advanced segmentation capabilities, increase resident and tenant retention, and provide an additional revenue stream to property owners.
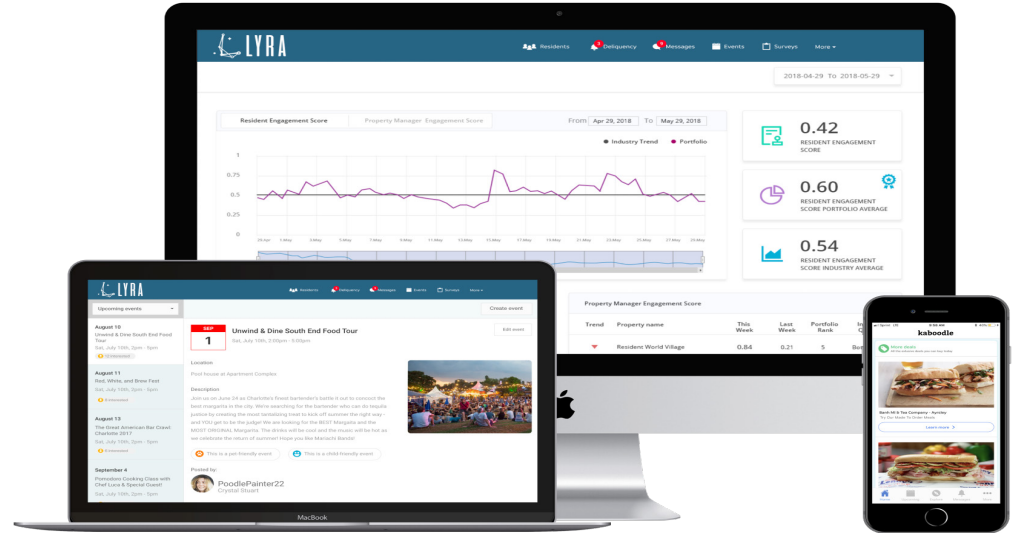
PRODUCT

Property Engagement Portal: Our property engagement portal provides you with the flexibility to message (text, in-app, and email), create and coordinate events, gain feedback with built-in surveys, and segment residents and tenants based upon demographic and behavioral data.

Kaboodle App: Our partnership with Kaboodle provides your residents and tenants with a useful app to communicate directly with the property, while also connecting them with local restaurants, retailers, and services in the community. Users even have the flexibility to submit maintenance requests, pay rent, reserve amenities, explore local retail offers, and purchase food for delivery.

Business Intelligence Platform: Our business intelligence platform collects and organizes data from our property engagement portal and the Kaboodle app to provide you with insights for better decision making – all within an easy-to-use dashboard. Quickly view your engagement scores among residents, tenants, and property managers at the property and portfolio level to better understand renewals by property. The tool also allows you to monitor trends against portfolio and industry benchmarks.

WHAT'S NEXT

- Growth. We're launching with a groundswell of existing market penetration. We're currently the BI solution of choice for over 80 properties in 26 markets across the country. Since we started, the company has grown its staff to over 40 full-time employees and we continue to add some of the largest multiproperty management groups in the Southeast. While we're fully dedicated to serving the needs that are present in the current market, we're also focused on evolving as those needs change with the influx of digital transformation in the industry while remaining an intuitive and easy-to-use solution for our customers.

TESTIMONIALS

"Lyra has given me a turnkey solution that puts real and usable data at my team's fingertips. We're no longer relying on intuition or anecdotal feedback to drive our decision making. Now we have the data to steer our investment allocation in the right direction. This has had an immediate impact on our retention and occupant experience." Mark Runde, Director of Real Estate at The Granite Properties.

WHO WE ARE

CEO & FOUNDER
Rob Finlay

mCart
by Mavatar

ABOUT

Mavatar's mission is making the world around us shoppable. Mavatar is a leading player in capturing, tracking and monetizing omnichannel data. Mavatar provides a turnkey blockchain and AI-based platform-as-a-service called mCart helps customers set up and operate their branded, enterprise level marketplace/affiliate sales platform to utilize content and data and engage with retailers, influencers and shoppers to drive sales. mCart closes the gap between online and offline shopping, sales and advertising in one platform.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
January 20, 2011

WEBSITE
mcart.io mavatar.com

OFFICE LOCATIONS
Menlo Park, California (Silicon Valley)

TWITTER
@mCartProtocol

FACEBOOK
facebook.com/mCartProtocol/

LINKEDIN
linkedin.com/company/ mavatar-technologies-inc/

MONEY RAISED
5 million through seed investment, ICO presale and corporate programs.

PROMINENT CLIENTS
Agencies, Media, Shopping centers and other real estate complexes, CPGs, Procurement sites

RELEVANT TYPES OF PROPERTY
• Retail
• Multifamily
• Other: Commercial properties such as hotels, airports, public places including malls and shopping pavilions
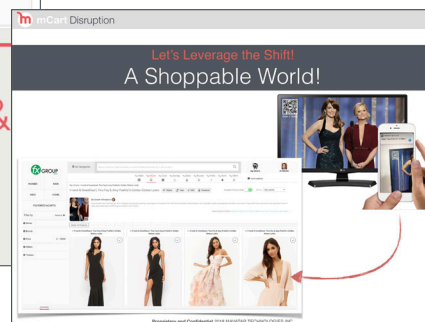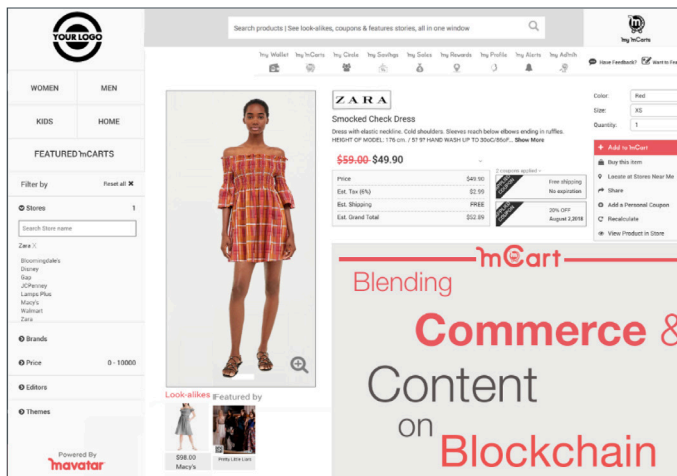
PRODUCT

mCart is a blockchain platform to maximize omnichannel and influencer marketing within a platform to serve commerce.

RECENT NEWS

- mCart's presence at ICSC as part of the Innovation Exchange & garnered significant international interest.
- We just announced the first mCart Marketplace by FX Group to make the iconic red carpet shoppable.
- mCart was featured in Apparel Resources, Fashionista, Apparel Resources, Fashion Network and Women's Wear Daily.
- Mavatar is included in The Silicon Valley Review among the 50 Best Companies To Watch 2018.

WHAT'S NEXT

- With FX Group's platform mCart is making the red carpet shoppable.
- Our blockchain AI-based platform allows retailers & content creators to maximize their earnings.
- Our transparent system is poised to be the industry standard for effective influencer marketing & CTR attribution model.

TESTIMONIALS

Kristian Krempel, President of FX Group

"Our customers have been looking for ... mCart ... [this] innovative solution will...change the direction of many industries..."

WHO WE ARE
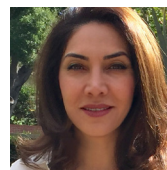
CEO & FOUNDER
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E: susana@ mavatar.com

PRESIDENT & CO-FOUNDER
Brom Mahbod

E: bm@mavatar.com

VP OF OPERATIONS & TECHNOLOGY
Amar Saigal

Twitter: @SaigalAmar
E: amar@ mavatar.com
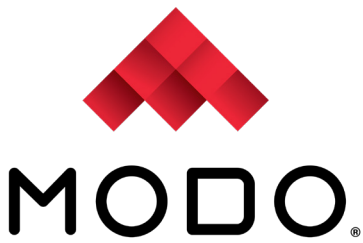
MODO

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
2010

WEBSITE
modolabs.com

OFFICE LOCATIONS
Cambridge, MA

TWITTER
@modolabs

FACEBOOK
https://www.facebook.com/modolabs/

LINKEDIN
https://www.linkedin.com/company/
modo-labs-inc

PROMINENT CLIENTS
GE, EY

RELEVANT TYPES OF PROPERTY
• Office

ABOUT

Modo Labs is the leading provider of the no-code mobile application platform, trusted by leading Fortune 500 companies and universities to deliver their workplace and campus mobile applications. Modo makes it easy to quickly create mobile experiences that maximize employee engagement with their built office environment. Managing parking, reporting maintenance issues, ordering meals, viewing security cameras, and other critical or experiential resources, can quickly be added and put into the hands of your workforce for instant, always-on access.

PRODUCT

Modo Workplace™ transforms the workplace with a unified mobile experience that connects your intelligently built environment with the people that bring it to life.

Modo Communicate dramatically increases app usage and loyalty by engaging users with a timely, personalized and actionable communications delivered through a multi-channel communication strategy.

Modo Analyze gives real-time insight into user engagement with your workplace app. Armed with this knowledge you'll know how to intelligently evolve your app.

RECENT NEWS

• Announced its partnership with JLL, a world leader in CRE
• Enjoyed its highest growth rate ever in enterprise customers, including global leaders in financial services, aerospace, real estate, and more
• Saw significant expansion of existing enterprise contracts

WHAT'S NEXT

• Continued global expansion of customers, partnerships, and operations
• Major upgrade to our app creation tools to improve delegation and lifecycle management
• Ongoing improvements to our communications and analytics tools to further increase and measure engagement

WHO WE ARE

CEO
Stewart Elliot

FOUNDER & CTO
Andrew Yu

NAVIGATOR^{CRE}

ABOUT

NaviCRE – Cloud based system to manage and analyze CRE data like Sales Comps, Lease Comps, Tenants in the Market, Development pipeline, and seamlessly collaborate with your team and organization from any device. Data is owned by customers and private to each company. Mapping, Business Intelligence, AI, Analytics, Collaboration. New verticals such as Commercial Analytics (CA) & Rprime.

PRODUCT

NaviCRE – Cloud based system to manage and analyze CRE data like Sales Comps, Lease Comps, Tenants in the Market, Development pipeline, and seamlessly collaborate with your team and organization from any device. Data is owned by customers and private to each company. Mapping, Business Intelligence, AI, Analytics, Collaboration.

NavCRM – A wonderfully simple and sophisticated CRM built for CRE with no bloat or redundancy. Full integration into core CRE product with connectors to Office365/Gsuite/Docusign and Box.

StakPlan – A smart building stacking plan system residing inside the CRE product that can turn any table of lease comps into visualized stacking plans for office, retail and industrial buildings.

RECENT NEWS

- Closed our latest Seed Round of investment and preparing to raise our next round for company growth and expansion.
- Expanded into Texas, Chicago, Atlanta and New Jersey markets for Brokerage and Asset management.
- Expanded into new HQ in downtown Seattle at the Logan Building and added several new team members.

WHAT'S NEXT

- Working on raising our Series A in late 2018 to grow company and team.
- Ventures into Fintech and Multifamily Market Data Crowdsourcing and Reporting
- Expanded platform functionality with integration of data connection to PM softwares.

TESTIMONIALS

"... NavigatorCRE Creates a significant competitive advantage in serving Institutional investors and asset managers by allowing us to efficiently and effectively deliver interactive market overviews to our clients, present market opportunities and show an engaging dashboard of cap rate spreads and active buyers and sellers in the market." Darla Longo, CBRE NationalPartners

WHO WE ARE
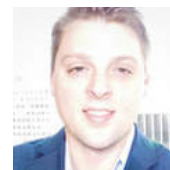
CIO, FOUNDER, CHAIRMAN

Taylor Odegard

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E: taylor@navigatorcre.com
P: (206) 890-3364

CEO, FOUNDER

Russ Johnson

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P: (206) 850-7675

LEAD, ACCOUNT MANAGEMENT

Robert Christopher

E: robert@navigator-cre.com
P: (206) 747-5811

NTrust
Commercial Real Estate
Consulting | Software | Services

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
June 2003

WEBSITE
ntrustinfotech.com, www.remaap.com,
www.reapmanager.com

OFFICE LOCATIONS
Irvine, CA
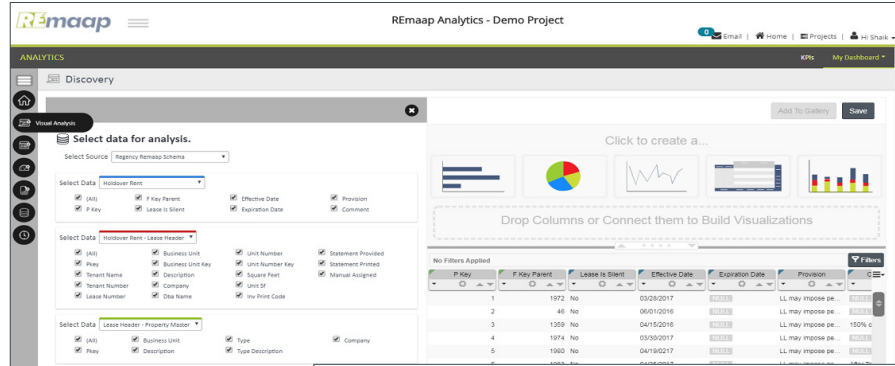Chennai, India

TWITTER
@InfotechNtrust

LINKEDIN
https://www.linkedin.com/company/
ntrust-infotech/

PROMINENT CLIENTS
CBRE, Cushman, RPAI, Regency Centers,
Equity Office

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Other: Restaurant, Single Family

ABOUT

NTrust Infotech is a real estate lease administration solution provider. NTrust's combination of advanced CRE Software platforms and robust technical and back office services allows us to provide services to international and domestic companies that range in size from under 100 employees to over 10,000. We are able to provide top level services to this whole range of clients because of our "Engineering Approach" to providing services.

PRODUCT

Back Office Services including lease admin, abstracts, accounting
REmaap software for lease abstraction and workflow/document management
REAP software for occupier side lease administration

RECENT NEWS

• Added AI/NLP to our REmaap software platform
• Added Analytics to our REmaap software platform
• Expanded back office team by 10% to 775 employees bringing total EEs to 875

WHAT'S NEXT

• Improvement of AI performance
• Expansion of REmaap use cases
• Implementation of ASC 842 reporting for our REAP lease admin platform

TESTIMONIALS

We decided to use REmaap to help streamline a full range of lease administration processes. The easy to use interface makes training new lease administrators very easy, and we have ready access to all the data required to manage all our leases.

We were spending tons of money on due diligence and just getting the data we need to accurately manage our leases and expenses. REmaap streamlined the due diligence process and allowed to easily submit AE and DCF files to prospective buyers.

