



# 2018 MID-YEAR REPORT



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### I am extremely proud to share with you the 2018 CREtech Mid-Year Report.

The pace of innovation, investment and adoption in the commercial real estate tech industry is truly astonishing. When I entered the sector in 2011, I of course hoped for progress in the sector eventually but realistically I knew it would take a great deal of time and patience. And it remained that way until 2017 when things really started to scale, and fast.

And this year has been one for the record books. The amount of funding, the startups that are scaling and the level of talent entering the sector is simply astonishing. And it's not just the size of the funding rounds and amount of capital being deployed, it's by who! Whether it's JLL's new fund or Brookfield's, Fifth Wall's continued massive scale or Camber Creek's continued leadership in New York City, or Prologis and Hines and their incredible pace of innovation, the sector has finally become a full fledged ecosystem.

And it's here to stay. And so is CREtech.com. As the industry begins to mature, our mission remains to create the one platform for the commercial real estate industry to discover all things tech. This has also been an amazing year for our company as our events, user base and engagement continued scale at an incredible pace.

Thank you for your support of our platform, but more importantly, for your support of our entire industry.



Michael Beckerman  
CEO  
CREtech



# CRETECH





## CRETECH LEADERSHIP BOARD



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Cushman & Wakefield



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Dreamit



Andrew Tavakoli,  
Partner,  
RetailMatch



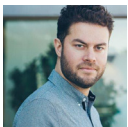
Antony Slumbers,  
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PropAI



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Fika Ventures



Ben Liao,  
Managing Director,  
Techstars



Brad Greiwe,  
Co-Founder &  
Managing Partner,  
Fifth Wall



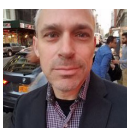
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Executive VP,  
Boston Properties



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Innovation Officer,  
Hines



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EVP Operations,  
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CREtech



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Rethinking.RE



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Entrepreneur in  
Residence,  
MetaProp



Frank Sorrentino III,  
Chairman & CEO,  
ConnectOne Bank



Geoffrey Kasselmann,  
Executive Managing  
Director,  
NKF



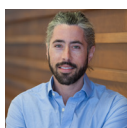
Itay Banayan,  
VP of Real Estate,  
Mindspace



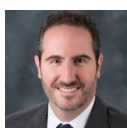
J. Skyler Fernandes,  
Co-Founder & General  
Partner,  
Venture University



Jeff Roberts,  
Executive Managing Director,  
Chief Information Officer,  
HFF



Jeffrey Berman,  
Partner,  
Camber Creek



Jeremy Neuer,  
Executive Vice President,  
CBRE



Jesse Franklin,  
VP Investments & Innovation,  
Macerich



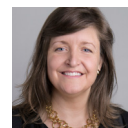
John Helm,  
Managing Director,  
RETV



John Murphy,  
Head of Business Development,  
SAX LLP



Jonathan Schultz,  
Managing Principal,  
Onyx Equities



Katie Bickford,  
VP,  
Starry, Inc.



Kevin Shtofman,  
Blockchain Lead,  
Real Estate,  
Deloitte



Kim Duty,  
SVP Public Affairs & Industry  
Initiatives, National Multifamily  
Housing Council



Kyle Daniel,  
Managing Director,  
COO & CCO,  
Glade Brook Capital



Mark Ezra,  
Chief Operating Officer,  
The Ezra Company



Mark Goldberg,  
Partner,  
Index Ventures



Matt Knight,  
Principal,  
Shadow Ventures



Matt Toner,  
Managing Director,  
Smart Buildings & IoT,  
CBRE

## CRETECH LEADERSHIP BOARD CONT.



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Capital Pacific



Raja Seetharaman,  
Co-Founder,  
Propstack



Steve Weikal,  
Head of Industry &  
Alumni Relations,  
MIT Center for Real Estate



Michael Mullin,  
President,  
Integrated Business  
Systems



Rich Berliner,  
CEO and Publisher,  
Fifth Gen Media & Connected  
Real Estate Magazine



Thomas T. Kim,  
SVP,  
Mortgage Bankers  
Association



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Sr. Vice President,  
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General Partner,  
Canaan



Tim McGuinness,  
Vice President,  
Global Trade Expositions,  
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Director & Expert in  
Real Estate Tech



Rob Marten,  
Co-Founder,  
Built World Technology  
Alliance India



Tom Byrne,  
CEO,  
Property Capsule



Mike Hart, SVP,  
National Director - Data  
Management & Technology  
Operations, JLL



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SIOR, CCIM, CPM, Executive Vice  
President & Partner,  
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Co-Founder &  
Managing Partner,  
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Patricia Nakache,  
General Partner,  
Trinity Ventures



Roberto Charvel,  
CEO,  
Vander Capital Partners



Turner Levison,  
Founder & CEO,  
CommissionTrac



Patrick McGrath,  
CIO,  
Savillis Studley



Ryan Salvas,  
VP Real Estate Technology  
& Innovation,  
EQ Office



Tyler Buck,  
SVP,  
Delivery, Originate



Pierce Neinken,  
Global Portfolio Manager,  
Airbnb



Sandy Jacolow,  
CIO,  
Silverstein Properties



Will O'Donnell,  
Managing Partner,  
Prologis



Rachel Ford,  
Director,  
Techstars Atlanta



Sara Shank,  
Managing Director,  
Beacon Capital



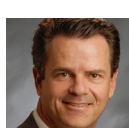
Rachel Walters,  
Business Development,  
Real Estate Partnerships,  
Starry, Inc.



