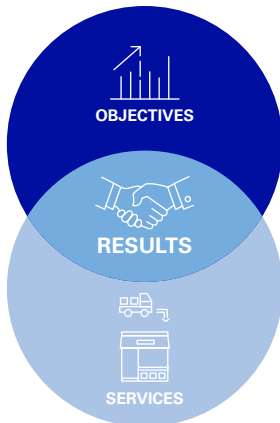


NORTH AMERICA AND EUROPE

Financial Services Retailer



“\$1M+ saved through
desktop audits”

Services

Site Selection Management
Asset Management
Lease Administration

Objectives

Create multi-branded New Store Development program for a company accustomed to growing by acquisition, and establish rigor and compliance within lease administration across global portfolio.

- Organically add 50+ stores/year throughout U.S. and Canada for multiple brands
- Drive savings through aggressive Asset Management (lease renewals, terminations and dispositions)
- Streamline Lease Administration for 1,600 global store portfolio (five brands across 10 countries) with full rent and bill pay, legal compliance and rigorous NNN expense audits

Results

Lease Administration

- \$1M+ saved in audit savings since inception
- Audit savings found during annual invoice review and ongoing account management

Asset Management

- 250 renewals/year and 25 closures/year
- Nearly 100% success rate in improving lease terms (e.g., R&M, additional options, self-help, etc.) at lease renewal
- Saved 103% of the cost of services
- Average size 1,535 SF (142 SM)