WHO WE ARE

CEO
Sri Ramachandran

E: sri@ntrustinfotech.com
P: 562-207-1601

CMO
Rick Platzek

E: rplatzek@ntrustinfotech.com
P: 562-207-1610

ONESPOT

ABOUT

One Spot is an innovative software platform that allows property and facility management teams to command their portfolio, in real time, through easy-to-use app and web-based functionality. By standardizing the process of both day-to-day service requests, and long-term capital projects, commercial teams can easily track and manage repairs, flawlessly execute portfolio-wide bids with vendors, and create strategic portfolio plans by property, and by asset type. The technology brings teams together in real time, and saves time and money, and eliminates costly errors.

PRODUCT

Assessment
Property Maintenance
Tenant Portal

RECENT NEWS

- BOMA Case Study Winner
- 2018 US Business News winner for New Property Management Application

WHAT'S NEXT

- New functionality
- Fundraising
- Expansion

TESTIMONIALS

"The ability to gather information and turn data into a real document that a client can use to assess an asset in a much quicker timeline could mean the difference of winning or losing that asset."
Tim Jackson, VP Real Estate and Engineering Services, Colliers

...99% of all service requests that are made...we put those into One Spot....and then have a single place to monitor them, so we can make sure that we're getting confirmation that the work is getting done, and then also confirmation that we've received the invoice for the work so that we can accrue for it properly. And through this process, we save time and eliminate errors, and capture all costs efficiently."
Chelsie Johnson - General Manager, Artis

WHO WE ARE

CEO
Keith Pelatowski

DIRECTOR OF SALES
Ryan O'Rourke

Twitter: @kpelatowski
E: KPelatowski@ 1spottech.com

Pilot

ABOUT

Pilot is a fiber-optic internet provider working with real estate partners to deliver an affordable service that future-proofs buildings. Top-quality, reliable business internet is a no-brainer amenity tenants want and need. Pilot delivers with no contracts, a 100% uptime guarantee, and symmetrical bandwidth backed by 24/7 support. Pilot services are integrated on-site with no building electricity required and minimal disruption to daily ops.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2014

WEBSITE
pilotfiber.com/buildings

OFFICE LOCATIONS
NYC

TWITTER
@PilotFiber

LINKEDIN
https://www.linkedin.com/company/pilot/

PROMINENT CLIENTS
Casper, Zillow, Change.org, Industrial and Commercial Bank of China, R/GA

RELEVANT TYPES OF PROPERTY
• Office
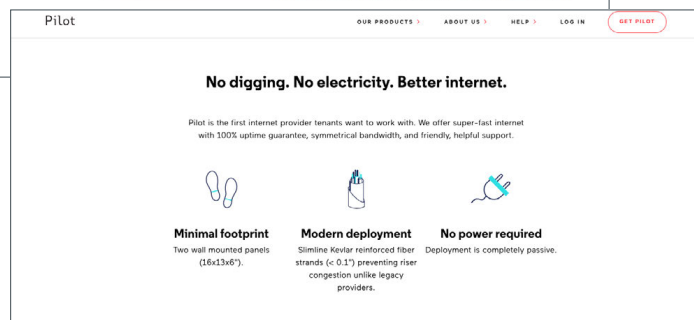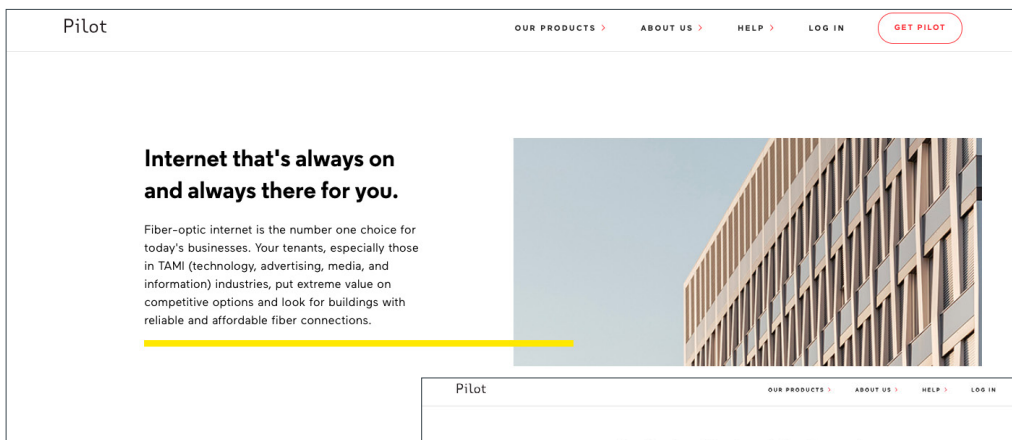
PRODUCT

Pilot offers plans up to 10 Gbps backed by real-time fiber monitoring, delivering business internet that works—all the time.

Pilot's enterprise services solve for additional needs. From cloud connectivity to ethernet solutions, Pilot's got businesses and buildings covered.

All of Pilot's products leave a minimal footprint and use a modern deployment.

RECENT NEWS	WHAT'S NEXT
• Rolled out real-time fiber monitoring across NYC network. • Grew our nationwide backbone and are now in 25+ data centers around the country. • Our Founder, Joe Fasone, was named to Inc 30 Under 30 List.	• Excited to continue growing our footprint in the outer boroughs of NYC. • Collaborating with real estate partners to connect future-oriented buildings to our growing network.

WHO WE ARE
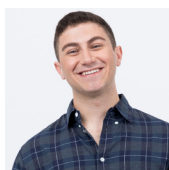
FOUNDER & CEO
Joe Fasone

Twitter: @jpfasone

Planned Companies

ABOUT

Planned Companies provides industry leading janitorial, maintenance, concierge/front desk and security services throughout the Northeast, Mid-Atlantic, San Francisco and now North Carolina, South Carolina and Atlanta regions.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
1898

WEBSITE
plannedcompanies.com

OFFICE LOCATIONS
Parsippany, NJ
New York, NY
Alexandria, VA
Walnut Creek, CA
Philadelphia, PA
Duluth, GA
Freehold, NJ

TWITTER
@PlannedTeam

FACEBOOK
https://www.facebook.com/
PlannedCompanies/

LINKEDIN
https://www.linkedin.com/company/
planned-companies/

RELEVANT TYPES OF PROPERTY
• Office
• Industrial
• Other

PRODUCT

Janitorial Services: We make buildings cleaner and healthier for the tenants, residents and communities we service

Concierge: Our Lifestyle division caters to the concierge, front desk and doorman needs of our residential and corporate clients.

Security: Our security solutions are tailored to fit each of our clients' unique requirements, with the common objective of keeping properties safe.

TESTIMONIALS

We have received consistently good service from all of the Planned Companies personnel who work here. N.Callas, Renaissance at Monroe

Thank you to Planned Building Services for such a prompt response at 95 Madison Avenue during our building emergency. More specifically, your team did an excellent job extracting water and removing the damaged ceiling tiles – it's reassuring to know that KND Management can rely on PBS in times of emergency! D. Friedman, KND Mgt.

WHO WE ARE

PRESIDENT & CEO
Robert Francis

P: 888.706-8600

CHIEF REVENUE OFFICER
Dino Iuliano

https://www.linkedin.com/in/dino-iulia-no-4b03656/
P: 888-706-8600

ABOUT

Get a never before seen look at the current nationwide grocery expansion. For those in the retail real estate business, finding and tracking planned grocery locations is difficult and time consuming. Our platform identifies and tracks these locations so you don't have to.

PRODUCT

The Planned Grocery® subscription platform presently includes over 2,500 locations across the United States. Each location centers on the exact location of a grocery store that is either proposed, planned, under construction, or recently built within the last 6 months. The easy to use platform includes interactive mapping with demographic layers and traffic counts. All locations in the platform reference a public information source and each point is hand placed on the map.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2016

WEBSITE
PlannedGrocery.com

OFFICE LOCATIONS
Columbia, SC
Athens, GA

TWITTER
@PlannedGrocery

FACEBOOK
https://www.facebook.com/
plannedgrocery/

LINKEDIN
https://www.linkedin.com/
company-beta/2749262/

MONEY RAISED
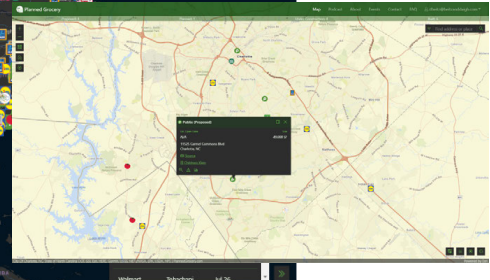Self-funded with no debt

PROMINENT CLIENTS
Whole Foods, Slate Retail REIT, MTN Retail Advisors, Phillips Edison and Company, Wegmans

RELEVANT TYPES OF PROPERTY
• Retail

RECENT NEWS

- Recently mentioned in The Wall Street Journal for the second time
- Exhibited at the ICSC RECon Conference in Las Vegas, NV
- Hired a dedicated Sales Director

WHAT'S NEXT

- Continually working on new ways to improve the data in the platform
- Expanding data partnerships with other mapping platforms
- Evaluating the next set of features to roll out in the platform

TESTIMONIALS

"The platform provides our team with an effective and timely view as to existing and potential impacts to our existing assets as well as any potential cquisitions. I highly recommend this to anyone in the grocery-anchored asset industry."
Darrell Shipp
Partner and Managing Director
Slate Retail REIT

"We're pleased to have another source of information with which to evaluate and make decisions on store locations."
Shawn Beichler
VP of Real Estate
Lowes Foods

WHO WE ARE

PARTNER
David Z. Beitz

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P: (803) 451-0305

PARTNER
George Daigh

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P: (770) 450-1227

BUSINESS DEVELOPMENT DIRECTOR
Niles Helmboldt

Twitter: @nilesjr
E: nhelmboldt@ plannedgrocery.com
P: (803) 807-1029

POINTGUARD
Building Confidence.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2016

WEBSITE
pointguardtech.com

OFFICE LOCATIONS
Charlotte, NC

TWITTER
https://twitter.com/
pointguardtech?lang=en

FACEBOOK
https://www.facebook.com/
PointGuardTech/

LINKEDIN
https://www.linkedin.com/company/
pointguard/

MONEY RAISED
$2.0MM Friends and Family

PROMINENT CLIENTS
Lincoln Harris
Novant Health
Central Piedmont Community
 College
Movement Mortgage
Sonic Automotive

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Institutional
• Medical

ABOUT

PointGuard offers a cloud-based software platform that helps building teams drive value through significant increases in building comfort and lower operating and capital costs. We bring technology and professional expertise together with SkyFoundry's SkySparkTM analytics software to create our simple, intuitive platform. Our team brings innovation in software design together with building science to deliver profit-based outcomes for our users. PointGuard is an essential facility management technology that plays offense so building teams don't play defense. PointGuard is an Abundant Power Group company.

PRODUCT

The PointGuard Platform enables new ways of thinking about facility management that maintains high building performance. We give you the opportunity to weaponize data to dramatically improve comfort, asset life, and expense control of any portfolio.

PointGuard offers a managed service that focuses on providing value to our customers through the improvement of your comfort score, asset health, and overall capital expenditure by recommending precise machine level actions and actionable reporting.

We bring flexible, scalable, focused software together with SkySpark™ to create our simple, intuitive platform that provides customized, relevant analytics solutions to your entire team and portfolio as well as comprehensive benchmarking.

WHAT'S NEXT

- We plan to drive our software to provide more tools for understanding asset performance, customizing building performance, and enhancing budget prediction.
- In 2019, we are expanding our business development and customer success efforts. We believe nothing good happens in building performance unless it saves money and provides insight, and we're ready to help make that a reality.
- We will be working on further developing our own software and hardware, including deploying sensors, for seamless plug and play analytics connectivity to any building.

RECENT NEWS

- We added a Predictive Weekly Comfort email to our service, allowing customers to see the areas mostly likely to be uncomfortable in their building in the coming week.
- Our software has become impactful enough, that we now offer licensing of our Platform as a standalone, in addition to our Managed Service.
- We added the Comfort Test as a low-cost way to experience the value of analytics with a one-time, compelling performance indicator that provides insight into the comfort level of a property.

TESTIMONIALS

"It's nice going into a tenant space to proactively address an issue PointGuard's service discovered. It happily surprises them to hear we cared enough to come fix something they hadn't complained about... yet." – Bryan Moses, Colliers International

"We wanted to see how PointGuard's analytics platform could help us, so we created a challenge. Let's try this on our newest building and see what the impact is. The results are clear: we want this on all our buildings!" – Dale Zirkle, Senior Chief Engineer, Lincoln Harris

WHO WE ARE

CHIEF EXECUTIVE OFFICER
Shannon Smith

Twitter:
@rightgreenguy
E: ssmith@point-guardtech.com

CHIEF ENGINEER
Derek McGarry

E: dmcgarry@point-guardtech.com

Real Blocks

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2017

WEBSITE
realblocks.com

OFFICE LOCATIONS
New York, NY

TWITTER
@RealBlocks

FACEBOOK
https://www.facebook.com/
RealBlocks-164531427480664/

LINKEDIN
https://www.linkedin.com/company/
realblocks/

MONEY RAISED
$600K pre-seed. Seed round will be
closed shortly.

PROMINENT CLIENTS
Information cannot be publicly disclosed
at this point in time.

RELEVANT TYPES OF PROPERTY
- Office
- Retail
- Industrial
- Multifamily

ABOUT

By allowing sponsors to raise capital globally through issuing tokenized securities, RealBlocks provides sponsors with a unique opportunity for secondary liquidity. Our platform also allows investors to directly purchase ownership interest in real estate using digital and fiat currencies, while providing a mechanism for peer-to-peer liquidity. By using RealBlocks, anyone in the world can directly invest, raise capital, and obtain liquidity for investments in real estate.
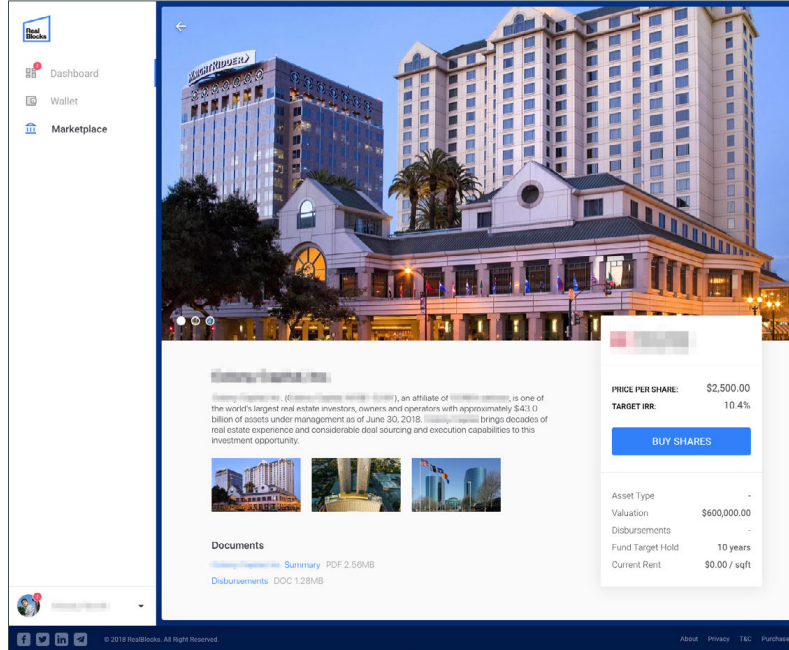
PRODUCT

Our platform is democratizing access to private equity by tokenizing shares of the best real estate funds in the world.