Shaw Lupton,  
Senior Managing Consultant,  
Costar



Raj Bhatti,  
Chief Technology Officer,  
NKF



Steve Kapp,  
SIOR,  
Executive Managing Director,  
Newmark Knight Frank

## MARKETING & LISTING

### LISTING MARKETPLACE



### BROKERAGE SERVICES



### IMAGING & VR

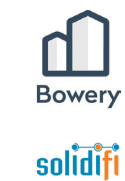


### CRM & MARKETING



## UNDERWRITING & TRANSACTION

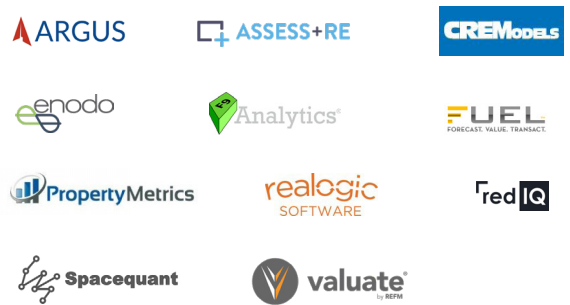
### APPRAISAL



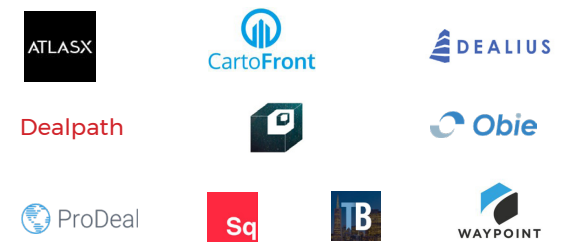
### RESEARCH & ANALYTICS



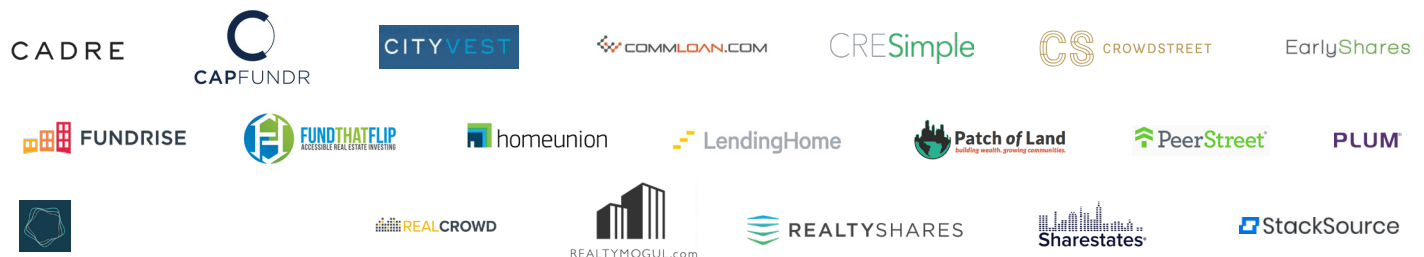
### FINANCIAL ANALYSIS



### DEAL MANAGEMENT



## CAPITAL RAISING



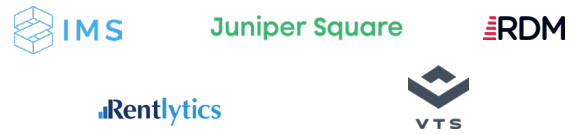


## OPERATIONS

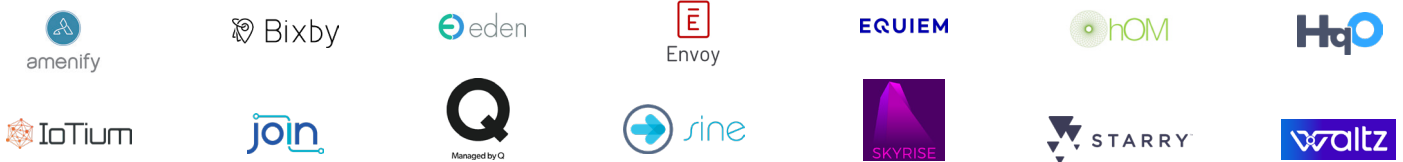
### ADMINISTRATION



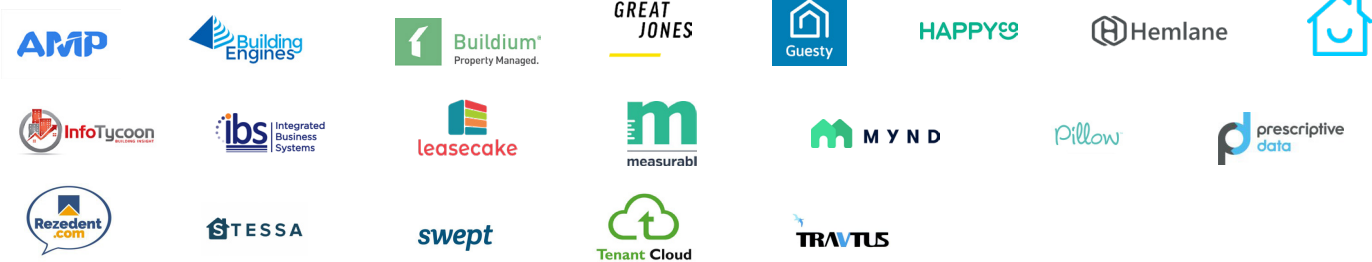
### ASSET MANAGEMENT



### AMENITIES



### PROPERTY MANAGEMENT



## SPACE UTILIZATION

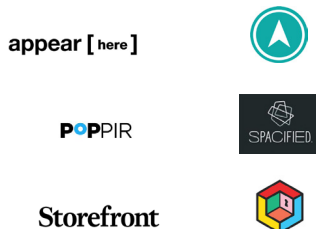
### COWORKING & MEETINGS



### RESIDENTIAL & VACATION



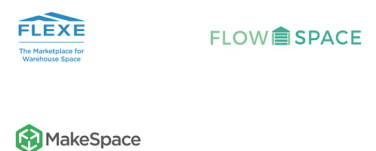
### RETAIL & POP UP



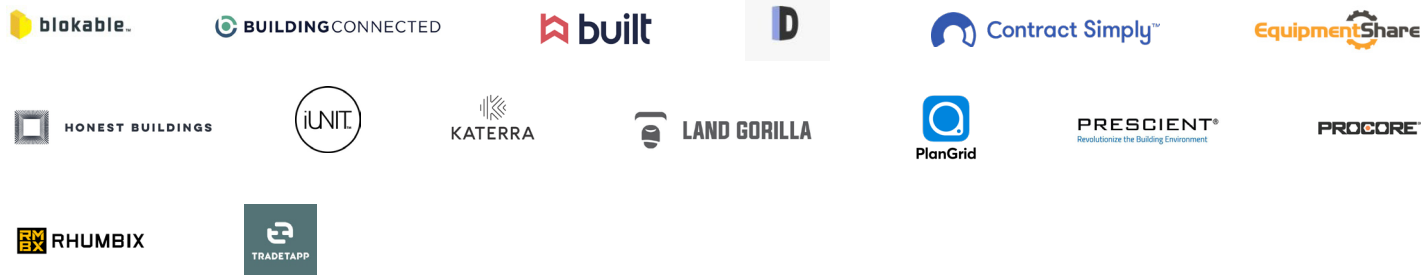
### EVENT SPACE



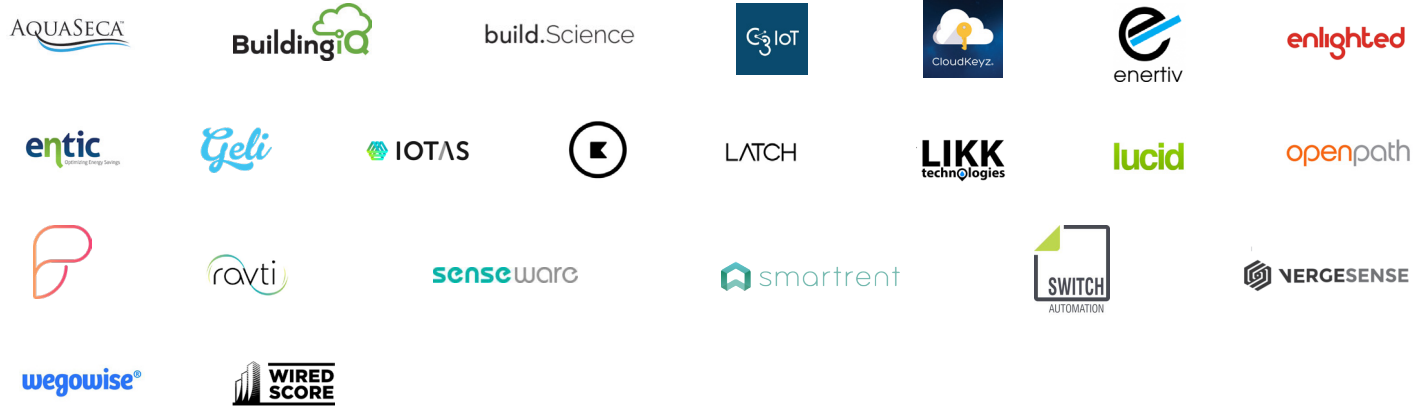
### INDUSTRIAL



CONSTRUCTION



AUTOMATION & IOT



# 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 from earlier this year.





ORGANIZATION NAME	LATEST RAISE	LATEST ROUND	TOTAL FUNDING	CITY/STATE
Katerra	865,000,000	Series D	1,070,573,028	Menlo Park, CA
WeWork	702,000,000	Debt Financing	8,555,784,331	New York, NY
Opendoor	325,000,000	Series E	644,950,000	San Francisco, CA
Convene	152,000,000	Series D	280,500,000	New York, NY
Offerpad	100,000,000	Debt Financing	410,000,000	Gilbert, AZ
Industrious	80,000,000	Series C	142,000,000	Brooklyn, NY
Knotel	70,000,000	Series B	95,000,000	New York, NY
Apartment List	50,000,000	Series C	109,000,000	San Francisco, CA
Qualia	33,000,000	Series B	40,000,000	San Francisco, CA
Reonomy	30,000,000	Series C	69,350,000	New York, NY
PeerStreet	29,500,000	Series B	50,600,000	Los Angeles, CA
Carbon Lighthouse	27,000,000	Venture	27,000,000	San Francisco, CA
OJO Labs, Inc.	20,500,000	Series B	26,500,000	Austin, TX
Starcity	16,450,000	Series A	20,370,000	San Francisco, CA
Lyric	15,500,000	Series A	19,000,000	San Francisco, CA
Ollie	15,000,000	Series A	15,000,000	New York , NY
REX	15,000,000	Series B	25,500,000	Woodland Hills, CA
Buildingconnected	15,000,000	Undisclosed	52,700,000	San Francisco, CA
LoftSmart	12,900,000	Series A	17,649,993	New York, NY
DroneBase	12,000,000	Series B	18,957,370	Santa Monica, CA
CREXi	11,000,000	Series A	24,000,000	Venice, CA
LeaseLock	10,000,000	Series A	11,500,000	Marina Del Rey, CA
HubHaus	10,000,000	Series A	11,400,000	Los Altos, CA
zlien	10,000,000	Series B	16,750,000	New Orleans, LA
Raken, Inc.	10,000,000	Series A	12,000,000	San Diego, CA
Workframe	9,500,000	Series B	17,149,998	New York, NY
Spacious	9,100,000	Series A	9,100,000	New York, NY
Closetbox	7,300,000	Series A	19,822,811	Denver, CO
Openpath Security Inc	7,000,000	Seed	7,000,000	Culver City, CA
SquareFoot	7,000,000	Series A	13,365,000	New York, NY
Measurabl	7,000,000	Series A	11,316,389	San Diego, CA
Openpath Security Inc	7,000,000	Seed	7,000,000	Culver City, CA
Stack Construction Technologies	7,000,000	Venture	7,000,000	Mason, OH
Branch Technology	6,504,220	Venture	7,214,220	Chattanooga, TN
Juniper Square	6,000,000	Series A	8,000,000	San Francisco, CA
Emagispace	5,060,000	Series B	9,260,000	Los Angeles, CA
Obligo	5,000,000	Seed	7,000,000	New York, NY
Honest Buildings	5,000,000	Series B	47,750,000	New York, NY
Bowery	5,000,000	Seed	11,750,000	New York, NY
Agentdesks	4,000,000	Series A	6,504,000	San Francisco, CA
WhyHotel	3,900,000	Seed	3,900,000	Washington, DC
SafeChain Inc.	3,000,000	Seed	3,000,000	Columbus, OH
Skyline AI	3,000,000	Seed	3,000,000	New City, NY
Alice Technologies	3,000,000	Convertible Note	5,419,533	Palo Alto, CA
eSUB Construction Software	3,000,000	Series A	8,000,000	San Diego, CA
Alice Technologies	3,000,000	Convertible Note	5,419,533	Palo Alto, CA
Unearth	3,000,000	Venture	4,300,000	Seattle, WA
TraceAir	2,500,000	Seed	3,370,000	Redwood City, CA
RealAtom	2,200,000	Seed	3,700,000	Arlington, VA
Envoy Technologies Inc.	2,200,000	Venture	3,700,000	Culver City, CA
ASSESS+RE	2,100,000	Seed	3,200,000	New York, NY
StreamLoan	2,000,000	Seed	2,125,000	San Francisco, CA
Envelope City, Inc.	2,000,000	Seed	4,000,000	New York, NY
UpsideDoor	1,800,000	Venture	1,800,000	McLean, VA
CrowdStreet	1,800,000	Venture	7,325,000	Portland, OR
SmartRent	1,500,000	Seed	1,500,000	Scottsdale, AZ
leaseABLE	1,500,000	Seed	1,500,000	San Francisco, CA
Vacayo	1,400,000	Seed	1,400,000	New York, NY
SmartPM Technologies	1,100,000	Seed	1,100,000	Atlanta, GA
Urban Umbrella	1,000,000	Convertible Note	2,500,000	Manhattan, NY
Enertiv	850,000	Seed	4,250,000	New York, NY
Grit Virtual	840,000	Seed	940,000	Wichita, KS
Bixby	750,000	Angel	1,750,000	New York, NY
Brokers + Engineers	750,000	Seed	750,000	New York, NY
UpCodes	665,000	Seed	785,000	San Francisco, CA
TradeTapp	500,000	Seed	500,000	New York, NY
Knowify LLC	125,000	Debt Financing	2,625,000	New York, NY

## OVERVIEW

As more investors start to focus on investing at the intersection of technology and real estate, themes and patterns start to emerge. In 2016, commercial real estate crowdfunding sites like RealtyShares, PeerStreet, FundRise and RealCrowd raised some of the largest investment rounds. In 2017, coworking and other space sharing services took the lead. Through the first half of 2018, we've seen this trend continue.

## COWORKING AND SPACE UTILIZATION CONCEPTS REMAIN AT THE FOREFRONT

The largest and most active funding raising continues to occur within the segments of coworking and space sharing, as well as fund raising and investing. Specifically, these companies include WeWork, Convene, Industrious and Knotel. We expect this trend to continue, and see and increase in landlords and other real estate operators trying their hand at the concept as well.

### WeWork

WeWork continues to dominate headlines with new capital raises, most recently raising a \$700 million debt round underwritten by JP Morgan. WeWork also recently announced their decision to get into the brokerage business as well as the interior design business, both businesses that have largely been dominated by licensed professions (brokers and architects). It will be interesting to watch what impact they have on these two sets of service providers to the real estate industry.

### Convene

Now valued at over \$500 million, this New York based meeting room booking startup just announced a \$152 million Series D funding. Convene's locations include Washington, D.C., Los Angeles, Philadelphia, Boston, Chicago and of course its home base, New York. Currently its 23 locations total over 700,000 square feet of office space with expectations to expand to 10 more spaces before the end of the year. The latest funding round was led by

powerhouses including ArrowMark, Brookfield, RXR and The Durst Organization to name a few.

### Knotel

Agile workspace provider, Knotel, recently raised \$70 million in Series B funding. Newmark Knight Frank and The Sapir Organization led the round with participation from other investors that included The Wolfson Group, The Moinian Group and Wainbridge Capital. This round came right at a year after the company raised \$25 million in their Series A investment round.

### Industrious

Coworking space provider Industrious raised \$80 million in a series C round, led by Riverwood Capital and Fifth Wall Ventures. Founded in Brooklyn in 2013, the company calls itself as a "premium workplace platform" that provides companies with coworking office space, services, management, hospitality, and more. The company has more than 30 locations across 25 cities in the U.S., with clients including Lyft, Pinterest, GM, and Pandora.

Even with large sums of money pouring into coworking, capital providers are still investing in other emerging sectors, allowing them to blossom. The largest and newest trend that we've witnessed in 2018, is companies leveraging large amounts of data to make better decisions.



## SOME COMPANIES GATHER INFORMATION, OTHERS USE IT TO CREATE ARTIFICIAL INTELLIGENCE

One of the biggest and newest trends are several startups focused on collecting public data and providing it to users in a more useable way to perform due diligence or prospect for new deals. The best example of this is Reonomy. Going beyond that, companies like Skyline AI are attempting to use artificial intelligence to predict what will happen next.