RECENT NEWS

- In February of 2018, we completed Barclays Accelerator program powered by Techstars.
- We made five hires: COO/Head of Product, VP of Engineering, VP of Finance & Business Development, Marketing Manager, and Analyst.
- We have secured a lead investor, Science Blockchain Inc., and are in the process of closing our seed round.

WHAT'S NEXT

- We'll be launching a platform for accredited investors to buy, sell, and trade tokenized interest in REITs from name brand sponsors.
- Launch a bulletin board to provide investors with liquidity options. Eventually we will integrate with an exchange.
- Upon closing our seed round, we'll execute a hiring plan to stimulate growth of the company as we move into next stages.

TESTIMONIALS

Science, Inc: "This is a case where blockchain is used for real-world benefits, tied to real-world assets and aligns perfectly with our investment model."

WHO WE ARE

FOUNDER & CEO
Perrin Quarshie

Twitter:
@pq823

COO & HEAD OF PRODUCT
Matt Grierson

Twitter:
@mattyGyo

VP OF FINANCE AND BUSINESS DEVELOPMENT
Naman Srivistava

Twitter:
@sriv_naman

ABOUT

Matching real estate professionals to the right opportunities in real-time.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2013

WEBSITE
RealConnex.com

OFFICE LOCATIONS
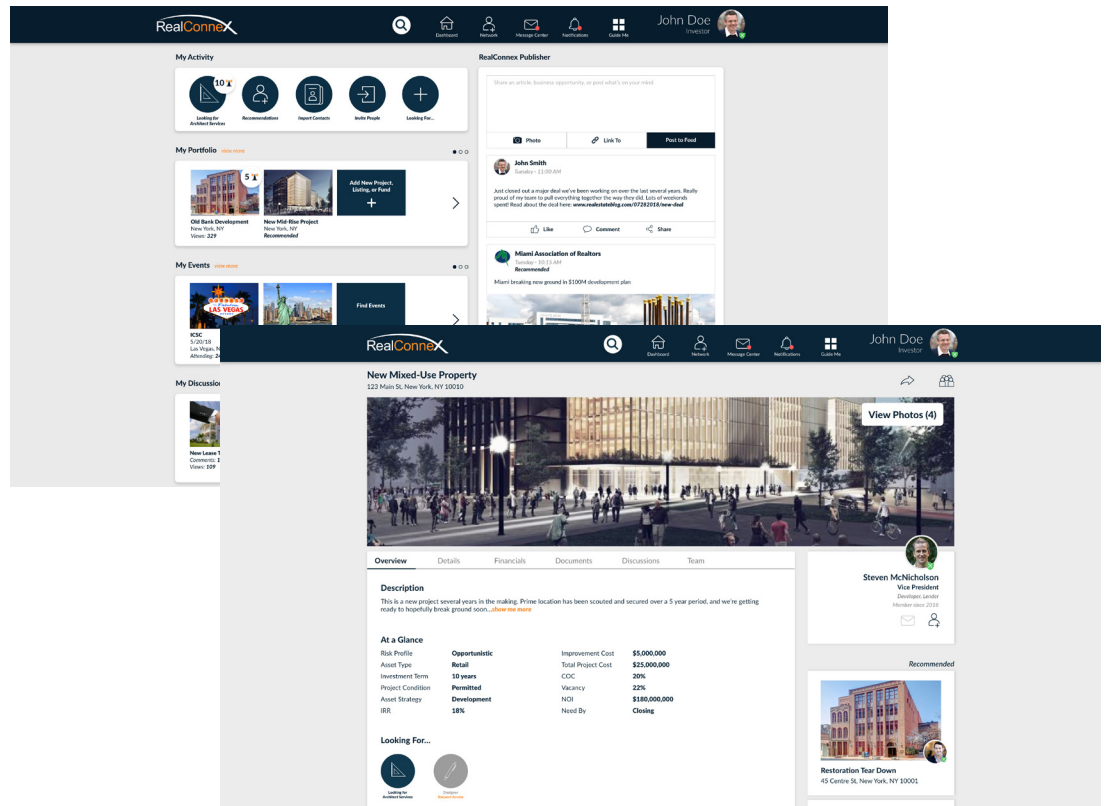New York, NY

TWITTER
@Realconnex

FACEBOOK
www.facebook.com/Realconnex1/

LINKEDIN
https://www.linkedin.com/company/ realconnex/

PROMINENT CLIENTS
Miami, Chicago, New York, Los Angeles

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Other

PRODUCT

RealConnex is a deal exchanging networking platform for commercial real estate. RealConnex is designed for:

Commercial Brokers/Agents
Investors
Lenders
Developers / GP's / Sponsors
Fund General Partners
Owners/Operators
Capital Markets Brokers / Placement Agents
Mortgage Brokers
Registered Investment Advisors (RIA)

TESTIMONIALS

"RealConnex instantly became one of our top commercial tools, our members use it for marketing properties and have done more business because of their incredible platform."

Paul Cauchi, e-PRO®
Sr. Vice President of Commercial, Miami Realtor Commercial Alliance

WHO WE ARE

FOUNDER/ CHAIRMAN
Roy Abrams

CHIEF OPERATING OFFICER
David Kuzmanich
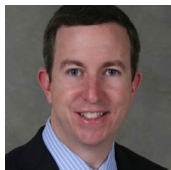
MANAGING DIRECTOR
John Wilcox

Realcore
A Technology Platform To Run Your Brokerage Business

PROFILE

COMPANY FOUNDING/LAUNCH DATE
October 22, 2010

WEBSITE
realcoreapps.com/

OFFICE LOCATIONS
Morrisville, North Carolina

TWITTER
@realcoreapps

FACEBOOK
https://www.facebook.com/RealcoreApplications/

LINKEDIN
https://www.linkedin.com/company/realcore-applications/

PROMINENT CLIENTS
Cushman & Wakefield, Lee & Associates, NAI Latter & Blum, Stirling Properties, NAI Puget Sound Properties

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Other: Transaction/Pipeline Management system to track all transaction for brokers, all property types.

ABOUT

Realcore Applications is a cloud-based commercial real estate platform that drives strategic thinking and enables firms and their producers to more effectively manage their business and collaborate with colleagues and clients. Realcore tracks broker pipelines, provides management with a real-time P&L and features a built-in commission accounting system that automates invoicing and tracks payments. It stores important market information and client data in easy-to-access data repositories. The platform incorporates the "best practices" of top production people fostering a more strategic approach to the commercial brokerage business.
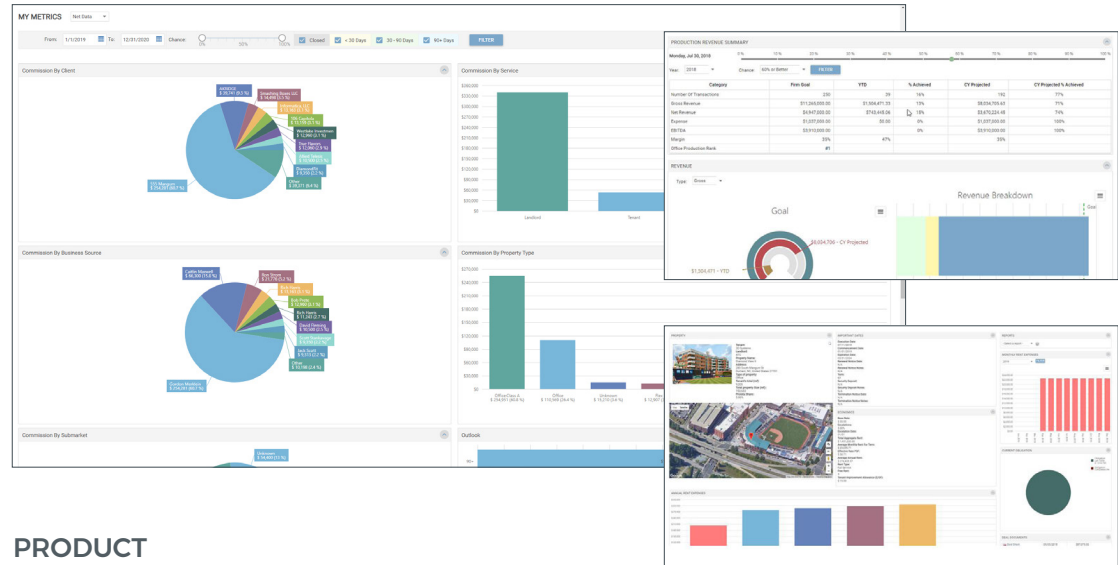
PRODUCT

Realcore's platform provides pipeline and transaction management storing important notes and files. The accounting section tracks commissions, deductions, invoices and offers views of firm and broker cash flow. It stores market intelligence, organizes comps, provides follow-up and embeds calendar reminders in Outlook. Realcore provides management with key firm metrics and forecasting, as well as stores all critical closing documents for future access.

RECENT NEWS
- We launched Realcore 3.0, our new interface that includes mobile compatibility.
- Expanded CRM functionality with new contact management and calendar capabilities.

WHAT'S NEXT
- Expand our administrative functions and standard reports.
- Continue integration with accounting, listing, and mapping systems.

TESTIMONIALS

"The Realcore teams deep understanding of how the brokerage industry works, sets them apart from the competition."
Eric Termansen – Western Retail Advisors, President and Founding Partner

"Realcore has been instrumental in organizing and streamlining our information and processes throughout our 6 commercial offices."
Karl Landreneau, CCIM, SIOR-NAI Latter & Blum, Director of Commercial Sales and Leasing

WHO WE ARE
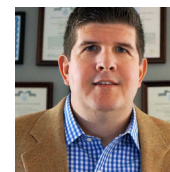
CEO & CO-FOUNDER
Dave Harris

E: dharris@realcoreapps.com
P: 919.297.2775

CO-FOUNDER
Rich Harris

VP OF SALES & OPERATIONS
Heather T. Peoples

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![RealMassive logo]

ABOUT

RealMassive is a commercial real estate marketplace and data provider with a growing platform of over 6 billion square feet of coverage. Leveraging innovative technology solutions, RealMassive is improving the way people discover commercial real estate by developing a standardized, up-to-date data set from available listings to generate market insights that power future deals.

The free-to-list, free-to-search platform enables the industry to lease, sublease or buy commercial real estate across the United States.

RealMassive's sophisticated data collection process empowers the company to develop a comprehensive database of local listings that monitors and analyzes performance on a market-by-market level - every week.

This innovative technology provides the commercial real estate industry with the most frequent updates and information on listing activity, allowing the community to adapt to market conditions in real-time.
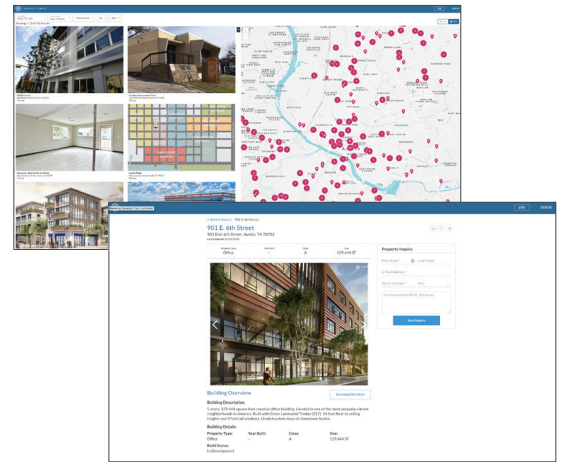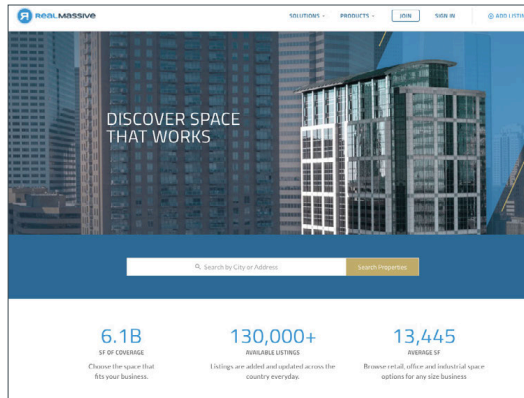
PRODUCT

Real-Time Market Data Access analyzes up-to-date trends in markets across the country. RealMassive's sophisticated and highly automated data collection process allows expansion to new markets within two weeks while keeping listings up to date on a weekly basis.

Free-to-list, free-to-search Commercial Real Estate Marketplace with over 6 billion square feet of coverage and hundreds of thousands of active listings nationwide.

RECENT NEWS

- Established partnerships with leading GIS providers to integrate up-to-date local CRE listing
- Expanded to 34 markets, with additional markets planned for 2019
- Addition of multifamily and coworking listings to the comprehensive marketplace and database

WHAT'S NEXT

- Data analytics platform to evaluate commercial real estate market performance in near real-time
- Launch enhanced inventory management tools to reduce time to manage and add listings to minutes
- Implement advertising platform to maximize listing exposure and accelerate lead and deal flow

WHO WE ARE

CEO
Mike Clark

CTO
Brian Elkins

VICE PRESIDENT, SALES
Mike Salas

ABOUT

RealNex is a CRE Tech company providing deal management, analytics, and marketing tools to enhance productivity. The RealNex Suite takes CRE professionals through an entire deal cycle, from business development through transaction execution. The Suite combines an industry-leading CRM, financial analysis and proposal generator, and listing and marketing platform into a single, comprehensive solution. Innovative 3D-VR offerings further enhance the platform. One-log in and one amazing price, RealNex helps real estate professionals reach the right customers, condense cycle-times and add certainty of sale.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
May 1, 2014

WEBSITE
realnex.com

OFFICE LOCATIONS
Princeton
Houston
San Diego
Las Vegas

TWITTER
@realnex

LINKEDIN
RealNex, LLC

TARGET CLIENTS
Asset Manager
Developer
Owner
Service Provider
- Tenant Representation Broker
- Landlord Representation Broker
- Investment Sales Broker
Tenant/Occupier

PROMINENT CLIENTS
NAI, CBRE, Colliers, CCIM

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily

DEVICES
Phone iOS
Phone Android
Desktop/Laptop

PRODUCT

Streamline Business Development and Deal Management with our CRE Centric CORE CRM.

Swiftly and easily generate detailed financials and elegantly designed presentations with MaketEdge.

Buy. Sell. Lease. Transact...In our dynamic and efficient CRE MarketPlace. Quickly and proactivley connect with a vast global community.

RECENT NEWS

- Really cool new 3D VR tools added: QuickTour for marketing raw spaces and Realfit for prototyping and test fits
- Consolidated our listings platforms into new MarketPlace with powerful suite of listing management, client service, marketing tools and analytical dashboards.
- Completed re-platforming CORE CRM into a robust cloud offering with powerful query, dashboards and reporting engine.
- Data flows seamlessly form CRM to create detailed financials, presentations, property listings and emarket campaigns.

WHAT'S NEXT

- Focusing on market-by-market expansion and enterprise level installations
- With our new MarketPlace foundation, we are now rolling out a series of hosted listing platforms for brokerages as well as associations and exchanges.
- Completing our globalization framework and partnerships in Europe and Asia to roll out the platform around the world.
- Broadening our APIs to expand connectivity with additional third-party data and services

TESTIMONIALS

Using RealNex as our company's CRM has allowed us to be more proficient in the deal making process. Thank You RealNex!
David K Monroe, CCIM | President/COO Sperry Commercial Global Affiliates, The Andrews Group

The RealNex Suite is unsurpassed in the CRE industry. Thank you RealNex for providing excellent products!
Suzette LaGrange, CCIM | Senior Vice President, Colliers International

What I really have enjoyed is their highly responsive and "get it solved" approach to customer service. There's great value in the RealNex suite.
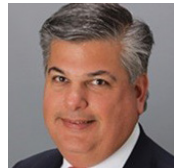Douglas A. McCullough | VP Brokerage, NAI Chase Commercial

WHO WE ARE

CHAIRMAN
Mark Kingston

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P: 281-916-1238

CEO
Jeff Finn

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PRESIDENT & COO
Demetrios Louziotis

Twitter: @DLouziotis
E: dlouziotis@ realnex.com
P: 646-389-0952

EXECUTIVE VICE PRESIDENT
Pius Leung, CCIM

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P: 832-987-2220

![redIQ logo]

ABOUT

redIQ is the most trusted deal analysis and underwriting platform on the market for multifamily owners, brokers, and lenders. redIQ allows CRE professionals to extract data automatically from PDF and Excel rent rolls and operating statements and sync standardized data into institutional-caliber Excel models – including the ability to generate comps from highly reliable underwriting data sets. Whether performing a cursory analysis or a full underwriting, redIQ's clients execute more deals with speed, accuracy, and confidence.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2012

WEBSITE
rediq.com

OFFICE LOCATIONS
New York, NY

TWITTER
https://twitter.com/rediqcre

FACEBOOK
www.facebook.com/redIQCRE

LINKEDIN
www.linkedin.com/company/redIQ

PROMINENT CLIENTS
CBRE, BH Management, Greystar, JLL, Moran & Company

RELEVANT TYPES OF PROPERTY
• Multifamily
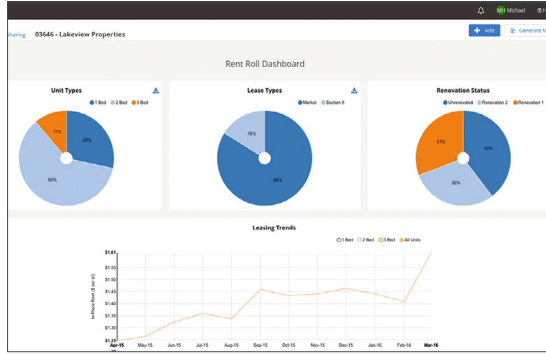
PRODUCT

redIQ standardizes users's data and provides deep insights into their properties, allowing them to analyze deals with confidence.

The insights our users gain, like rent-to-occupancy trends, anomalies detection, comps analysis, loss-to-lease burnoff, renovations analysis, and so much more, empower them to evaluate a property from every angle.

redIQ clients can upload historicals and analyze them right in our platform, and then generate an institutional-quality underwriting model in as little as five minutes.
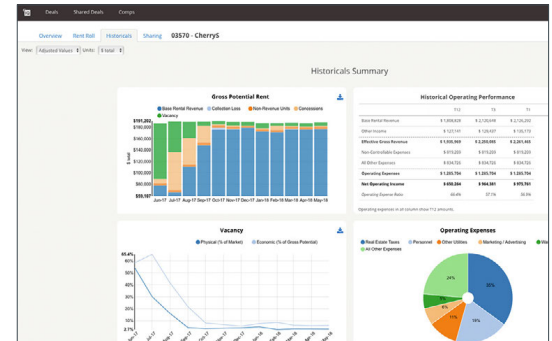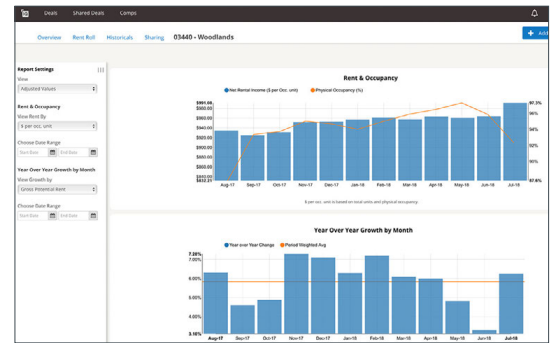
RECENT NEWS

- redIQ's rapid growth continued in 2018, as our users uploaded 100,000 rent rolls and 35,000 operating statements, and created 50,000 deals in our platform.
- redIQ now represents six of the top 10 acquisitions teams in the nation and nine of the top 10 brokerages, with 20% of all multifamily transactions coming through redIQ.
- redIQ continues to roll out upgrades to our product, keeping us on the cutting edge of the industry. Expect more big things to come in 2019.

WHO WE ARE

VICE PRESIDENT, SALES AND MARKETING
Benjamin Beggs

E: bbeggs@rediq.com

VICE PRESIDENT, PRODUCT MANAGEMENT
Luke Behrmann

E: lbehrmann@rediq.com

DIRECTOR OF MARKETING
Michael Hallman

E: mhallman@rediq.com

TESTIMONIALS

"We're happy to say that redIQ has become an integral part of our daily workflow. In just the first three months since we started using it we closed on two deals totaling 1,070 units, and the redIQ platform helped us immensely."
Chris Finck, Development and Acquisitions, Ocean Point Development, Inc.

"Speed is important in our business, and we can now load information into our model in less than five minutes as opposed to two hours. However, more important than speed is accuracy, and we now have the ability to return RFPs and BOVs containing the best possible data thanks to redIQ."
Paul Harris, Managing Partner, Moran & Company

Re-Leased

ABOUT

Re-Leased is transforming commercial property management. Our modern cloud-based platform focuses on usability, insight, automation, and integration with other best-in-class software. Purpose-built by commercial property experts for landlords and property managers, Re-Leased streamlines both property management and accounting processes. Complex tasks are simplified, productivity maximized, and critical information centralized. Gain full visibility across your business, as well as surfacing real-time insights – accessible anytime and on any device. Together with Re-Leased you can accelerate growth, provide a premium service and offer unsurpassed customer experiences.
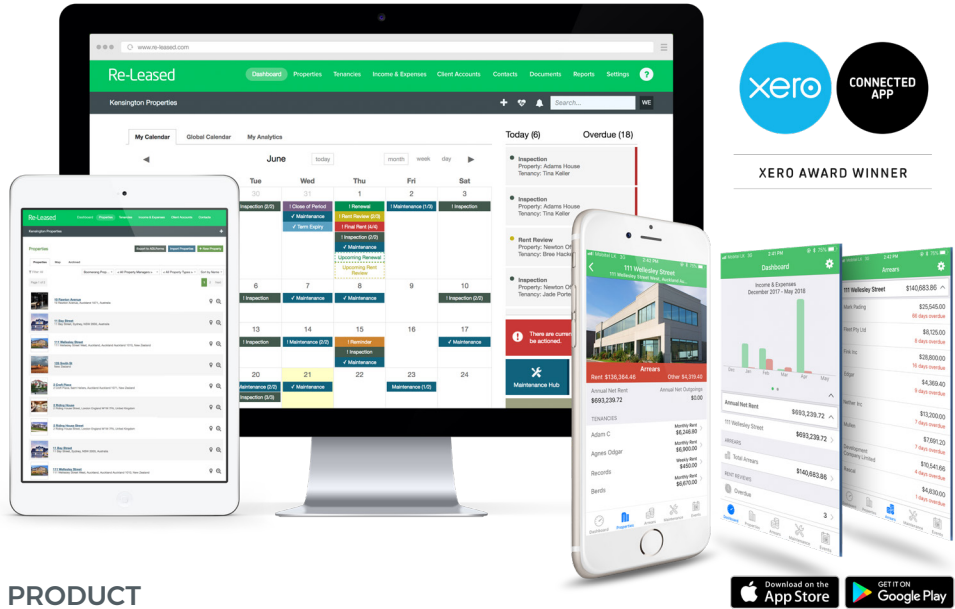
PRODUCT

Centralization. All your data in one system for total oversight. Never again miss critical events, saving you thousands.

Automation. Intelligent workflows for auto-generating and sending invoices, key accounting functions, reporting and more.

Integration. Re-Leased integrates with other best-in-class products such as Xero Accounting and Office 365 Calendar.

RECENT NEWS

- Experience our game-changing Landlord, Tenant and Property Manager Mobile Apps
- Intelligent insights to increase the performance of a tenancy, property, company or manager with analytics and KPI reporting.
- Re-Leased is now used in over 40 countries with a 100%+ YOY revenue growth.

TESTIMONIALS

"Re-Leased saved us over 35 hours of administration per week — lowering costs and freeing up time for us to focus on growing our business."
CPP, Matt Fitzgerald

"Re-Leased automatically does the background processing for finances. The property user is doing a lot of their accounting without even realizing it."
Cloud Accounting, Jeremy Hague

WHAT'S NEXT

- New funding rounds to support growth into the US market, including growing our regional business development teams.
- With our focus on innovation, we are investing in OCR and additional automation capabilities within artificial intelligence.
- Expanding our integrations and partnerships with third parties, such as insurance and banking, to offer exclusive deals to our customers.
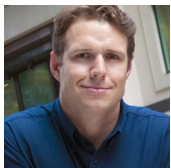
WHO WE ARE

FOUNDER & CEO
Tom Wallace

FINANCE DIRECTOR
Sam Caulton

HEAD OF PARTNERSHIPS
Sam Howie

E: sam.howie@ re-leased.com

RELOGIX
Workplace Performance

ABOUT

Relogix is the leading Sensor-as-a-Service for workplace performance management. Relogix uses IoT sensors to measure workspace utilization, workplace design effectiveness, and employee engagement. One subscription price includes all hardware, software, network and analytic dashboards. Relogix is easy to deploy, does not interconnect with enterprise networks; and features open APIs that enable integration into leading CRE applications. Relogix is deployed by several strategic partners, either as a project or always-on subscription.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
April 2012

WEBSITE
relogix.com

OFFICE LOCATIONS
Ottawa and Toronto, Canada

TWITTER
@relogix

LINKEDIN
https://www.linkedin.com/company/relogix-com/

MONEY RAISED
$2.5M in Seed Funding to date

PROMINENT CLIENTS
Accenture, BNY Mellon, GoDaddy, Motorola Solutions, Starbucks

RELEVANT TYPES OF PROPERTY
• Office

PRODUCT

Sensor-as-a-Service - total independent sensor solution installed and streaming data within hours.

Insight Analytics - full suite of Occupancy, Activity and Portfolio analytics including comparative, trend and predictive analysis

RECENT NEWS

- Completed over $2.5M in seed funding from Angel and Institutional investors
- Continued growth of Sensor-as-a-Service over 200% deployment YoY
- Introduction of new Touchdown Availability Display (occupancy reservation/wayfinding)

WHAT'S NEXT

- Series A Funding for international scale-up
- Update of Sensor-as-a-Service analytic and visualization capability
- New channel partner announcements

TESTIMONIALS

Relogix identified under-utilized workspace for a technology services client enabling $700K savings in expansion costs. – Phil Tackett, Little

WHO WE ARE

FOUNDER AND CEO
Andrew Millar

E: andrew@relogix.com

COO
Jeff Bennett

E: jeff@relogix.com

COFOUNDER AND VP MARKETING
Brian Forbes

E: brian@relogix.com

retailmatch

The Matchmaker for Tenants, Agents, and Landlords.

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
March 2015

WEBSITE
retailmatch.io

OFFICE LOCATIONS
Los Angeles, CA

**TWITTER**
@RetailMatch

FACEBOOK
https://www.facebook.com/
retailmatch/

LINKEDIN
https://www.linkedin.com/company/
retailmatch/

MONEY RAISED
$4MM private equity

RELEVANT TYPES OF PROPERTY
• Retail

ABOUT

RetailMatch is a matchmaker for Tenants, Agents, and Landlords. They make it easy to put sustainable tenants in retail spaces, and find the most profitable location for businesses to open up shop. RetailMatch.io utilizes more than 20 different data sources, and over 200 variables, including demographics, economic trends, foot traffic, distance to competitors, business & location attributes, gap and void analyses.
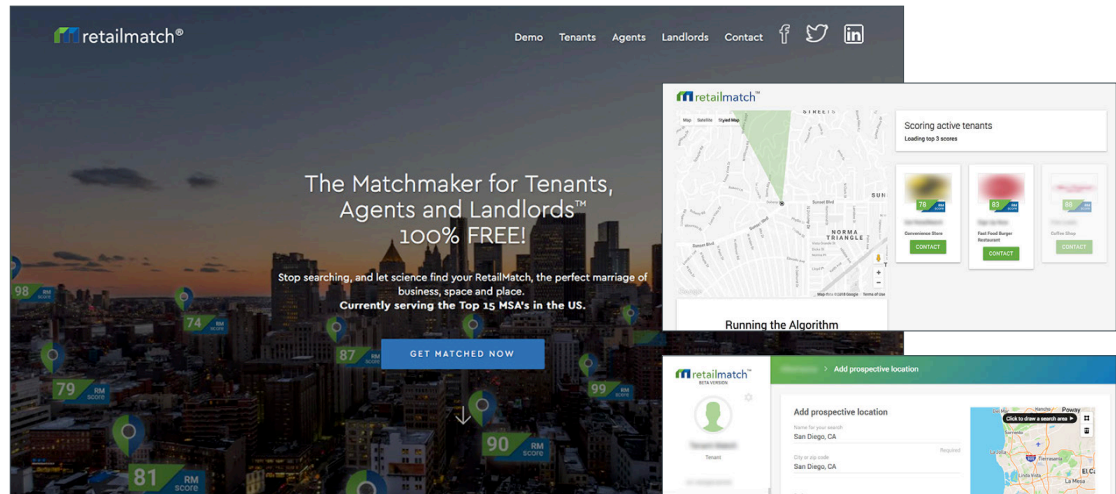
PRODUCT

Tenants can quickly identify their ideal spot, the one where their business will thrive.

Agents can show fewer spaces and close more deals by presenting scientifically selected matches to their clients.

Landlords can quickly identify the perfect tenant, the one who will thrive.

RECENT NEWS

- RetailMatch increased their coverage area to represent landlords, agents and tenants in the country's fifteen top MSAs.
- RetailMatch.io now identifies and scores deals in Atlanta, Chicago, Denver, Dallas, Jacksonville, and more.
- Currently engaged with all three cohorts, including national landlords, nationally-growing tenants, and the top five brokerages.

WHAT'S NEXT

- Expansion of our geographic markets.
- Expanding our marketing and distribution reach.
- Working with prospective partners, collaborators, and allies.