### Reonomy

In June, Reonomy raised \$30 million from existing investors Soft-Bank Capital and Bain Capital Ventures in a round of funding led by SAP-affiliated Sapphire Ventures. Users search its database of over 49 million commercial assets using 300+ applicable search filters such as building levels, sales, debt, geographic and asset class filters. One thing the commercial real estate industry has been in dire need of is current and accurate data. With this recent round of investment, Reonomy is moving to the forefront to provide something the industry truly needs.

### Skyline AI

In May, 2018, Skyline AI raised \$3 million from Sequoia Capital. One month later, it raised another \$18 million from Sequoia Capital, TLV Partners and JLL Spark. The company is introducing AI into the commercial real estate investment process. According to their website, they are partnering with select investors to unlock billions of dollars of untapped value. Mining data from over 100 different sources and applying advanced AI architecture to detect and exploit market anomalies, identify superior risk-reward investments, and discover untapped value-add opportunities.

## OTHER ESTABLISHED MARKETS LIKE RESIDENTIAL AND CONSTRUCTION CONTINUE TO SEE INVESTMENT

With investment activity in areas like coworking, data aggregation and artificial intelligence, continuing to strengthen, investors remain very active in more established verticals such as residential real estate and construction.

### Opendoor

San Francisco based Opendoor, raised a \$325 million Series E led by General Atlantic, Access Technology Ventures and Lennar Corp., with participation from new investors Andreessen Horowitz, Coatue Management, 10100 Fund and Invitation Homes. Founded in 2014, Opendoor strives to make selling a home and moving simple. Owners can decide to sell homes for a fee of about 7%, plus potential costs to offset repairs. Sellers can also use the platform to purchase a new home while selling their existing home.

Opendoor currently operates in twelve cities, including Atlanta, Charlotte, Dallas-Fort Worth, Houston, Las Vegas, Minneapolis-St. Paul, Nashville, Orlando, Phoenix, Raleigh-Durham, San Antonio, and Tampa. and plans to reach 50 markets by 2020.

### Katerra

Menlo Park, CA based Katerra raised a massive \$865 million round from Softbank Group. The 3-year-old start-up's Series D funding tripled its valuation to \$3 billion. The company had reportedly set out to raise \$200 million. The company is angling to become an end-to-end business model in the construction industry, combining prefabrication, architectural, and construction services. It currently has 6 manufacturing plants, and has recently made a public commitment to "go all CLT" (cross laminated timber). Between its sustainability and automation goals, this company is definitely one to watch.

We expect the remaining months of 2018 to be just as strong, with continued interest in coworking, space utilization, data collection and aggregation and artificial intelligence, as well new ways and ideas to continue to make real estate a more efficient and productive asset class.



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MOST INNOVATIVE  
TECHNOLOGY  
PROVIDERS FOR  
THE COMMERCIAL  
REAL ESTATE  
INDUSTRY.**





## 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.

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2012

**WEBSITE**  
apto.com

**TWITTER**  
@aptotude

**FACEBOOK**  
facebook.com/AptoCRE

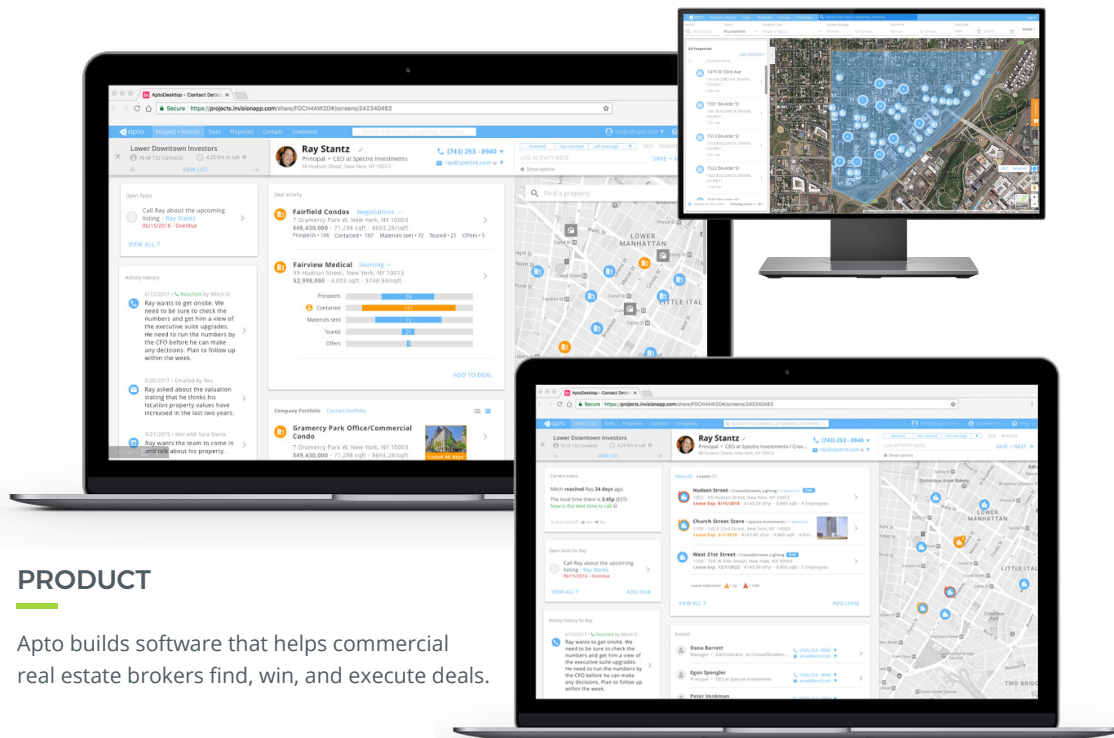
**LINKEDIN**  
<https://www.linkedin.com/company/apto-crm>

**MONEY RAISED**  
\$26M - Series B2, Series B, Series A, and Venture (Debt and Equity)

**PROMINENT CLIENTS**  
Avison Young, CBRE, NAI Capital, SVN, Cushman & Wakefield

**RELEVANT TYPES OF PROPERTY**

- Office
- Retail
- Industrial
- Multifamily



## 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 &  
CHIEF PRODUCT  
OFFICER**  
Tanner McGraw



**VP SALES**  
Rok Kopp



# ATLASX

## 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

## 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.

The first screenshot shows the 'Broadway Portfolio' map view. It includes a sidebar with 'ATLAS CAPITAL' and 'Pipeline' sections. The main area displays a map of Lower Manhattan with property markers. Below the map is a table of offers with columns for STATUS, PRICE, CLOSING, SENT BY, and NOTES. The second screenshot shows the '550 Madison' property details. It includes a map, a 'Trading Offers' section, and a table of offers. The third screenshot shows the '550 Madison' property details, including a map, a 'Trading Offers' section, and a table of offers.

## PRODUCT

**Pipeline and Deal Management:** Digital workspace to automate administrative tasks, manage potential deals, increase team visibility across the sourcing workflow

**Automated 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.

The first screenshot shows the '550 Madison' property details. It includes a map, a 'Trading Offers' section, and a table of offers. The second screenshot shows the '550 Madison' property details, including a map, a 'Trading Offers' section, and a table of offers.

## RECENT NEWS

- Automated Deal Monitoring: Property tracking using various public data sources, get alerted when a deal in your pipeline trades, gets financing, and more. Compare your valuations to market.
- Improvements to Team & User Management: Groups and custom workflows for various stakeholders.
- Due Diligence Timeline: View burndown to closing and sync task dates to major milestones.
- Excel Pipeline and Deal Importing: Bulk create and update deals from Excel

## WHAT'S NEXT

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

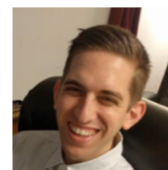
## WHO WE ARE



**CO-FOUNDER**  
Anthony Dominguez



**CO-FOUNDER**  
Zaki Aziz



**CO-FOUNDER**  
Alex Schneider



## 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/](https://www.facebook.com/AvidXchange/)

**LINKEDIN**  
[https://www.linkedin.com/company/  
avidxchange-inc-/](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

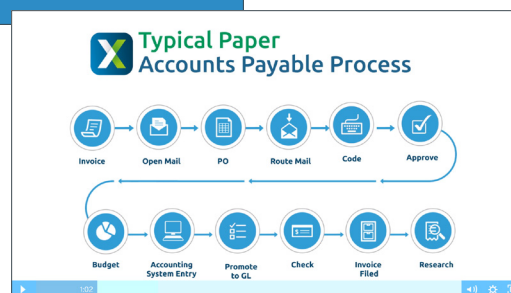
AvidXchange™ revolutionizes the way companies pay their bills. Serving more than 5,500 clients throughout North America, AvidXchange is an industry leader in automating invoice and payment processes for midmarket companies spanning multiple industries including Real Estate, Financial Services, Construction,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

## PROFILE

### COMPANY FOUNDING/ LAUNCH DATE

May 21, 2013

### WEBSITE

bwlogic.com

### OFFICE LOCATIONS

33 Wood Avenue South, Suite 600,  
Iselin, NJ 08830

### TWITTER

@BandwidthLogic

### FACEBOOK

[https://www.facebook.com/  
bandwidthlogic](https://www.facebook.com/bandwidthlogic)

### LINKEDIN

[https://www.linkedin.com/company/  
bandwidth-logic/](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

## 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.

## 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



## 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/>

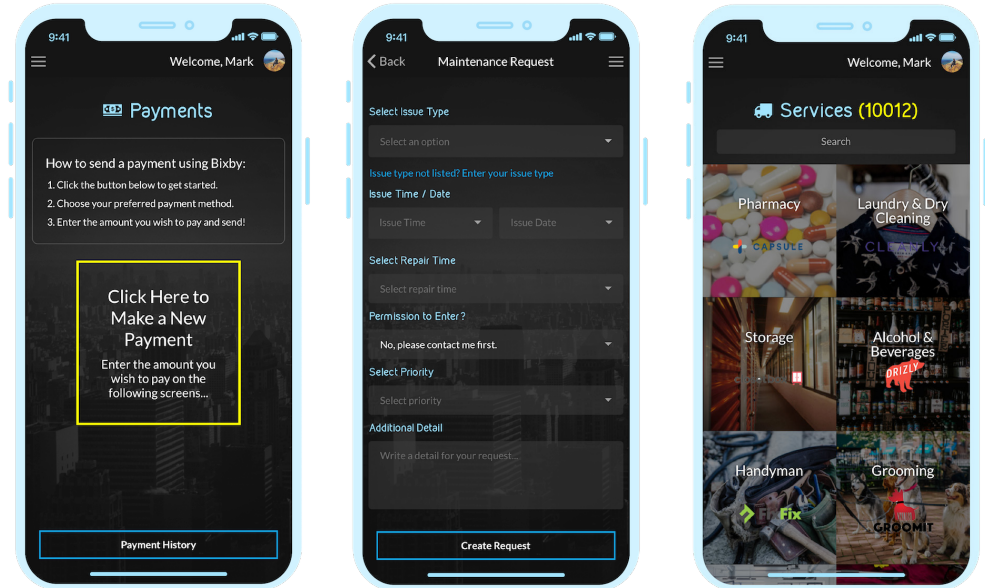
**MONEY RAISED**  
\$1M

**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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@smukleberry  
E: mark@livebixby.co  
P: (917) 912-1690



**CO-FOUNDER**  
Alex Ohebshalom

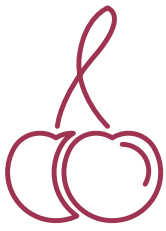
Twitter:  
@alexoheb  
E: alex@livebixby.co  
P: (212) 518-3568



**HEAD OF  
BUSINESS  
DEVELOPMENT**  
Derek Phillips

Twitter:  
@dmphillips13  
E: derek@livebixby.co  
P: (201) 618-5550





## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
April, 2016

**WEBSITE**  
cherre.com

**OFFICE LOCATIONS**  
New York

**TWITTER**  
@cherrecore

**FACEBOOK**  
<https://www.facebook.com/cherrecore/>

**LINKEDIN**  
<https://www.linkedin.com/company/cherre-co/>

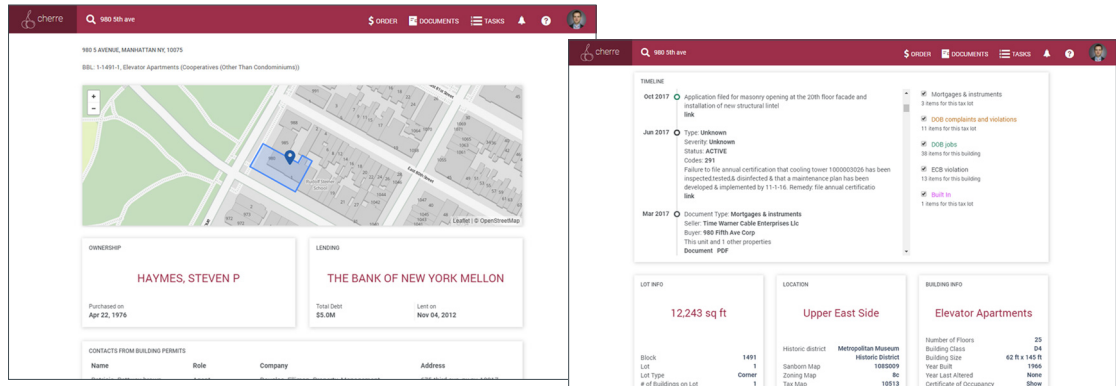
**PROMINENT CLIENTS**  
REBNY, August Partners, Stratus Data Systems, Keller Williams, Oxford Property Group

**RELEVANT TYPES OF PROPERTY**

- Office
- Multifamily
- Residential Development

## 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.

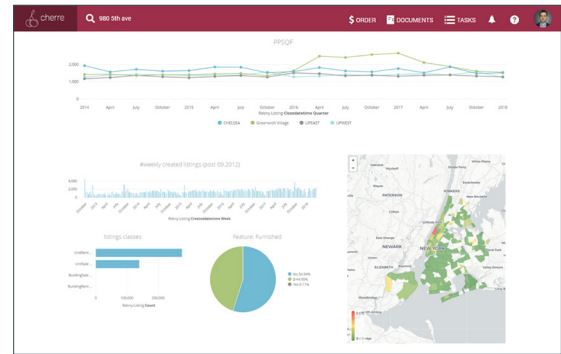


## PRODUCT

**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

- Joint Venture with iLookabout to build a secure, integrated and accurate real estate data marketplace.
- CoreAugment now covers every building in NYC (no exceptions) with best-in-class property data from thousands of sources.
- CoreConnect exits beta and powers some of the largest real estate data companies in New York.

## WHAT’S NEXT

- About to announce new fundraising round with top industry insiders.
- Will be launching U.S.-wide next quarter with support for over 150 million properties.
- Will be launching Decision Support System to help investors and underwriters make better data-driven decisions.

## TESTIMONIALS

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

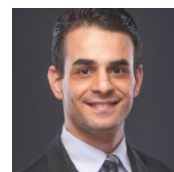
“We trust Cherre to power our most sensitive data processes for our largest and most important clients.” -Stratus Data Systems

## WHO WE ARE



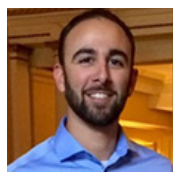
**CEO**  
L.D. Salmanson

Twitter: @systep



**CPO**  
Ben Hizak

Twitter: @BenHizak



**HEAD OF SALES**  
Brett Friedman

E: [brett@cherre.com](mailto:brett@cherre.com)



## 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.

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
April, 2016

**WEBSITE**  
citybldr.com

**OFFICE LOCATIONS**  
Seattle, WA

**TWITTER**  
@citybldr

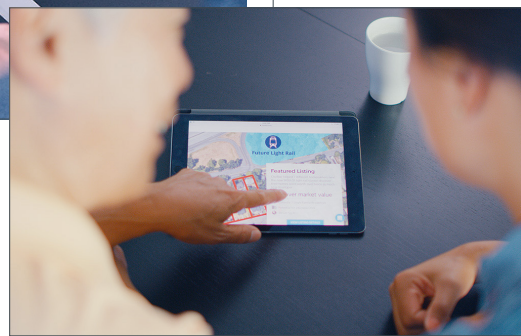
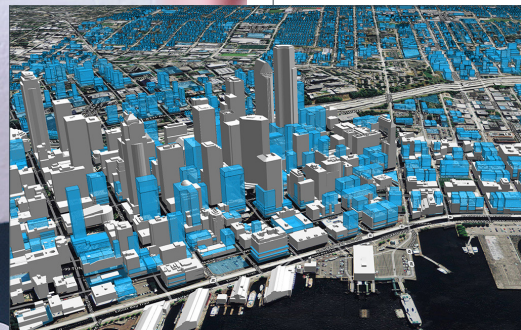
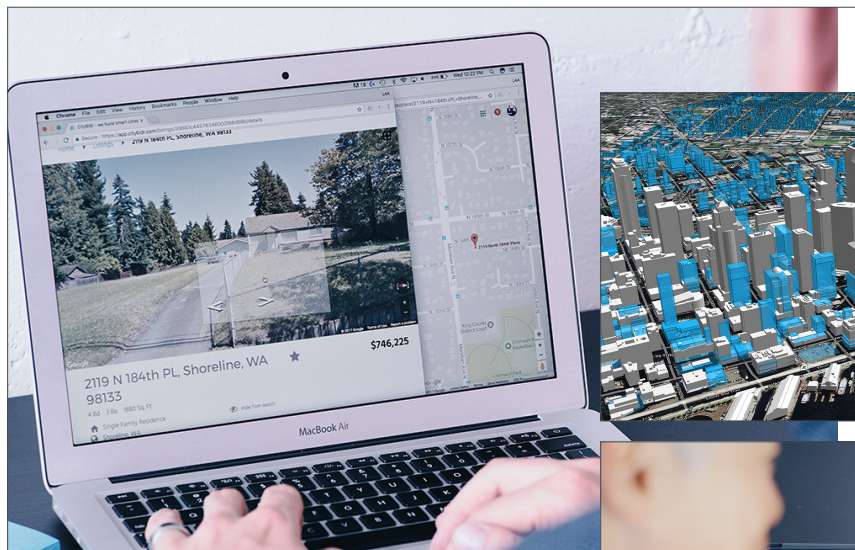
**FACEBOOK**  
<http://www.facebook.com/citybldr>

**LINKEDIN**  
<http://www.linkedin.com/company/citybldr>

**MONEY RAISED**  
\$3M – angel and VC

**PROMINENT CLIENTS**  
Property Owners, JLL (partner), Coldwell Banker (partner), SRM Development (CIO & Fund Manager)

**RELEVANT TYPES OF PROPERTY**  
• Multifamily



## 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

- Over August we will be wrapping up a key round of funding to help expand our product and operations.
- We will be raising a \$100M property acquisition fund (CityBldr Fund I)
- Will focus on expanding to Amazon's HQ2 location to provide our service to owners in that 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  
E: bryan@citybldr.com



**CO-FOUNDER &  
CTO**  
Devyn Cairns

Twitter: @devyncl  
E: devyn@citybldr.com



**DIRECTOR OF  
SALES**  
Sarah Kim

E: sarah@citybldr.com



# CommissionTrac

## 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.

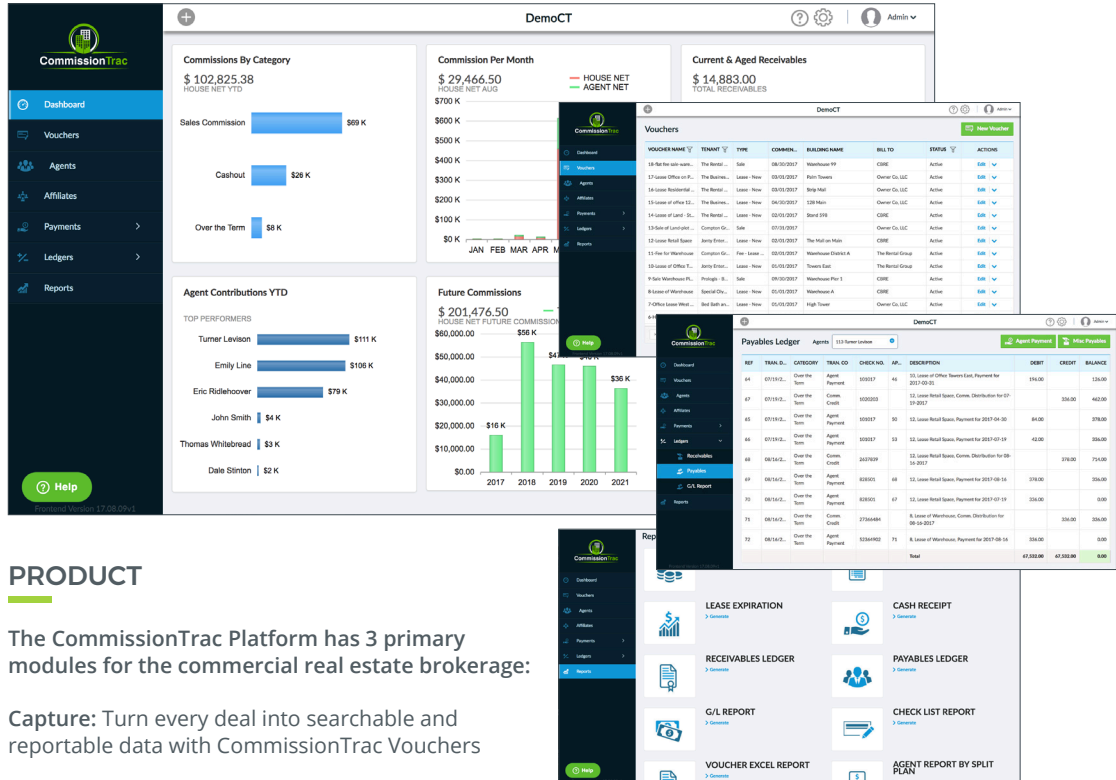
**CLIENT GROUPS**  
Tenant Representation Broker  
Landlord Representation Broker  
Investment Sales Broker  
Debt/Structured Finance Broker  
Software