TESTIMONIALS

"We were able to find viable matches with a number of prospective tenants that we previously did not have access to." Robert R, Asset Manager

"RetailMatch is one of the most innovative startups in the retail tech sector." - Michael Beckerman, CEO, CREtech

WHO WE ARE

CEO
Andrew Tavakoli

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retailmatch.io
P: 310-385-2100

**CUSTOMER
SUPPORT**
Monique Gomez

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retailmatch.io
P: 310-385-2100

REthinkCRE

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
December 2007

WEBSITE
rethinkcrm.com

OFFICE LOCATIONS
Austin, TX

FACEBOOK
https://www.facebook.com/ REthinkRealEstateCrm/

LINKEDIN
https://www.linkedin.com/company/ think-tech-labs/

PROMINENT CLIENTS
Cushman & Wakefield, CBRE, NAI Global, Mohr Partners, Chainlinks

RELEVANT TYPES OF PROPERTY
- Office
- Retail
- Industrial
- Multifamily

ABOUT

REthink CRM helps brokerages around the globe manage their entire real estate business in the cloud. Built on Salesforce.com, REthink is simple to use, fast to deploy and has rapid ROI.

REthink is used by the largest & fastest growing real estate companies in the world and currently manages over $3 Billion in real estate transactions. Close more deals faster and open up your sales funnel with REthink CRM.

REthink Real Estate. REthink Success.
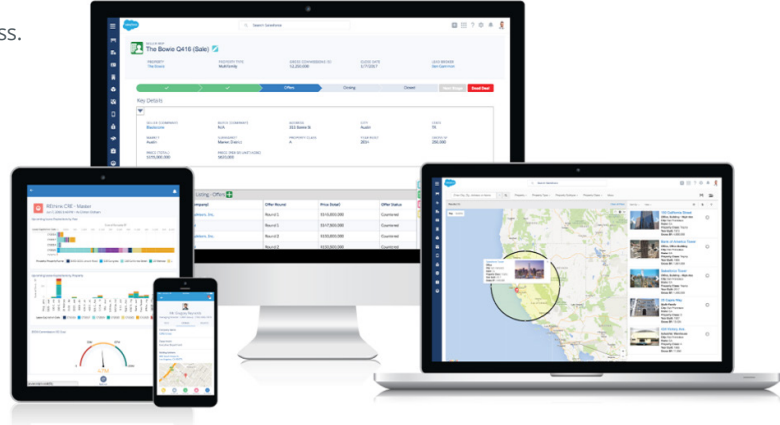
PRODUCT

REthink Broker License: full REthink solution that will run your small to medium sized brokerage

REthink Enterprise License: Enterprise version for larger brokerages that want to integrate REthink with internal systems and external products on the Salesforce AppExchange

Onsite Training: Curated onsite training sessions tailored for your team and delivered by our world-class training team.

RECENT NEWS

- Achieved over 99% Customer Satisfaction (CSAT) rating via refocus and overhaul of Customer Success department
- Integration with Loop & Tie to allow brokers to send curated gifts to anyone in their REthink database with the click of a button
- Created new channel to help small brokerages leverage REthink's enterprise-level software

WHAT'S NEXT

- New product feature - Prospecting Manager: View property owners and tenants on a map and pull them directly into a call/task list
- Integrations with Buildout and CommissionTrac
- Continue to strive to be the #1 CRE technology platform for brokerages globally

TESTIMONIALS

"We were really thorough with our CRM evaluation process. Our goal was to find a platform that everyone could and would use, even the guys who don't like to organize their data. Our CRM had to be extremely user friendly to get our brokers hooked. We've added REthink licenses since implementation, which has been driven by brokers seeing other broker's in the office finding value in REthink almost immediately."
- Tom Isola, Lee and Associates LA West

"From the start, REthink took a consultative approach, really taking the time to understand our business and objectives. REthink has become the core foundation of our technology stack; a central hub connecting our broader marketing and client engagement technology suite. The overarching result has improved office harmony, accountability within our team, and overall a better experience for our clients."
- Greg Brown, NAI DiLeo-Bram & CO

WHO WE ARE

CEO/FOUNDER
Vijay Mehra

E: vijay@ rethinkcrm.com
P: 214-478-6223

ACCOUNT EXECUTIVE
Emily Sanders

E: emily@ rethinkcrm.com
P: 682-560-9480

ACCOUNT EXECUTIVE
Steven Repka

E: steven@ rethinkcrm.com
P: 260-452-7910

sine

ABOUT

Sine is easy to use workplace software. Check-in visitors, contractors, staff and deliveries across your operations. Create and distribute online workflows for any process: permits, inductions, incidents.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2015

WEBSITE
sine.co/

OFFICE LOCATIONS
Los Angeles, California, USA
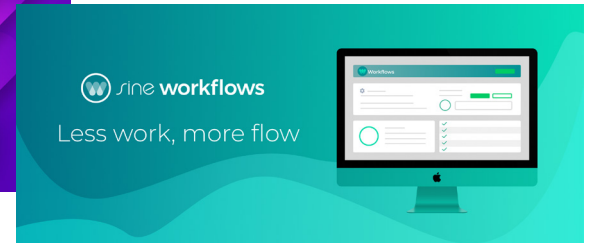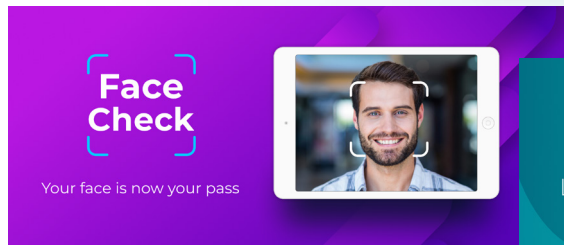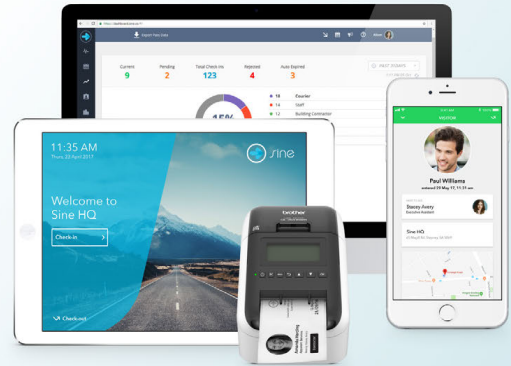Adelaide, Australia

TWITTER
@SineHQ

FACEBOOK
https://www.facebook.com/sinehq/

LINKEDIN
https://www.linkedin.com/company/
sinepass/

PROMINENT CLIENTS
JLL, Colliers, Cushman & Wakefield,
Goodman, CBRE

RELEVANT TYPES OF PROPERTY
• Office
• Industrial
• Retail

Streamline your workplace

Face Check
Your face is now your pass

sine workflows
Less work, more flow

PRODUCT

Tablet check-in allows visitors and contractors to check in instantly. Print badges, capture visitor photo ID and sign NDAs all in one system.

Geofence your site and check-in repeat visitors, contractors & staff using the free Sine Pro mobile App.

Using the Sine web dashboard, you can view live activity, customize your set up, run instant reports and communicate with visitors, contractors, and hosts on site.

RECENT NEWS

- Keep your workforce compliance up to date in real-time with Workflows.
- Make returning check-in and check-out secure and swift with Face Check.
- Create specific Watchlists and ensure your hosts are ready to impress as a VIP enters the building, or warn staff of the arrival of an unwanted guest.

WHAT'S NEXT

- Eventbrite, the world's largest event technology platform, will soon integrate with Sine. Attendees with a valid ticket will be able to check-in at events via the Sine iPad.

TESTIMONIALS

"Sine has been a quick and cost-effective replacement for our sign-in books, everyone's been very impressed with the ease-of-use." DHL

"Managing remote sites is now easier than ever." JLL

WHO WE ARE

CHIEF EXECUTIVE
Antony Ceravolo

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HEAD OF ENTERPRISE SALES US
Ben Mitchell

E: ben@sine.co

SALES & MARKETING
Campbell Maynes

E: campbell@sine.co

skyfii iO

ABOUT

Skyfii helps marketing, operations, and research teams measure, predict, and influence customer behavior across the physical and digital world.

Skyfii does this by pairing its enterprise-grade data analytics platform with the services of its in-house data scientists, strategists, and marketing specialists.

The company aims to responsibly use technology to positively affect relationships between people and the places they visit.
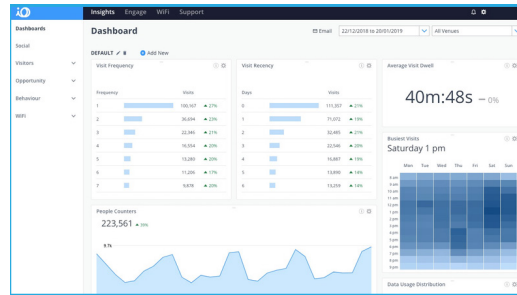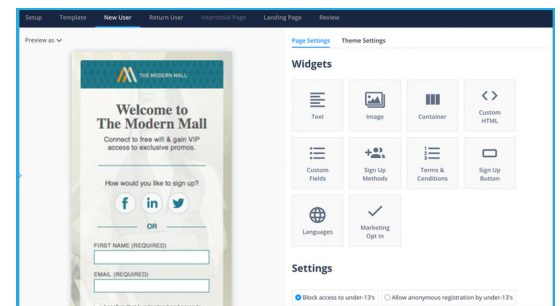
PRODUCT

Guest WiFi. A scalable, flexible, and secure solution for managing the Wi-Fi user experience across multiple locations.

IO Platform. Data consolidation, offline/online analytics, and location- and behavior-based communications tools.

Data & Marketing Services. Data scientists, strategists, and marketing specialists who extract value from your data.

RECENT NEWS

- Awarded Deloitte Technology Fast 50 2018 Australia and 2018 CRN Tech Fast 50.
- Significantly expanded team and customer presence in North America in response to growing demand.

WHAT'S NEXT

- Continued expansion in North America, LATAM, EMEA, and APAC.
- New features and integrations to further improve our ability to measure, analyze, and predict customer behavior.

TESTIMONIALS

"We strive to create great experiences for our customers. Skyfii is key to making that possible."
 - Tim Weale, Mirvac

"Skyfii has helped us continually deliver innovations in customer intelligence to our clients."
 - Mike Grogan, Cincinnati Bell

WHO WE ARE

CO-FOUNDER/ CEO
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COO
John Rankin

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VP SALES OPERATIONS, NORTH AMERICA
Brooke Peterson

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ABOUT

Skyline AI is an artificial intelligence investment manager for commercial real estate. Skyline AI partners with leading commercial real estate firms to establish next-generation investment vehicles augmented by artificial intelligence. Founded in 2017, Skyline AI is backed by Sequoia Capital, JLL (NYSE: JLL), Nyca Partners, DWS group, and others. The company's headquarters is located in New York, with an additional office in Tel Aviv.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2017

WEBSITE
skyline.ai

OFFICE LOCATIONS
New York, New York
Tel Aviv, Israel
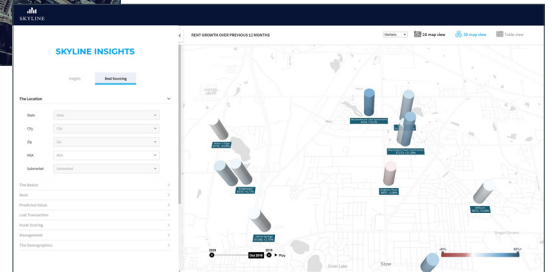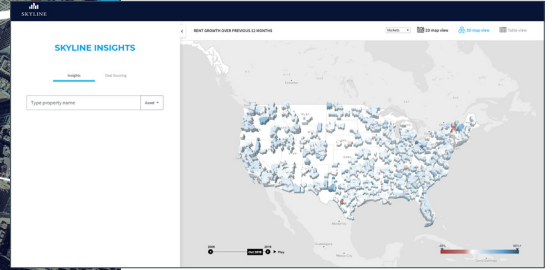
TWITTER
www.twitter.com/skyline_ai

FACEBOOK
www.facebook.com/skylineai

LINKEDIN
 www.linkedin.com/company/skyline-ai

MONEY RAISED
Seed Round: $3 million
Series A: $22 million
Total funds raised: $25 million

PROMINENT CLIENTS
JLL, DWS Group, Greystone

RELEVANT TYPES OF PROPERTY
• Multifamily

PRODUCT

Skyline AI does not license it's solution, we partner with CRE firms to create investment vehicles powered by AI

Our proprietary platform uses supervised and unsupervised machine learning to make fast and accurate investments

We capitalize on market anomaly detection, off-market deal sourcing, instant underwriting, and more

RECENT NEWS

- Skyline AI partnered with real estate industry leaders including DWS Group, JLL (NYSE: JLL), and Greystone
- Skyline AI executed the world's first AI-driven real estate deal, acquiring two residential complexes for $26 million
- Funding: $3 million seed and $22 million Series A, from Sequoia Capital, DWS, JLL, Nyca Partners, and TLV Partners

TESTIMONIALS

"The collaboration helps us leverage AI in our underwriting models to surface insights"
Zachariah Rosenberg, Director Greystone Labs

WHAT'S NEXT

- Expand to additional asset classes including office and retail
- Tailoring our AI platform to integrate our partners' expertise with our technology to outperform market benchmarks
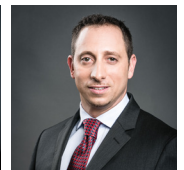
WHO WE ARE

CEO AND CO-FOUNDER
Guy Zipori

Twitter: @zipori

CTO AND CO-FOUNDER
Or Hitch

Twitter:@_orcaman

CO-FOUNDER & CRO
Iri Amirav

Twitter: @IriAmirav

EXECUTIVE CHAIRMAN & CO-FOUNDER
Amir Leitersdorf

Twitter: @AmirLeitersdorf

STARRY

ABOUT

Starry is a super-advanced, next-generation internet service that uses millimeter wave technology to beam blazing-fast internet. For property managers and building owners, setup involves zero cost and zero hassles. It's a simple, easy upgrade for any building—an exceptional new internet option for your residents. Contact Starry today!

PRODUCT

Starry beams fast internet through the air using cutting-edge tech, with great customer service and no tricks or hidden fees.

RECENT NEWS

- Starry Internet is now in Boston, Los Angeles, Washington DC, New York City, and Denver.
- Launched Starry Connect, aimed at closing the digital access divide by providing internet access solutions for public and affordable housing.

WHAT'S NEXT

- Starry is focused on expanding their blazing-fast service to 18 additional markets.

TESTIMONIALS

"Starry has been the best. Our residents not only get superior wifi, but a five-star experience. – Jeanine B.