**DEVICES**  
Phone iOS  
Phone Android  
Desktop/Laptop

## 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

"CommissionTrac has helped me save over an hour of processing time per deal since we started using it!"  
-Amber Pert, AIP Brokerage

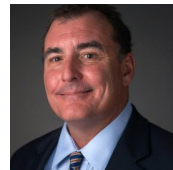
## WHAT'S NEXT

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

## WHO WE ARE



**CEO**  
Turner Levison



**COO**  
Daniel Levison

Twitter: @TurnerLevison  
E: [turner@commissiontrac.com](mailto:turner@commissiontrac.com)  
P: 678.894.2334



# 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

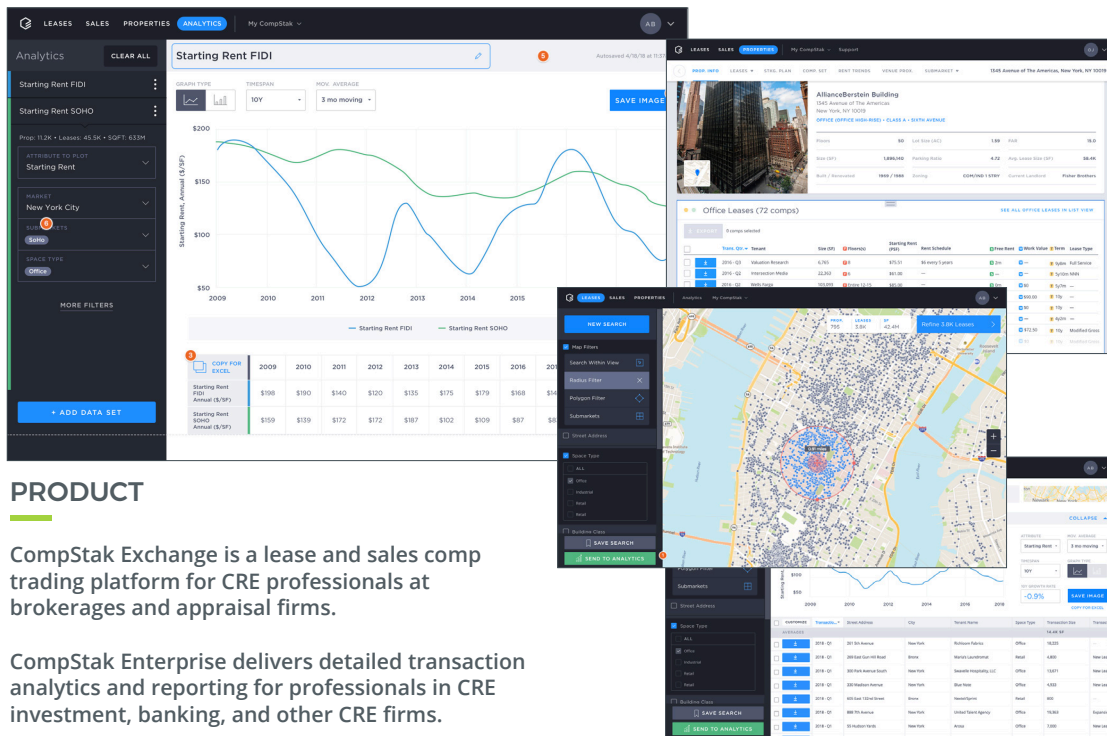
**PROMINENT CLIENTS**  
Moody's Analytics, Wells Fargo, Tishman Speyer, Equity Office Properties, Boston Properties

**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](mailto:michael@compstak.com)  
P: 646-278-1522



## 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

## 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.



## 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







## PROFILE

**COMPANY FOUNDING DATE**  
2016

**COMPANY LAUNCH DATE**  
2017

**WEBSITE**  
dealius.com

**OFFICE LOCATIONS**  
Sanford, Florida

**TWITTER**  
@DealiusCRE

**LINKEDIN**  
linkedin.com/company/dealius

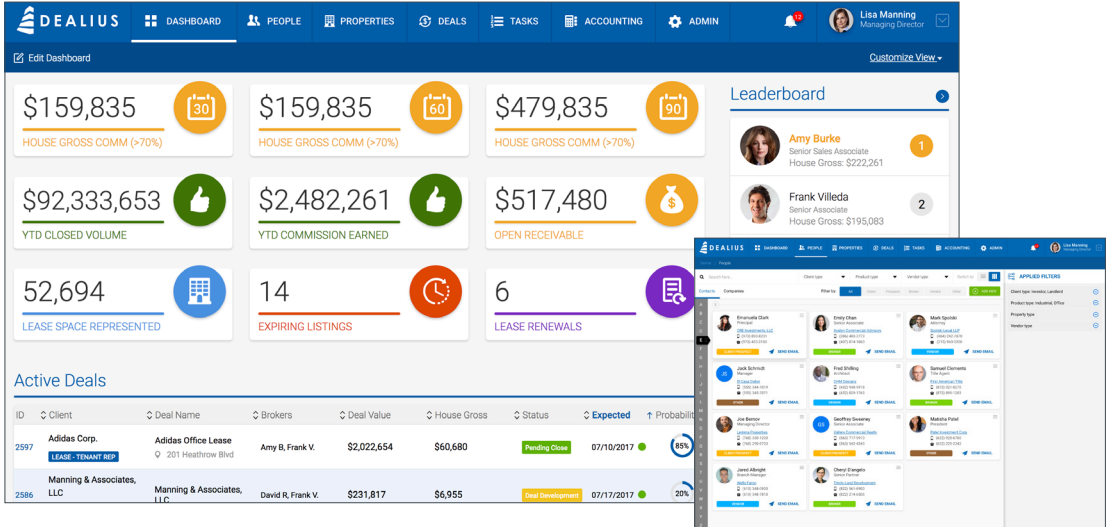
**PROMINENT CLIENTS**  
NAI Global Affiliates, CORFAC  
International Affiliates, TCN Affiliates,  
Coldwell Banker Commercial Affiliates

**RELEVANT TYPES OF PROPERTY**

- Office
- Retail
- Industrial
- Multifamily
- Other: Land

## ABOUT

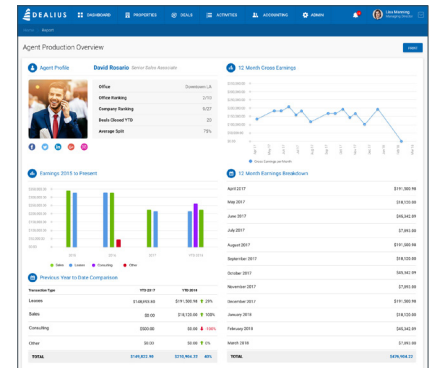
Dealius is a management tool that focuses on the most essential components of the brokerage business and was designed to automate and simplify the deal process. Through its best-in-class dashboards, clients of Dealius can monitor deal pipeline, forecast revenue, and automate accounting functions such 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.



## 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



**PRESIDENT**  
Jim McCoy

E: inayat@dealius.com E: jim@dealius.com



## ABOUT

Enodo is an automated underwriting platform for the commercial real estate industry. Utilizing predictive analytics and machine learning, Enodo offers a suite of underwriting tools including AVMs, Rent Surveys, Lease Activity Tracking, Amenity Analysis, Expense Benchmarking, Value-Add Modeling, and Ground-up Development Planning.

Through an intuitive platform interface and API services, Enodo delivers actionable insights that accelerate the underwriting process and enable more informed decision making.

More Deals, Better Results, Less Time.

## 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**  
\$2.5M - Pre-seed

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

**RELEVANT TYPES OF PROPERTY**  
• Multifamily

## PRODUCT

**Enodo Lite** is a map-based tool providing high-level detail including Unit Mixes, Market Rents, Historical Trends, etc.

**Lease Activity Tracking** delivers weekly updates on unit availability, pricing, and concessions straight to your inbox.

**RR & T12 Analysis** parses PDF & Excel docs, analyzes operating metrics and provides recommendations to increase returns.

## RECENT NEWS

- In March, Enodo won 1st place at the Multifamily Technology Conference in San Francisco.
- In May, we expanded the Enodo office making room for our growing team and on-site client collaborations.

## 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

- There are many exciting things coming up for us in the next few months. Follow our blog at [www.enodoinc.com/blog](http://www.enodoinc.com/blog) for upcoming announcements.

## WHO WE ARE



**CEO**  
Marc Rutzen

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E: [marc@enodoinc.com](mailto:marc@enodoinc.com)  
P: 312.374.4504



**COO**  
Thomas Delaney

Twitter: @enodoinc  
E: [thomas@enodoinc.com](mailto:thomas@enodoinc.com)  
P: 312.374.4505

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2011

**WEBSITE**  
getequiem.com

**OFFICE LOCATIONS**  
Melbourne  
Sydney  
Brisbane  
NYC  
London  
Manila

**TWITTER**  
@equiemportal

**FACEBOOK**  
[https://www.facebook.com/equiemplatform/?ref=br\\_rs](https://www.facebook.com/equiemplatform/?ref=br_rs)

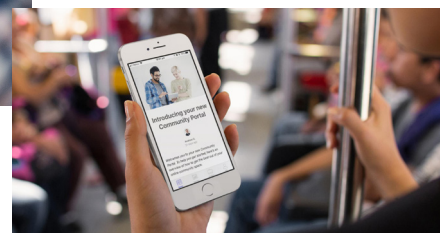
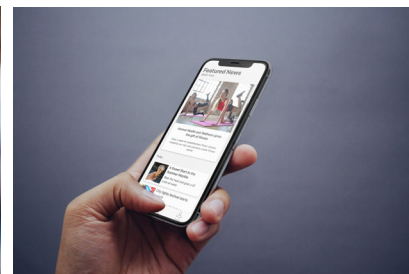
**LINKEDIN**  
<https://www.linkedin.com/company/equiem/>

**PROMINENT CLIENTS**  
Vornado Realty Trust, Dexus, Brookfield, Knight Frank, Investa

**RELEVANT TYPES OF PROPERTY**  
• Office  
• Retail

## ABOUT

Equiem is an integrated community engagement platform designed to assist commercial real estate owners to maximise tenant satisfaction and improve overall yield. By curating the ideal mix of content, services and onsite support, Equiem breathes life into your building.



## PRODUCT

**Equiem Portal:** The market-leading online community Portal. Facilitate communication with your tenants, while allowing them to connect with each other.

**Equiem Onsite:** Dedicated concierges who offer occupants the ultimate at-your-desk customer service and community management.

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

## RECENT NEWS

- Equiem launched in the UK, beginning with Lendlease's international Quarter London - London's newest business destination in Stratford. Equiem is now also working in partnership with Knight Frank.
- Equiem launched in New York in partnership with Adams & Company and top three Manhattan land lord Vornado Realty Trust (VNO, \$17B)
- Equiem launched it's native app, now available on iPhone and Android, improving usage rates and user experience.

## WHAT'S NEXT

- Expansion in the Manhattan portfolio as more organisations partner with Equiem and begin to roll out the platform to their communities.
- Growth into new markets, such as Houston, Chicago, Las Angeles, Singapore Manchester and Dublin.
- Continued portfolio extension in the Australian market, solidifying our position as the service provider of choice for premium assets around the country.