"Starry provided consistent, reliable service from day one. Nothing but positive reviews from residents." – Mark T.
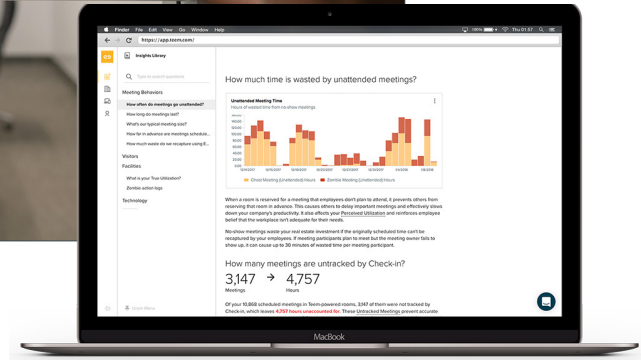
WHO WE ARE
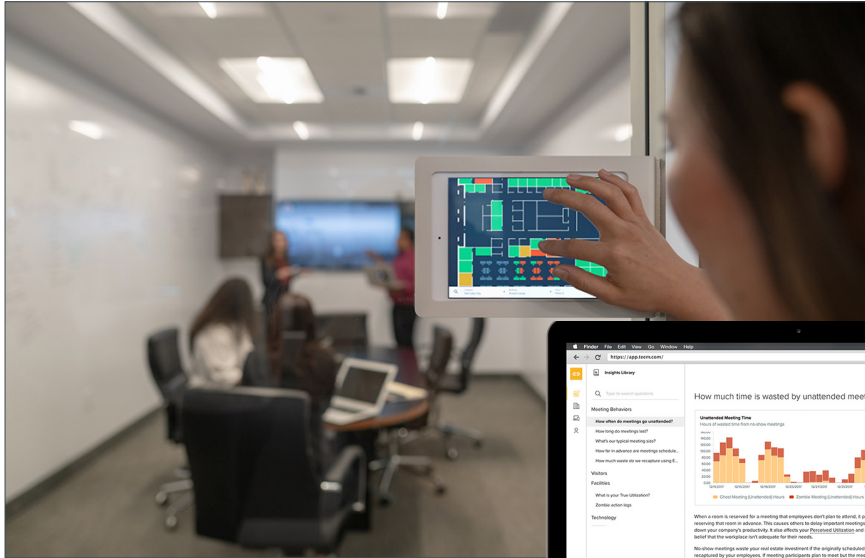

FOUNDER & CEO
Chaitanya Kanojia

CTO
Joseph Lipowski

teem

ABOUT

Teem is a developer of cloud-based meeting tools and workplace analytics helping companies improve workplace experience while optimizing their use of space. Teem's platform integrates a dynamic suite of tools into the physical and digital workplace, including scheduling tools to help employees book the best places for their work, indoor wayfinding solutions help employees locate available spaces, and visitor management to create secure and welcoming experiences for visitors. Teem's platform offers robust analytics and actionable insights to improve workplace experiences. Innovative companies like Box, LinkedIn, GE, Airbnb, and others use Teem to improve employee productivity and facilitate data-driven decision making.

PROFILE

WEBSITE
teem.com

OFFICE LOCATIONS
Salt Lake City, UT

TWITTER
https://twitter.com/teemforwork

FACEBOOK
https://www.facebook.com/
TeemForWork

LINKEDIN
https://www.linkedin.com/company/
teem-for-work/

PROMINENT CLIENTS
Lyft, Slack, Box, AirBnB, Atlassian

RELEVANT TYPES OF PROPERTY
• Office
• Industrial

PRODUCT

Teem's SaaS platform empowers businesses' people, places and technology to work better together, creating a happier and more productive digital workplace.

Time for a checkup - how are you doing managing your meeting spaces? Take this quiz to find out! https://www.teem.com/blog/conference-room-management-issues-quiz/?utm_source=twitter&utm_medium=social

RECENT NEWS

• Teem joined the WeWork family!
• We "Teemed" up with Crestron for a powerful new partnership!
• Teem Calendar Plugins got an upgrade! Included in all Teem packages, these plugins make booking spaces easier than ever.

WHAT'S NEXT

• Future integration into the WeWork family

TESTIMONIALS

"At Box, we focus on workplace productivity. By using Teem, we have taken work out of work by creating a much more simple and digital way for employees to book and manage meetings."
Paul Chapman, CIO & Box

"We needed an organized way for people to know where they were meeting, a way to make that process more orderly and slick," says Nancy Haight, executive administrator at Weave, "Sometimes you'd end up spending half of the scheduled meeting time just finding someplace to sit down... until Teem."

WHO WE ARE

FOUNDER
Shaun Richie

FOUNDER
Zach Holmquist

SALES/BUSINESS DEVELOPMENT
Kyle Frampton

TEN-X COMMERCIAL

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2009

WEBSITE
ten-x.com/commercial

OFFICE LOCATIONS
San Mateo, CA
Irvine, CA
Austin, TX
New York, NY
Miami, FL

TWITTER
@tenx_cre

FACEBOOK
https://www.facebook.com/
tenxcommercial/

LINKEDIN
https://www.linkedin.com/company/
ten-x/

PROMINENT CLIENTS
• Brokers
• Sellers
• Buyers

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Other

ABOUT

Ten-X is the leading end-to-end transaction platform for commercial real estate that powers more than 90% of all online CRE sales. Our platform empowers brokers, sellers and buyers with data-driven technology and comprehensive marketing tools to expand market visibility and decrease time to close.
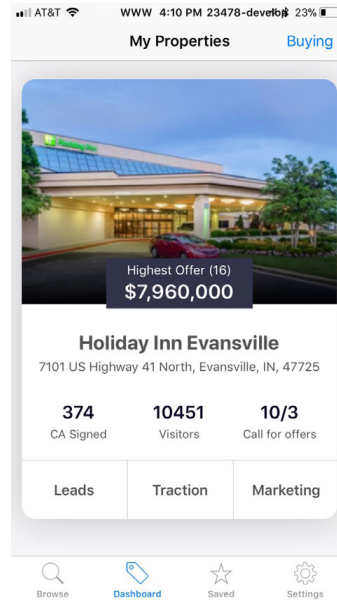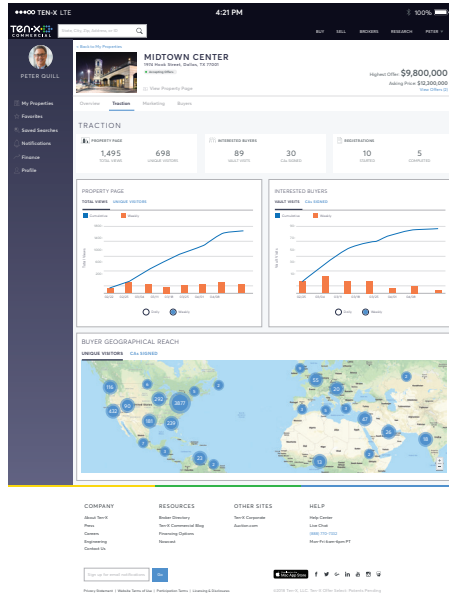
PRODUCT

The Ten-X platform provides three ways to buy and sell CRE online: a traditional negotiated transaction, an online auction, and a hybrid solution. The best-in-class Ten-X Dashboard provides lead management and real-time insights into marketing traction buyer activity. Ten-X also recently launched a portfolio feature, enabling brokers and sellers to transact entire portfolios of properties individually or in combination.

RECENT NEWS

• Launched a real-time reporting dashboard across desktop and mobile to enhance transparency throughout the transaction process and provide unprecedented insight into marketing traction
• In response to disposition demand, launched a portfolio feature enabling our customers to transact entire groups of assets individually or as a whole

WHAT'S NEXT

• Ten-X Commercial continues to make substantial investments in data and technology to maintain their competitive edge in commercial real estate
• In 2019, Ten-X is enhancing their website to improve the overall user experience to educate customers on the value Ten-X provides
• With this year marking Ten-X's 10 year anniversary, look out for more news and exciting innovations over the coming months

TESTIMONIALS

"Ten-X simplifies how brokers convert leads and allows them to close more deals in less time. Without question, the Ten-X platform makes it easier for my entire team and my clients."
Barry Swatsenbarg
Senior Vice President, Investment Sales
Colliers International, Detroit

"90 days or less to get a deal done, 5,000 investor views, 500+ vault reviewers, 10+ offers. The new standard in investment sales."
Eva Horton
Managing Director
Newmark Grubb Knight Frank, Atlanta

WHO WE ARE

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Jim Palmer

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TOOLBOX GROUP

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
2000

WEBSITE
toolboxgroup.global

OFFICE LOCATIONS
Tampa, Florida, US
London, UK
Warsaw, Poland
Madrid, Spain
Stockholm, Sweden

TWITTER
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FACEBOOK
https://www.facebook.com/
ToolboxGroupCompany/

LINKEDIN
https://www.linkedin.com/company/
toolbox-group/

PROMINENT CLIENTS
Unibail-Rodamco-Westfield
Savills
British Land
Klepierre
The Crown Estates
Grosvenor

RELEVANT TYPES OF PROPERTY
• Retail
• Office
• Town centers
• Mixed-use
• Multi-family
• Leisure

ABOUT

Toolbox Group is one of the largest and most innovative technology providers and consultants serving the real estate sector. More than 350 real estate communities across Europe and the US use its award-winning technology - Mallcomm and Raven - to transform communications, engagement and operations. Clients include Unibail-Rodamco-Westfield, Savills, British Land, The Crown Estate, Grosvenor and Klepierre.
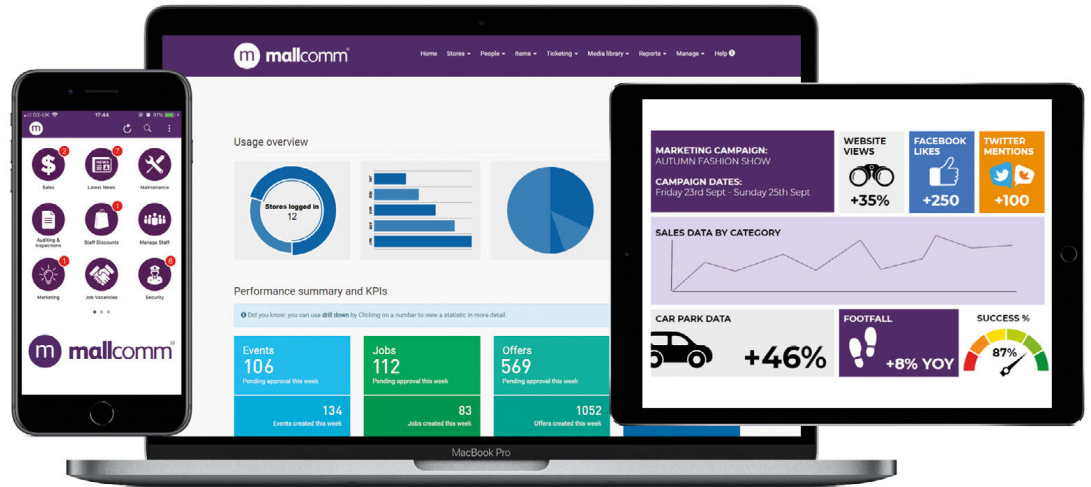
PRODUCT

Mallcomm is the leading PropTech solution for creating operational efficiencies, managing and engaging the retail community.

Raven creates strong workplace and residential communities and drives value from the asset by connecting tenants and their staff to the location, and realizing all the benefits that go with it.

RECENT NEWS

- Toolbox Group was awarded Software Innovation of the Year at the 2018 Digital Entrepreneur Awards.
- Mallcomm was shortlisted for Shopping Centre Innovation of the Year Award at MAPIC.
- Mallcomm has been selected by Savills to be used across 99 Savills-managed retail sites.

WHAT'S NEXT

- Toolbox Group will roll out their platform in six locations across five states in Q1 2019, additional to the further major expansion in Europe.
- Advanced multi-family suite of products to connect communities with retail and offices.
- Further building management system integration (AI and IoT) making the platform the most advanced in the industry.

TESTIMONIALS

"Mallcomm has allowed store staff to work closer together with security, operations and facilities to deliver a safe and pleasant environment for the millions who shop here each year."
Steven Medway, New West End Company's Managing Director of the trading environment. Representing 25 London streets including Oxford Street, Regent Street and Bond Street

"Mallcomm has not only generated efficiency, but brought us much closer to our retailers, creating a strong sense of community."
Delphine Merle, Group Director of Operations, Unibail-Rodamco-Westfield

WHO WE ARE

**CEO AND
FOUNDER**
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**BUSINESS
DEVELOPMENT**
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ABOUT

Truss is a leading online marketplace to help small and medium sized business owners find, tour and lease space. Our tech-enabled platform and our people help you find the right space for the best price in record time. Plus, we are the only platform to offer price transparency for small business owners, which means we're the only site to compare pricing on traditional office space and coworking space.

PRODUCT

Truss has more than 300 million square feet of office, retail and industrial space available in Chicago, D.C, Maryland and NoVa, Dallas, Houston, Austin, San Antonio, Boston, South Florida - and growing.

RECENT NEWS

- Truss launched office space in South Florida, Boston and San Antonio, totaling eight cities that are live in our marketplace.
- Truss also expanded into industrial in Chicago, Dallas, Houston, Austin and San Antonio and retail in Chicago, Dallas, Houston, Austin, San Antonio and Washington, D.C. metro.

WHAT'S NEXT

- Truss will continue to expand in new markets throughout the United States and add more square footage to its marketplace.

TESTIMONIALS

"Our business continued to grow at such a rapid pace that we knew it was time to find an office space that could fit our present and future needs. Searching through Truss made the process easier and stress-free," said Michael LaVitola, CEO & co-founder at Foxtrot.

"Truss is a great way to easily compare pricing on different types of space."
-Stephen Tewes of Tewes Design Group

WHO WE ARE

CO-FOUNDER
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CO-FOUNDER
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CO-FOUNDER
Tom Smith
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CO-FOUNDER
Marshall Hudes
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VALCRE

ABOUT

Valcre provides an innovative appraisal software platform for the commercial real estate industry. Fully integrated into custom reporting, our industry leading software provides firms of all sizes job and client management, comparable data storage, and efficient appraisal templates. We built the best commercial real estate appraisal technology platform so appraisers can focus on what they do best -- analysis of commercial real estate.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2015 / July 2016

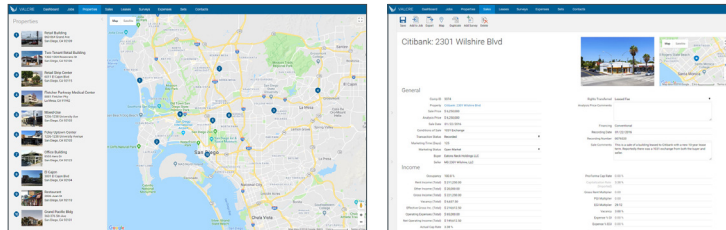**WEBSITE**
valcre.com

OFFICE LOCATIONS
Santa Monica, CA

TWITTER:
@valcresoftware

FACEBOOK
https://www.facebook.com/ valcresoftware

LINKEDIN
https://www.linkedin.com/ company/valcre

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Other: Land

PRODUCT

Online Database: Access your job assignments, contacts, and comparables from anywhere with our secure cloud database.

Custom Templates: State-of-the-art templates with automated adjustments, one-click mapping, multiple comparable modules, and numerous data integrations.

Document Syncing: Our software seamlessly synchronizes your reports and templates to create stunning reports in seconds.

RECENT NEWS

- Added enhanced and intuitive map searching capabilities to our online database allowing our users to easily search and navigate their own data with ease.
- Expanded complete product offering to Canadian and Australian markets to serve their appraisers and valuers. This expansion included integrating a complete metric compatibility across the entire platform.
- New affiliation with the Appraisal Institute to provide their members with a discount on a Valcre subscription.

WHAT'S NEXT

- Expanding our range of first-class property types to include Hospitality, Self-Storage, and more.
- Updating design, functionality, and data integrations to the online application to continue giving the best tools and resources to our clients.
- New dashboard, reporting options, and data visualization to gain new insights into your business and markets.

TESTIMONIALS

I have been a Valcre user since November 2016 and since I started using this platform my production has increased. The database is far better than any other database on the market. The features in the report writing is like nothing else on the market. The integration of the demographics, market analysis, and employment data saves an incredible amount of time. What I believe is the best feature or tool of Valcre is that it is fully customizable and can be used for all property types. I have had the opportunity to use software and databases for a national appraisal firm and I can say without a doubt is Valcre levels the playing field.

Valcre has saved a tremendous amount of time, up to 30-40%, to produce a report. My billings have increased over 10% even though I work less hours now. The client feedback with the templates has been very positive, notably with the Executive Summary table. Clients love seeing the salient details in one spot, while still having a summary report. I would absolutely recommend Valcre, it has restored my work/life balance and still allowed me to increase billings.

WHO WE ARE
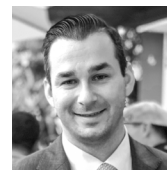
CO-FOUNDER & CEO

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CO-FOUNDER & CTO

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Grant Norling, MAI

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CO-FOUNDER & BUSINESS DEVELOPMENT

Joe Creech, MAI

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VIRTUALAPT

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
January 2016

WEBSITE
virtualapt.com
virtualapt.com/videos/

OFFICE LOCATIONS
Brooklyn

TWITTER
@VirtualAPT

FACEBOOK
https://www.facebook.com/
VirtualAPT/

LINKEDIN
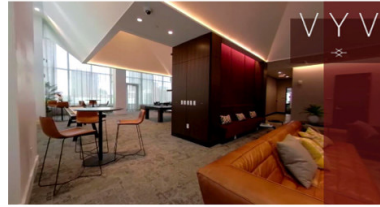https://www.linkedin.com/company/virtualapt/

MONEY RAISED
$1,750,000 Equity

PROMINENT CLIENTS
JLL, Cushman Wakefield,
Alliance Residential

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Single-family
• Multifamily

ABOUT

VirtualAPT is a robotics and 360° video production company. We build autonomous robots and create moving, 4K quality, 360° videos for the built world. Our one-of-a-kind technology allows the viewer to move through space as if they were actually there. VirtualAPT's web-based content can be viewed on any modern device, in any language, anywhere in the world, allowing for maximum global engagement.
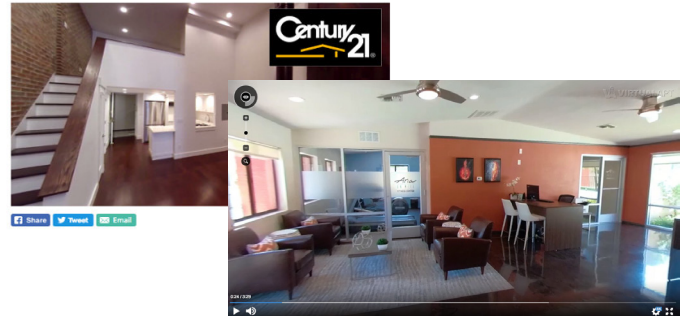

Residential BUILDING

Luxury UNIT

Commercial BUILDING

PRODUCT

Embeddable, interactive 360° video experiences using customizable web player.
Online, guided walkthrough with a verbal presentation.

RECENT NEWS

• Increased capabilities of robot using voice control paired with person following
• 3D object placement within 360° video productions
• Announced Robots on Demand subscription for full-time robot & producer working out of client office

WHAT'S NEXT

• VR3 robot development featuring both software and hardware improvements for mass production
• Hiring and growing across the US

TESTIMONIALS

"I had a challenging sublease that was sitting stagnant on the market. Bringing VirtualAPT on board enabled me to garner extra interest by allowing qualified tenants and brokers to tour my space from the comfort of their own desks, leading to a signed sublease in three weeks."

Robert Ptacek
Associate Director Colliers International

"VirtualAPT is the best new technology out there that provides a real assistance to the marketing process. They are easy to work with and were helpful in suggesting different ways to enhance our marketing process, which has resulted in a quicker lease up time.

Craig Panzirer
Senior Vice President – Director of Leasing
Global Holdings Management Group

WHO WE ARE

CEO
Bryan Colin

E: BC@
VirtualAPT.com
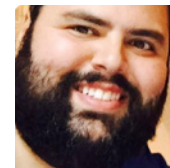
CTO
Filippo Alimonda

E: Filippo@
VirtualAPT.com

wattsense

ABOUT

Wattsense, the Building API, is the easiest and most affordable way to deploy your app into buildings.

Wattsense offers a Plug and Play service that drastically simplifies the connection between a building asset, such as HVAC, BMS, IoT sensors, and a software application. Using an Application Programming Interface, users can now quickly collect data, send commands and extend their services into facilities.
Wattsense aims to open the software development market for the BMS industry.
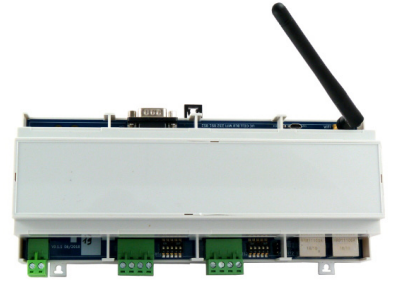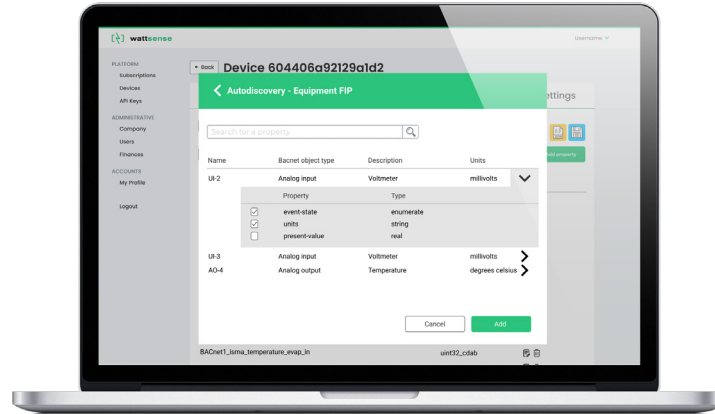
PRODUCT

Wattsense Platform: Everything you need to deploy smart building applications. An easy to install Box, which connects building assets, collects data, sends commands, and an intuitive, reliable Cloud Platform that controls building equipment, manages fleets of Boxes and quickly allows you to configure field networks remotely.

RECENT NEWS

- During the first fundraising round, raised €2.1 million in equity plus debt.
- The team expanded to 16 members to rapidly scale, while guaranteeing the quality and stability of the product.
- After its Beta launch, the Box also now supports BACnet a predominant communication protocol in building networks.

WHAT'S NEXT

- The release in Q1 2019 of the new Box. A robust, high-performance, extensible hardware, easy to install and use.
- Ship the plug-in feature for users to quickly build and load software into the Box.
- Industrialize the Wattsense service during QH1 2019 to support clients to deploy apps in hundreds of buildings.

TESTIMONIALS

"We would not have thought that connecting building assets could be so simple."
- Leading French FM company

"It saves us tons of complexities and cost: no more numerous PLCs, network configuration and over-booked automation engineers."
- International company in construction and services.

WHO WE ARE

CEO
Louis Vermorel

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P: +33 4 28 29 83 49

ACCOUNT EXECUTIVE
Jack Ibanez

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ACCOUNT EXECUTIVE
Arnaud Lasgorceix

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P:+33 6 10 96 03 93

WIRED SCORE

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
2013

WEBSITE
wiredscore.com

OFFICE LOCATIONS
New York City
London
Paris
Berlin

TWITTER
@WiredScore

FACEBOOK
https://www.facebook.com/ WiredScore/

LINKEDIN
https://www.linkedin.com/company/ wiredscore/

MONEY RAISED
$9 million Series A lead by Bessemer Venture Partners, Fifth Wall, Sterling. VC and commercial real estate investors including Legal & General, KingSett Capital, U+I, Town Centre Securities, Momeni Digital Ventures and Savitt Partners.

PROMINENT CLIENTS
Brookfield Properties, Beacon Capital Partners, KBS Realty Advisors, SL Green, TH Real Estate

RELEVANT TYPES OF PROPERTY
• Office

ABOUT

In an increasingly tech-driven economy, connectivity and technology have become two essential drivers for businesses when evaluating office space. WiredScore champions cutting-edge technology in commercial real estate by providing Wired Certification, the definitive certification platform for rating the infrastructure, digital connectivity and technological capacity of commercial office buildings.

PRODUCT

A robust commercial real estate rating system, Wired Certification sets the global standard for connectivity. Wired Certification provides transparency to brokers and tenants into the digital connectivity of office properties while empowering landlords and developers to future-proof the digital infrastructure in their assets and promote buildings as best-in-class.

RECENT NEWS

- 1700 office assets in the US, UK, Canada, Ireland, France and Germany are committed to Wired Certification, cementing the platform's status as the global standard for connectivity.
- To address market demand, Atlanta, Chicago, and Dallas were launched as the newest North American flagship cities for Wired Certification in 2018.
- Brandon Weber, co-founder of VTS/Hightower, has joined the WiredScore board to help drive product innovation and value for CRE clients.

WHAT'S NEXT

- Delivering new products that expand the breadth and depth of our services to help improve digital connectivity in buildings.

TESTIMONIALS

"It's great to have a partner like WiredScore that helps us look to the future of commercial real estate." Andy Reinach, Alexandria Real Estate Equities, Inc.

"Brookfield has chosen to pursue Wired Certification across our portfolio to guarantee that we offer some of the most technologically advanced work environments available in the market." Greg Meyer, Brookfield Properties

WHO WE ARE

CEO & FOUNDER
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PRESIDENT & EMEA MD
William Newton

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@wpnewton

DIRECTOR OF REVENUE
Ginevra Figg

E: hello@ wiredscore.com

ABOUT

wtec is a global tech company developing smart building infrastructure hardware and software. Our mission is to offer smart building infrastructure for corporates, real estate owners, planners, architects and building managers.

PRODUCT

With over 500 installations in more than 25 countries the smartengine technology is a tried and true Network Powered Lighting technology providing the basis for smart building infrastructure with a fine-mesh sensor network & real time data and control. This intelligent technology uses standard IT infrastructure to transmit power and data. It also drives LED fixtures in the most efficient way possible, in many cases less than 0.1-0.2 Watt per square foot. smartengine makes complex building infrastructures a thing of the past and is a perfect player in an open, secure and connected building, paving the way for any Use Cases which provide value to tenants, operators and investors.

RECENT NEWS

- Human Centric smartLighting (HCsL) Installations
- Integrations with Building Management Systems
- Integrations with 3rd party Apps

WHAT'S NEXT

- Release of new and improved Software/App
- Release of next generation Hardware
- Increased functionality of smartsensors

TESTIMONIALS

"We anticipated that smartengine would reduce our energy expenses by 70 to 75 percent and we've exceeded that target by an additional 13 to 15 percent."
-Daniel Joss, Head Corporate Real Estate and Facilities Management, Zurich Insurance

"Since all of the lights have sensors in them, we can see heat maps of where people truly are and how they are using the space, and then base our office designs on real information."
-Ben Francis, Founder and Owner, Gymshark

WHO WE ARE

DIRECTOR OF BUSINESS DEVELOPMENT, AUTHORIZED OFFICER
Timothy Miscovich

E: timothy.miscovich@wtec.ag

SALES DIRECTOR, AMERICAS
AJ Dinger

E: aj.dinger@wtec.ag

SERVICE PROVIDERS

Brandcast

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
June 1, 2012

WEBSITE
brandcast.com/real-estate

OFFICE LOCATIONS
San Francisco, CA

TWITTER
@brandcastapp

FACEBOOK
https://www.facebook.com/ brandcastapp/

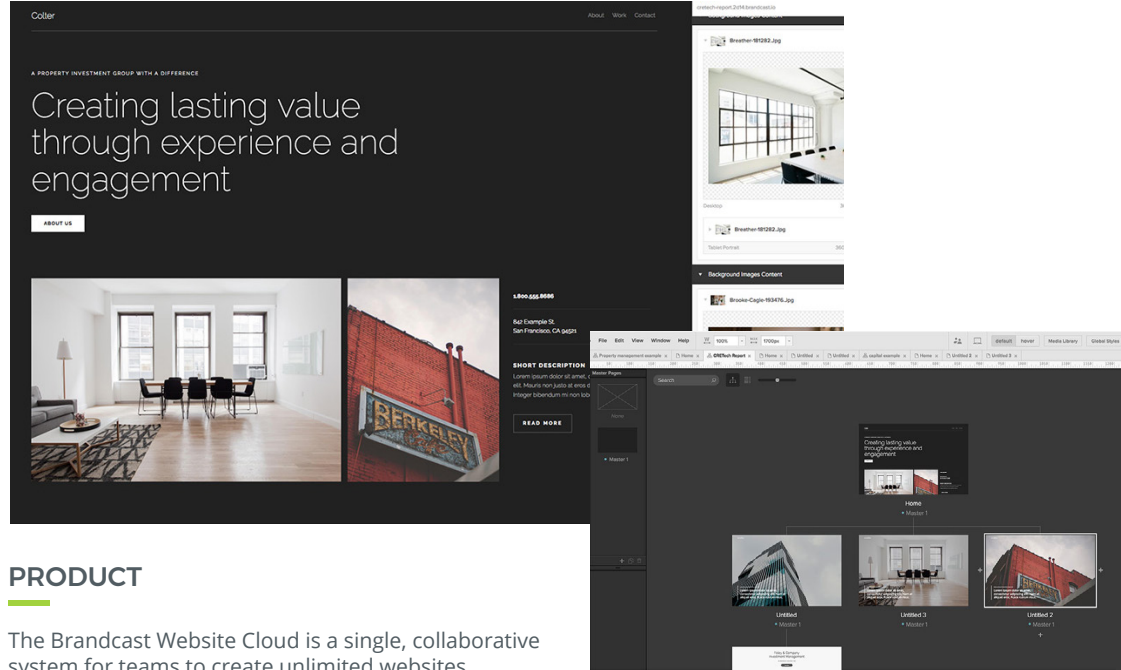**LINKEDIN**
https://www.linkedin.com/company/ brandcast-inc/

MONEY RAISED
Brandcast has raised $35M in Venture Capital to date.