## 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



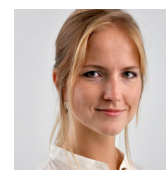
**FOUNDER & CEO**  
Gabrielle McMillan

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**REGIONAL HEAD OF APAC**  
Joseph Stokes

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**HEAD OF GLOBAL EXPANSION**  
Laura Acklandiene

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P: +447 990 966 265



EVERYSCAPE

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2002

**WEBSITE**  
everscape.com

**OFFICE LOCATIONS**  
Newton, MA

**TWITTER**  
@everscape

**FACEBOOK**  
www.facebook.com/EveryScape

**LINKEDIN**  
www.linkedin.com/company/  
everscape-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@everscape.com





## PROFILE

### COMPANY FOUNDING DATE

February 14, 2014

### COMPANY LAUNCH DATE

2017

### WEBSITE

geocv.com

### OFFICE LOCATIONS

New York, New York  
Moscow, Russia

### FACEBOOK

<https://www.facebook.com/GeoCV3D/>

### LINKEDIN

<https://www.linkedin.com/company/geocv/>

### MONEY RAISED

\$2.7m in venture capital  
(from 5 VC funds and 4 angels)

### PROMINENT CLIENTS

Compass, Douglas Elliman, Churchill Living, Terra Holdings, The Beekman Hotel

### RELEVANT TYPES OF PROPERTY

- Office
- Retail
- Multifamily

## ABOUT

GeoCV is a New York based PropTech startup and the only reality capture solution, leveraging 3D-enabled smartphones to produce a high fidelity Virtual Open House™.

Virtual Open House™ offers the full suite of real estate visual marketing, from cutting-edge 3D+360° photorealistic walkthroughs with textured floor plans, to professional photos and virtual staging.

Our easy and affordable, end-to-end solution helps win new business, build your brand, and save valuable time.



## 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

- Won Realcomm Digie Award "Best Tech Innovation in Commercial / Corporate Real Estate"
- Released of a novel, robust, easy-to-use, fast and high-quality solution for 3D capturing and visualizing spaces
- First Ever Functionality - Drone 3D Scan Integration and Virtually Staged 3D Tours

## WHAT'S NEXT

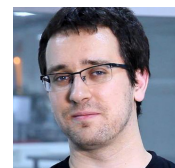
- Release of Do-It-Yourself solution and scaling it nationally
- New venture capital round
- Innovative New Viewer Features - stay tuned!

## WHO WE ARE



**FOUNDER & CEO**  
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**CO-FOUNDER & CTO**  
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**MANAGING DIRECTOR**  
Jonathan Klein

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## 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

## 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

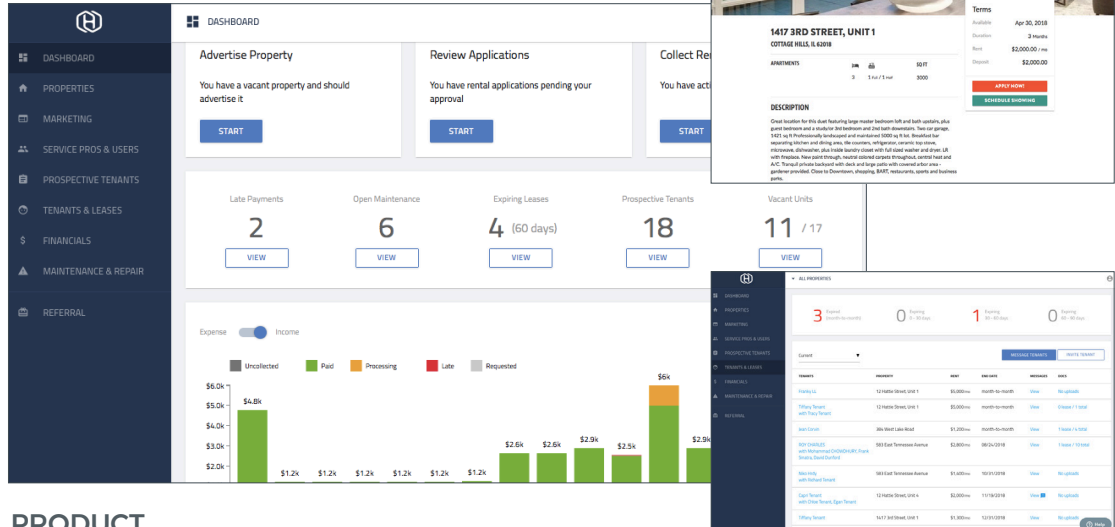
**FACEBOOK**  
<https://www.facebook.com/hemlane/>

**LINKEDIN**  
<https://www.linkedin.com/company/hemlane/>

**MONEY RAISED**  
Angel round - \$450K

**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

E: frank@hemlane.com  
P: (855) 720-0224



## HONEST BUILDINGS

### PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2012

**WEBSITE**  
[honestbuildings.com](https://honestbuildings.com)

**OFFICE LOCATIONS**  
New York, NY

**TWITTER**  
[@honestbuildings](https://twitter.com/honestbuildings)

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

**MONEY RAISED**  
Total investment - \$48 million  
Series B: a \$30 million round of funding

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

#### RELEVANT TYPES OF PROPERTY

- Office
- Retail
- Industrial
- Multifamily
- Hospitality

### ABOUT

Honest Buildings is the only project management and capital planning platform built for owners and backed by owners to ensure capital and construction projects are on time and on budget.

Owners, operators and managers rely on Honest Buildings to manage billions of dollars in total project value through centralizing project data, increasing transparency, automating bid management, capital planning, reforecasting and standardizing reporting.

Honest Buildings is continuously working to accelerate urban progress by creating value for owners through empowering collaborative, data-driven decision making.

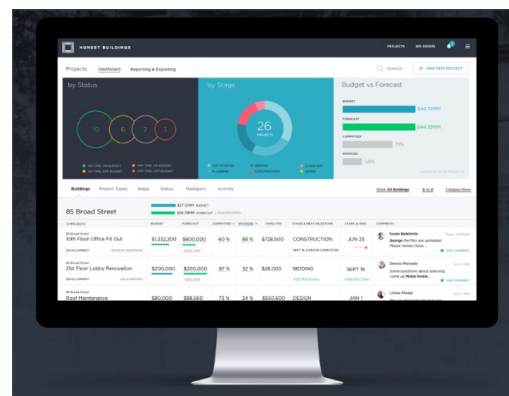
PROJECT	LIFE CYCLE	FINANCIAL	PHASE	2018	2019	2020	2021
REDEVELOPMENT		\$500,000	\$500,000	\$0	\$0	\$0	\$0
• Lobby Renovation	\$1,000,000	\$1,000,000	\$1,000,000	\$0	\$0	\$0	\$0
ENVIRONMENTAL		\$0	\$0	\$0	\$0	\$0	\$0
• Stormwater Management	\$45,000	\$45,000	\$0	\$0	\$0	\$0	\$0
BUILDING ENVELOPE		\$200,000	\$200,000	\$0	\$0	\$0	\$0
• Exterior Walls	\$1,000,000	\$1,000,000	\$60,000	\$0	\$0	\$0	\$0
• Basement	\$20,000	\$20,000	\$0	\$0	\$0	\$0	\$0
• Roof	\$200,000	\$200,000	\$200,000	\$0	\$0	\$0	\$0
• Garage Gate Replacement	\$100,000	\$100,000	\$0	\$0	\$0	\$0	\$0
HAZARDOUS		\$400,000	\$400,000	\$0	\$0	\$0	\$0
• HAZARDOUS Remediation	\$400,000	\$0	\$400,000	\$0	\$0	\$0	\$0

### 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.
- Over the last two years, Honest Buildings powered a 13X increase in project volume and facilitated \$13 billion in projects managed.

### 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?
- Invest in our team. Last year we doubled our team and we plan to do the same again shortly.

### TESTIMONIALS

Ric Clark, Senior Managing Partner and Chairman at Brookfield

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 & FOUNDER**  
Riggs Kubiak

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E: [rk@honestbuildings.com](mailto:rk@honestbuildings.com)





## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2018

**WEBSITE**  
hgo.co

**OFFICE LOCATIONS**  
Boston, MA

**TWITTER**  
@hgoapp

**FACEBOOK**  
<https://www.facebook.com/HqOapp/>

**LINKEDIN**  
<https://www.linkedin.com/company/hgo/>

**MONEY RAISED**  
\$6M venture

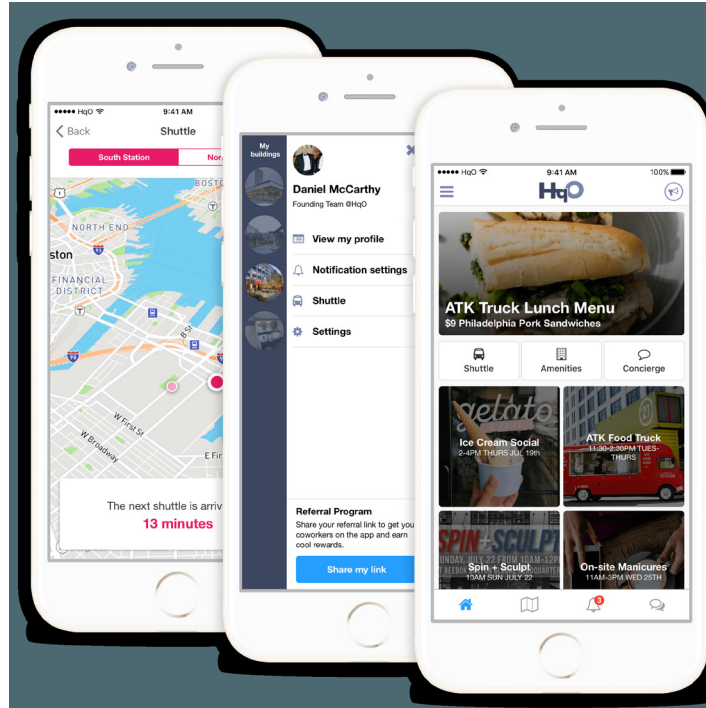
**PROMINENT CLIENTS**  
Jamestown, National Development,  
Boylston Properties, The Bulfinch  
Company, DivCo West

**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.



## 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.





## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
1979/1981

**WEBSITE**  
ibsre.com

**OFFICE LOCATIONS**  
Totowa, NJ

**TWITTER**  
@IBSRE

**FACEBOOK**  
<https://www.facebook.com/IBSRE/>

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

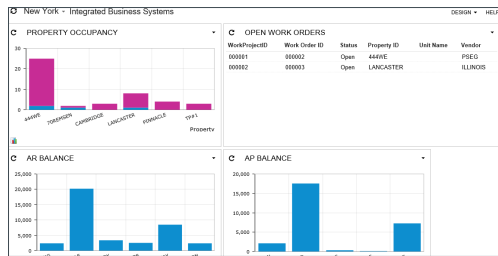
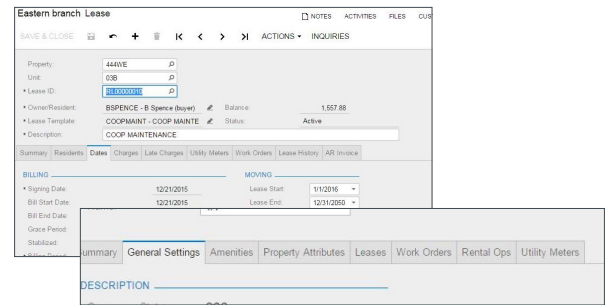
**PROMINENT CLIENTS**  
Mack-Cali Realty Corporation, The Feil Organization, Einsidler Management, ARC Properties, Levin Management Corporation

**RELEVANT TYPES OF PROPERTY**

- Office
- Retail
- Industrial
- Multifamily
- Other: Homeowners and Condo Associations

## ABOUT

Integrated Business Systems uses a suite of multi-cloud and integrated applications to turn data and processes in property management, accounting, and construction management into useful information, allowing you to make effective business decisions from anywhere. Our unique software, Imperium powered by Acumatica, is a cloud-based system that leverages back-office automation to help organizations increase operational efficiencies and cut costs.