PROMINENT CLIENTS
Colliers
Berkadia
Equity One Realty
Tuscana Properties
Irvine Company

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial

ABOUT

Brandcast is a technology platform that enables enterprises to create customized, mobile-friendly websites at any scale without needing development support or limiting their brand or design. Real Estate enterprises use Brandcast to create polished websites for their property listings and corporate marketing needs in record time. Originally funded by Marc Benioff, Brandcast also offers integrations with Salesforce to help organizations connect their customer data and digital marketing.

PRODUCT

The Brandcast Website Cloud is a single, collaborative system for teams to create unlimited websites.

RECENT NEWS

- Announced $18M in Series A-1 funding, Nov. '18. The round was co-led by Affinity Group, Marc Benioff, & Shasta Ventures.
- Brandcast Team Accounts: Cross-functional teams can now easily collaborate on websites and launch their websites faster.

WHAT'S NEXT

- Brandcast/Salesforce Integration: Marketing/ Sales can create and publish interactive websites directly from Salesforce.

TESTIMONIALS

"Brandcast has enabled our designers to create gorgeous custom property and team websites with ease and consistency."
-Kristen Kelley, Marketing Manager, Colliers International

"Brandcast allows us to complete customized projects faster than ever, with complete control over the creation process."
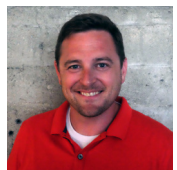-Corinna Bennett, Assistant VP, Berkadia

WHO WE ARE

CHIEF EXECUTIVE OFFICER
Richard Yanowitch
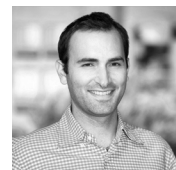
CHIEF MARKETING OFFICER
Chris Schreiber

DIRECTOR OF SALES
Matt Kinkaid

ABOUT

Colliers International Group Inc. (NASDAQ: CIGI) (TSX: CIGI) is a top tier global real estate services and investment management company operating in 69 countries with a workforce of more than 13,000 professionals. Colliers is the fastest-growing publicly listed global real estate services and investment management company, with 2017 corporate revenues of $2.3 billion ($2.7 billion including affiliates). With an enterprising culture and significant employee ownership and control, Colliers professionals provide a full range of services to real estate occupiers, owners and investors worldwide, and through its investment management services platform, has more than $25 billion of assets under management from the world's most respected institutional real estate investors.


PRODUCT

The Colliers Proptech Accelerator Powered by Techstars connects startups with experts around the globe to develop productivity-enhancing, disrupting and innovative technologies in the property and real estate industry. Proptech.colliers.com

Colliers360 is a fully-integrated, scalable dashboard and analytics technology that provides complete coverage for clients' corporate real estate and facility's needs. Colliers360.com

Colliers Indsite is a solution that includes specialty site selection and incentive negotiation technology fully integrated with proprietary project and construction management expertise.

WHO WE ARE
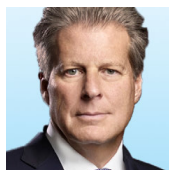
CHAIRMAN AND CEO, COLLIERS INTERNATIONAL

Jay Hennick

CEO, COLLIERS REAL ESTATE SERVICES

Dylan Taylor

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
1976 in Australia; 1984-1990 in the United States, Canada, Asia, Europe, and LATAM.

WEBSITE
www.colliers.com/

OFFICE LOCATIONS
More than 400 offices globally

TWITTER
@Colliers

FACEBOOK
https://www.facebook.com/colliersglobal/

LINKEDIN
https://www.linkedin.com/company/colliers-international

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Other: Commercial-Specialty, Healthcare-Medical, Hotel, Institutional, Land, Technical

![ConnectOneBank logo - a better place to be]

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
January 15, 2005

WEBSITE
ConnectOneBank.com

OFFICE LOCATIONS
New Jersey
Manhattan
Astoria
Long Island

TWITTER
@ConnectOneBank

FACEBOOK
https://www.facebook.com/ConnectOneBank/

LINKEDIN
https://www.linkedin.com/company/connectonebank/

PROMINENT CLIENTS
Builders/Developers, Service Business-Attorneys, Accountants, Architects, Subcontractors, Property Managers, Independent Schools

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily

ABOUT

ConnectOne Bank proves that putting people first is a better way to do business. From backing self-starters to financing the drivers of the economy, we're a commercial bank inspiring a new model for the industry's future." Founded in 2005 by a former builder, ConnectOne Bank serves the New York metro market with a full suite of consumer and business products.

Our talented, diverse team of former business owners, financial experts and relationship managers know firsthand that the demands of a successful business extend far beyond '9-5.' A big part of the trust we've earned from entrepreneurs, developers and business owners stems from the fact that we've actually been there.

PRODUCT

Custom Financing

Cash Management Solutions

Mobile and Digital Banking Tools

RECENT NEWS

- Recently announced merger which will give ConnectOne immediate presence in Hudson Valley, NY.
- Expanded our office in midtown Manhattan

WHAT'S NEXT

- Opening in Astoria, Queens

TESTIMONIALS

They make business personal; they consider the integrity of the individual as much as his or her financial standing. In addition, ConnectOne truly seeks out a long-term relationship and is willing to invest in such relationship accordingly.
Ben Torre Managing Partner | BGT Enterprises, LLC

They understand construction, from the Chairman to the lending team. This has allowed us to fast track our projects in order to meet the current strong market.
Joe Cotter ,National Resources

WHO WE ARE

CHAIRMAN/CEO
Frank Sorrentino

Twitter:
@FrankSIII

BUSINESS DEVELOPMENT OFFICER
Sandra Henderson

ABOUT

Fifth Gen Media is a print and digital media company that provides information about tech and connectivity to CRE professionals. The firm publishes Connected Real Estate Magazine, a print and digital resource for information and vendor resources about Proptech and Connectivity. Fifth Gen Media also offers webinars, white papers, a weekly newsletter and social media services to firms marketing to CRE executives.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
10/2016

WEBSITE
connectedREmag.com

OFFICE LOCATIONS
Fairfield, NJ

TWITTER
@ ConnectedREmag

FACEBOOK
https://www.facebook.com/
connectedREmag

LINKEDIN
www.linkedin.com/company/
connectedrealestatemagazine/

RELEVANT TYPES OF PROPERTY
• Office
• Retail
• Industrial
• Multifamily
• Commercial office
• Corporate real estate

PRODUCT

Connected Real Estate Weekly: Weekly newsletter aimed at the Commercial Real Estate market.

Connected Real Estate Magazine: Quarterly Print and Digital Magazine about wireless to the CRE Market.

Webinars and high-level reports to the CRE market.

RECENT NEWS

- CEO, Rich Berliner is now a member of CREtech's Leadership Board for most influential leaders in commercial real estate
- Connected published each quarter
- Launch of new webinar series. View them here at ConnectedREmag.com/events

WHAT'S NEXT

- Release of 2019 In-Building Wireless Ecosystem report which will be released in late February 2019
- Working on a fundraising round for an expansion into new vertical markets.

TESTIMONIALS

Connected Real Estate Magazine highlights the innovative world of technologies in today's modern buildings, which is the future of office spaces and living.
Saleem Baksh, Silverstein Properties

It is very exciting when someone pulls out a copy at a meeting and says, "this is how we found you!"
- Dominic, V-COMM

WHO WE ARE

CEO & PUBLISHER
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VP OF OPERATIONS
Aaron Friedman

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P: 973-244-5868 ext: 101

IndSR

ABOUT

At Industrial Renaissance Science (IndSR), we provide two different commercial real estate service solutions - consulting and advisory services and Foundry, our new cloud-based enterprise operations software platform. We have the most experienced, recognized and innovative team in the industry. Foundry replaces expensive subscription-based contracts (such as Salesforce or other third-party CRM hybrids) with operational solutions for agents, activities/deal, property, CRM, pipeline management, dashboard and reporting solutions that you totally own and control.

PROFILE

COMPANY FOUNDING/ LAUNCH DATE
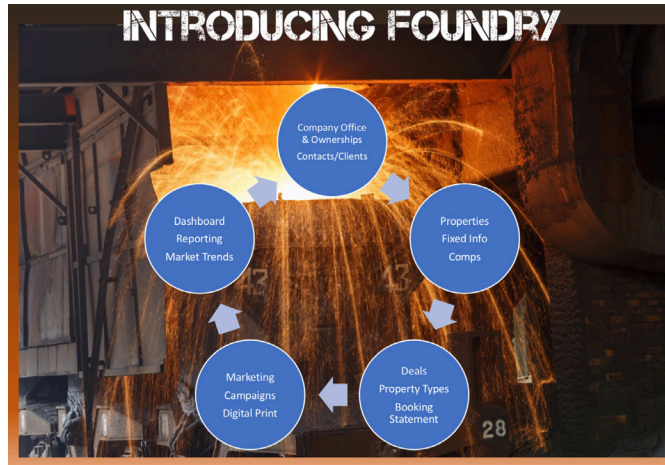2016

WEBSITE
industrialsciencerenaissance.com

OFFICE LOCATIONS
Rancho Mirage, CA

TWITTER
@IndSRConsulting

LINKEDIN
https://www.linkedin.com/company/indsr/

RELEVANT TYPES OF PROPERTY
- Office
- Retail
- Industrial
- Multifamily
- Other: Capital Markets, REO

PRODUCT

Foundry is a CRE enterprise software platform that supports deals, properties, CRM and reporting that you own.

Consulting and Advisory Services by the most experienced team in the industry.

Assessment and gap analysis determining how to simplify your operational issues resulting in culture adoption.

RECENT NEWS

- Consulting with clients expanding their vertical and horizontal product, market expertise and presence.
- Crisp vision and strong talent developing Foundry, a complete CRE software enterprise solution that you own.
- Continually simplifying the simple and dynamic application, pipeline, transaction and data layers resulting in easier culture adoption.

WHAT'S NEXT

- Continue to position clients ahead of market changes and conditions while perpetuating a superlative consulting experience.
- Continue to develop Foundry while positioning it to be the industry standard for capitalized enterprise software operational platform solution.
- Eliminate the monthly operational costs to brokerages with capital investment in operational software solutions.

TESTIMONIALS

"This team not only help drive bottom line decisions with their Foundry solution they made us rethink how we invest in our software solutions…"
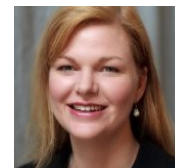
"[…] and we were hesitant to pull the trigger. Hindsight is 20/20, but we should have brought IndSR on sooner!"

WHO WE ARE

FOUNDER
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P: 818-414-7425

SENIOR CONSULTANT
Tina Stauffer

E: TS@IndSR.com

BUSINESS DEVELOPMENT DIRECTOR
Dave Mulhern

E: DM@IndSR.com
P: 760-898-9789

Kidder Mathews
COMMERCIAL REAL ESTATE SOLUTIONS

PROFILE

**COMPANY FOUNDING/
LAUNCH DATE**
1969

WEBSITE
kiddermathews.com

OFFICE LOCATIONS
Washington: Bellevue, Seattle, South Seattle, Tacoma & Olympia
Oregon: Portland

California: Sacramento, Roseville, San Francisco, Redwood City, San Jose, Los Angeles, El Segundo, Ontario, Irvine, Carlsbad & San Diego, West Los Angeles and Glendale

Arizona: Phoenix
Nevada: Reno

TWITTER
@KidderMathews

FACEBOOK
https://www.facebook.com/
kiddermathews/

LINKEDIN
https://www.linkedin.com/company/
kidder-mathews

PROMINENT CLIENTS
Amgen, BioMed Realty Trust, RREEF, Prologis, TIAA-CREF

RELEVANT TYPES OF PROPERTY
· Office
· Industrial
· Retail
· Multifamily
· Investments
· Life Science/Technology
· Healthcare
· Religious & Education Facilities
· China Services
· Corporate Services
· Tenant Advisory

ABOUT

Kidder Mathews is the largest independent commercial real estate firm on the West Coast, with more than 750 real estate professionals and staff in 21 offices in Washington, Oregon, California, Nevada, and Arizona. Kidder Mathews offers a complete range of brokerage, appraisal, property management, consulting, project and construction management, and debt & equity finance services for all property types. The firm performs $7 billion in transactions, manages over 50 million square feet of space, and conducts over 1,500 appraisals annually. For more information, visit www.kiddermathews.com.

PRODUCT

Kidder Mathews provides commercial brokerage, property management, valuation advisory, consulting, project & construction management, and debt & equity finance services for property types/specialties.
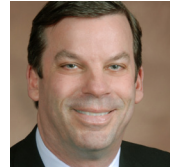
WHO WE ARE

**CHAIRMAN &
CEO**
Jeff Lyon, CCIM, SIOR

E: jlyon@kidder
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P: 206.296.9600

**PRESIDENT &
COO**
D. William Frame, III, SIOR, CCIM

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mathews.com
P: 206.296.9600

**REGIONAL
VICE PRESIDENT,
BROKERAGE**
Brian Hatcher

E: bhatcher@kidder
mathews.com
P: 206.296.9600

SAX
Accounting
Tax | Advisory

ABOUT

Sax LLP is a multi-disciplinary accounting, tax and advisory firm serving the needs of privately held companies, family-owned businesses, not-for-profit organizations and high-net-worth individuals. For more than 60 years, we have offered industry-specific expertise, comprehensive service offerings and client-centric results.

Our advisors are passionate, forward-thinking professionals who are driven to see their clients succeed. With offices in Clifton, N.J., Pennington, N.J. and New York City, we have a keen sense of what it takes to succeed in this competitive and ever-changing marketplace.

Every industry has its own unique set of compliance issues, business challenges and growth opportunities, and Sax has a dedicated team of advisors in every market sector we serve including Real Estate, Construction, Not-for-Profit, Manufacturing and Distribution, Healthcare, Technology, Wealth Management, and more.


WE KNOW REAL ESTATE

The Real Estate professionals at Sax understand what it takes to achieve profitability, growth and long-term success. We use our industry knowledge and expertise to advise **REAL ESTATE OWNERS, DEVELOPERS, INVESTORS AND FAMILY-OWNED BUSINESSES** on the best ways to face industry challenges, stay compliant, seize new opportunities and reach their financial goals.

For more information, please visit **www.saxllp.com**, or contact us at **info@saxllp.com | (973) 472-6250**

SAX Accounting Tax | Advisory
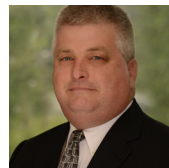
WHO WE ARE
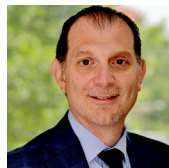
MANAGING PARTNER
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P: 973-472-6250

PARTNER-IN-CHARGE, CONSTRUCTION
Ermal Luzaj, CPA, MBA

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P: 973-472-6250

PARTNER-IN-CHARGE, REAL ESTATE
Joseph Shannon, CPA/ABV, CFE, CVA

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P: 973-472-6250

DIRECTOR OF BUSINESS DEVELOPMENT
John Murphy

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P: 973-472-6250