The figure shows a screenshot of the 'Eastern branch Lease' form in the IBS software. The form includes fields for Property, Unit, Lease ID, Owner/Resident, Lease Template, and Description. It also displays a table of lease details, including Billing, Dates, Charges, and Utility Meters. The form is divided into sections for Summary, Residents, Dates, Charges, Utility Meters, Work Orders, Lease History, and AR Invoice.

## PRODUCT

**Imperium:** PM/Accounting: escalations/recoveries, lease abstracts, utility/tenant service billing – with multi-cloud functionality.  
**Managed IT Services:** consulting, installation and support for computer networking, business continuity, cybersecurity

**Acumatica Construction:** 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

- 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.
- Acumatica Construction Edition gained significant momentum in first quarter of availability. Acumatica, the world's fastest-growing cloud ERP company, has experienced strong sales and partner support for Acumatica Construction Edition in the first six months of availability. Acumatica Construction Edition is an end-to-end cloud business management system for general contractors, home builders, subcontractors, and land developers built to address the needs and demands of modern construction companies. A fully-integrated cloud solution, Construction Edition offers true mobility, high value, and much-needed technology improvements for comprehensive operational management and insight.
- New York City-based True Service New York has selected Integrated Business Systems' (IBS's) Imperium Powered by Acumatica as its enterprise lease management/accounting system. The company – which specializes in the management of cooperatives, condominiums and rental properties – also is using IBS's outsourced bookkeeping services, designed for small and mid-size businesses. True Service's Erick Martinez, founder and chief executive officer, is a long-time member of the regional property management community, and for many years in a former role he worked with the IBS legacy system. "I knew IBS was the right choice based on my history with the company," he said. "The product always provided what I needed for budgeting and managing day-to-day property operation. Equally important, IBS has a great, well-earned reputation for customer support."

## 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.
- For example, to help you streamline your operations, you now have the ability to manage your account activity through email notifications sent whenever there is updated data or a set of other pre-defined conditions are met.
- 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.
- Comprehensive project management: If you've struggled to effectively manage multiple projects, subcontractors, and employees, Imperium/Acumatica Construction Edition simplifies the process using mobile and cloud technology. Communicate project requirements, collect project status info (by job), track employee performance, resolve issues, and keep on top of engineering details, including specifications, budgets, compliance information, material and labor costs, and more.

## TESTIMONIALS

True Service's Erick Martinez, founder and chief executive officer, is a long-time member of the regional property management community, and for many years in a former role he worked with the IBS legacy system. "I knew IBS was the right choice based on my history with the company," he said. "The product always provided what I needed for budgeting and managing day-to-day property operation. Equally important, IBS has a great, well-earned reputation for customer support."

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**  
Michael Mullin

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P: 973-575-4950



**VP OPERATIONS**  
Dawn Bernstel

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**PRODUCT MANAGER**  
Steven Hirsch

E: shirsch@ibsre.com  
P: 973-575-4950



## 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>

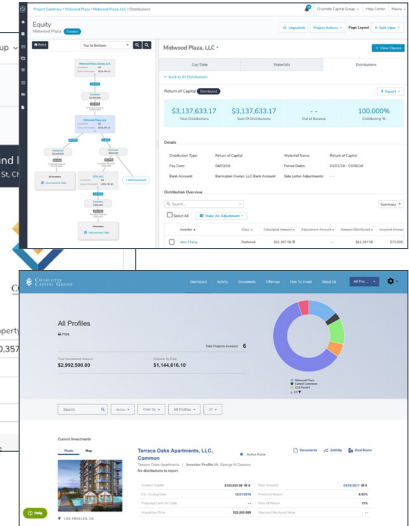
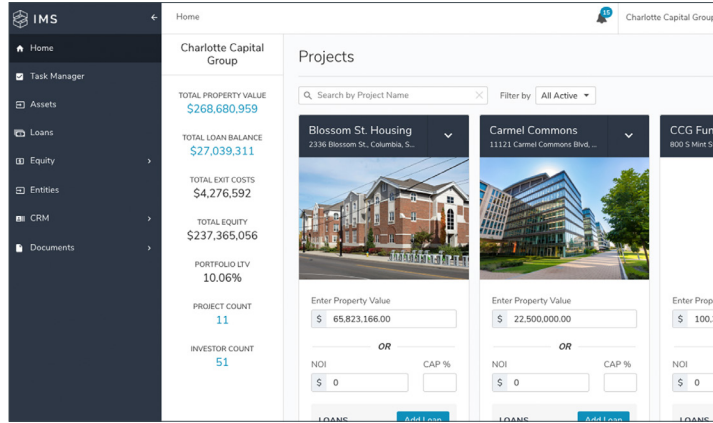
**PROMINENT CLIENTS**  
RADCO, Peak Capital Partners, Capital Solutions, American Landmark Properties, Peachtree Hotel Group

### RELEVANT TYPES OF PROPERTY

- Office
- Retail
- Industrial
- Multifamily

## 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 300 customers who have been able to reallocate thousands of hours back to value-add activities for their 43,000+ investors, delivering the transparency investors demand while reducing costs & adding back-end efficiencies.



## 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





## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2/2017

**WEBSITE**  
get-join.com

**OFFICE LOCATIONS**  
Sunnyvale, CA

**LINKEDIN**  
[https://www.linkedin.com/company/  
get-join/](https://www.linkedin.com/company/get-join/)

**MONEY RAISED**  
\$2 Million Angel and Venture  
investments

**PROMINENT CLIENTS**  
Plug and Play Tech Center, Sunnyvale, CA  
One of the first technology accelerators,  
Plug and Play has helped accelerate  
more than 2,000 startups, including 426  
in 2017 alone. Plug and Play invested in  
262 startups in 2017, has more than 220  
Corporate Partners, and more than 300  
VC Partners.

**RELEVANT TYPES OF PROPERTY**

- Office
- Industrial

## ABOUT

Join is a funded startup in Sunnyvale, California that offers a secure, high performance, IT on demand and curated digital workspace service designed for the needs of today's flexible offices and digital workforce. 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 Wireless internet provided to tenants and guests at no charge

**Join Office Secure** – For tenants requiring a private, high performance secure network

**Join Office Premium Secure** – For tenants requiring higher levels of security, firewall, intrusion protection.

## RECENT NEWS

- Currently focused on 6 major Enterprise Flex markets in the US
- Winning flagship deals with top property owners and flex operators
- Introduced cybersecurity, voice and conference services

## WHAT'S NEXT

- Series A
- Adding 6 new markets in the US
- Releasing enhanced cybersecurity features and new analytics tools for tenants to monitor their applications

## TESTIMONIALS

The Join Digital Concierge Service 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



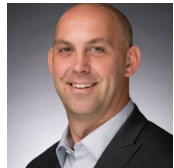
**CO-FOUNDER &  
CEO**  
Karl May

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**VP OF SALES**  
Daniel Redmond

E: [daniel@get-join.com](mailto:daniel@get-join.com)  
P: 408-309-0747



## PROFILE

### COMPANY FOUNDING/ LAUNCH DATE

November 17, 2017 / April 5, 2018

### WEBSITE

leasecake.com

### OFFICE LOCATIONS

Orlando, FL

### TWITTER

@Leasecake

### FACEBOOK

facebook.com/Leasecake

### LINKEDIN

linkedin.com/company/leasecake/

### MONEY RAISED

\$700,000 committed and subscribed by co-founders and accredited investors through a \$1.5M convertible note.

### PROMINENT CLIENTS

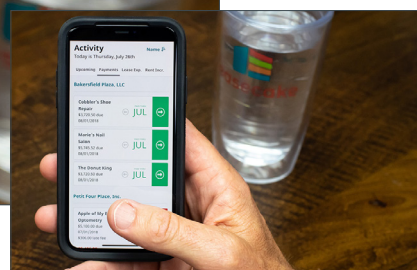
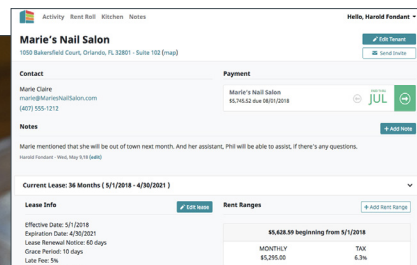
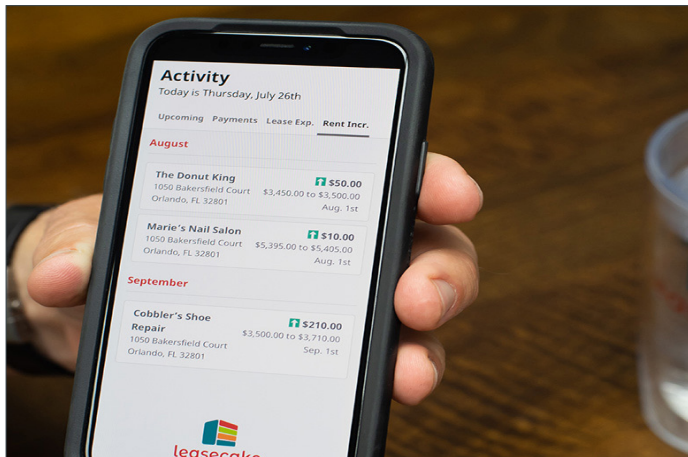
Team Oney Brands, Atlanta Investment Properties, Phenix Salon Suites

### RELEVANT TYPES OF PROPERTY

- Office
- Retail
- Industrial
- Other: Land

## ABOUT

Leasecake is a simplified approach to commercial real estate lease management. Designed for landlords, tenants, and brokers, our unique mobile experience focuses on what matters most in their busy lives – saving time and money. Automate rent payments, receive proactive notifications of increases and renewals, and improve communications across all key business relationships. Leasecake unleashes the dates and dollars trapped in spreadsheets. With Leasecake – it's a piece of cake!



## PRODUCT

**Landlords:** Centralize key CRE lease terms and information in a mobile platform that is simple, secure, and satisfying.

**Brokers:** Easily access information about available properties to better serve their top landlord and tenant clients.

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

## RECENT NEWS

- Global Techstars Award Winner across 200 cities and 58 countries, validating our product-market fit on a world stage.
- Amassed 1.5 million square feet, name-brand tenants, and CRE landlords while expanding into new CRE property types.
- Identified significant market demand by multi-location tenants, further driving innovation for CRE lease management.

## WHAT'S NEXT

- ACH / digital payments for owners and tenants.
- Service provider team collaboration portal.
- Peer-to-peer communications between trusted partners.

## TESTIMONIALS

"With Leasecake, I can more efficiently manage my properties, and potentially add more buildings without adding staff."

"It helps take one of the jobs to do off my desk, giving me more productivity to grow the business or just enjoy life."

## WHO WE ARE



**CEO &  
FOUNDER**  
Taj Adhav



**PRESIDENT &  
CO-FOUNDER**  
Jim Bankston



## 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

### ABOUT LIKK h2o

**TECHNOLOGY**  
LIKK h2o is a network of smart water sensors, strategically placed in high-risk locations, that communicate wirelessly with intelligent central monitoring units for a scaled leak detection and monitoring solution.

**AUTOMATION**  
We have designed an automated process that systematically and intelligently escalates all events from detection through communication, response, reporting, and prevention protocol.

Central Unit

Did you know...  
**93%**  
of water damages could have been avoided with early detection.

5+ million square feet on LIKK's platform | \$2.3+ billion property value being monitored | 21,000+ smart water sensors active | 145+ average monthly events | \$27+ million prevented water-related damages since inception

### OUR TECH

## RECENT NEWS

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

## WHAT'S NEXT

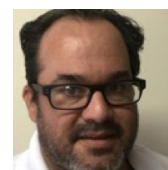
- Technology and business scalability
- New Hardware and Firmware
- Insurance business development

## TESTIMONIALS

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

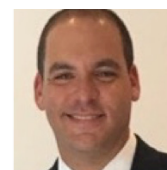
One month after having completed the installation, we were able to detect and prevent a water incident before it became another fatal one ...

## WHO WE ARE



**CEO**  
Ronald Kritzer

E: ronald@likktech.com



**CTO**  
Peter Dejman

E: peter@likktech.com



**CRO**  
Albert Himmelstern

E: Alberto@likktech.com



## 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/>

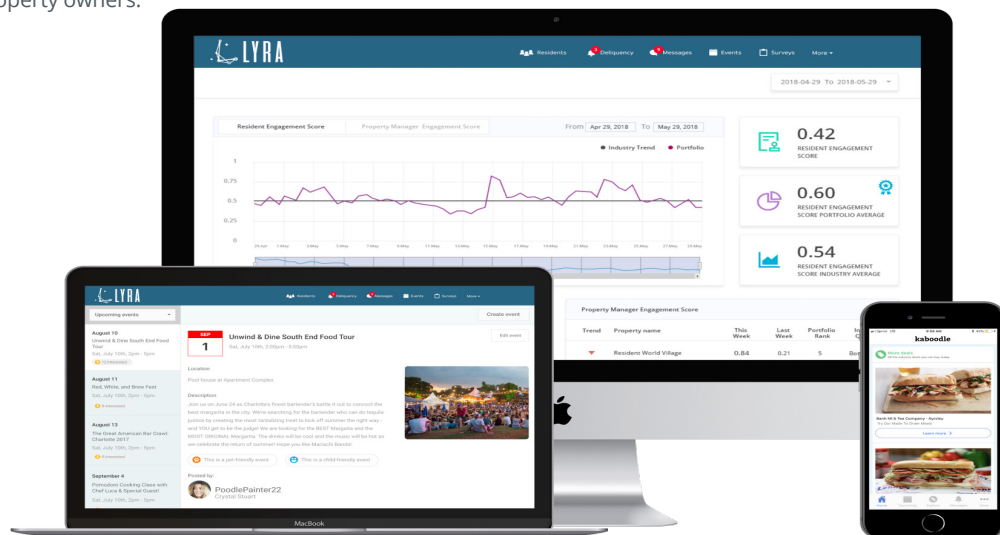
**LINKEDIN**  
<https://www.linkedin.com/company/lyraintel/>

**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



## 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.

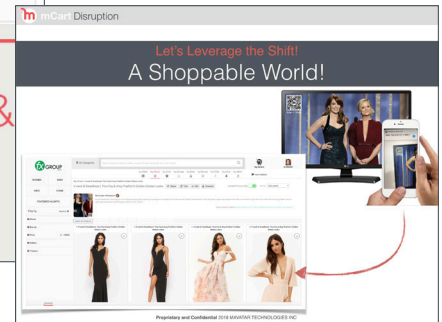
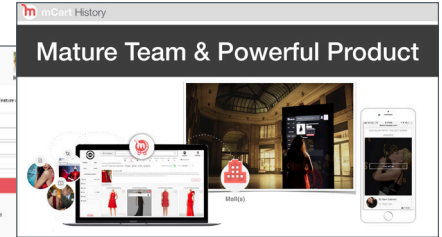
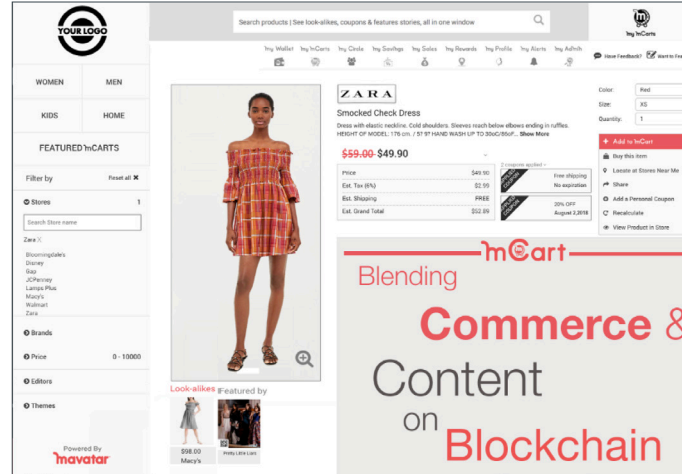
**PROMINENT CLIENTS**  
Agencies, Media, Shopping centers and  
other real estate complexes, CPGs,  
Procurement sites

**RELEVANT TYPES OF PROPERTY**

- Retail
- Multifamily
- Other: Commercial properties such as hotels, airports, public places including malls and shopping pavilions

## 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.



## 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..."

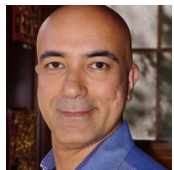
## WHO WE ARE



**CEO & FOUNDER**  
Susan Akbarpour



**PRESIDENT & CO-FOUNDER**  
Brom Mahbod

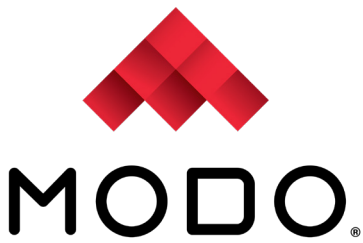


**VP OF OPERATIONS & TECHNOLOGY**  
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@susanakbarpour  
E: susana@  
mavatar.com

E: bm@mavatar.com

Twitter: @SaigalAmar  
E: amar@  
mavatar.com



## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2010

**WEBSITE**  
[modolabs.com](http://modolabs.com)

**OFFICE LOCATIONS**  
Cambridge, MA

**TWITTER**  
[@modolabs](https://twitter.com/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 provides an enterprise-scale mobile engagement and communication platform trusted by hundreds of the world's leading institutions, including a growing number from the Fortune 500. With Modo, companies can easily create compelling individualized experiences that make employees more informed, connected, and successful, and maximize their engagement with the built office environment. Our software also uniquely empowers widespread digital transformation by enabling people across the organization, regardless of technical ability, to work together on their unified workplace app.

## 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

- In the past year Modo Workplace evolved the platform with XModule that centers the app experience around real-time information, serving up content based on what is most important to the user as an individual. This is made possible with the ability to integrate external systems in a way that takes on the seamless style and structure of your Modo app.

## WHAT'S NEXT

- Over the next six months, we'll continue to expand globally, both with new customers and new locations for our existing customers' workplace apps.

## WHO WE ARE

**CTO &  
FOUNDER**  
Andrew Yu

**CEO**  
Stewart Elliot





## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
1/1/2015

**WEBSITE**  
navigatorcre.com

**OFFICE LOCATIONS**  
Seattle, WA (HQ)

**TWITTER**  
@therealnavigatr

**FACEBOOK**  
www.facebook.com/NavigatorCRE/

**LINKEDIN**  
https://www.linkedin.com/showcase/  
navigatorcre

**MONEY RAISED**  
\$3,000,000; Seed Funding.

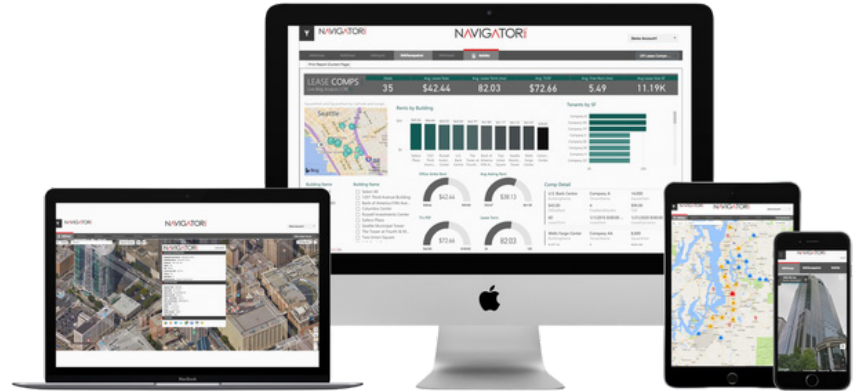
**PROMINENT CLIENTS**  
CBRE, BKM, Lee & Associates, Marcus &  
Millichap, Goodman Real Estate

**RELEVANT TYPES OF PROPERTY**

- Office
- Retail
- Industrial
- Multifamily
- Other: Land, Development, Banking

## ABOUT

NavigatorCRE allows brokers, asset managers, analysts, marketing and teams to connect around their real estate data and programs, from anywhere, and any device. You can pitch, present, analyze and win business anytime, anywhere. The platform integrates data, mapping, business intelligence dashboards, analytics, smartgrid and collaboration features. The client's data and data sources power the engine for a seamless, integrated experience. Companion CRM "NavCRM" integrates directly to platform for pipeline tracking.



## 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

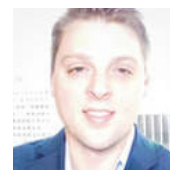
- Working on raising our Series A in late 2018 to grow company and team.
- Ventures into Fintech and Multifamily Market Data Crowdsourcing and Reporting
- Expanded platform functionality with integration of data connection to PM softwares.

## 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 Long, CBRE National Partners.

"NavigatorCRE helped our team underwrite a large national portfolio sale with never before seen ease and simplicity. We were able to virtually tour every asset in the country, analyze sales comps, lease comps for those markets and escalate our underwriting time-line by week's. NavigatorCRE is the next evolution in CRE tools." Matthew Paddock Senior Managing Director, Metzler

## WHO WE ARE



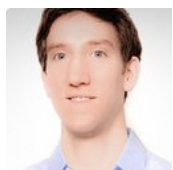
**CIO, FOUNDER,  
CHAIRMAN**  
Taylor Odegard

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



**CEO, FOUNDER**  
Russ Johnson

E: russ@  
navigatorcre.com



**DIRECTOR OF  
SALES**  
Andrew Knutzen

E: andrew@  
navigatorcre.com

## 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.

The image displays two screenshots of the REmaap software interface. The top screenshot shows the main dashboard with navigation tabs for Configuration, Import Data, Lease Data, Reports, and Admin. The bottom screenshot shows a detailed view of the 'LEASE DATA' table, which includes columns for Building ID, Property Name, Lease ID, Occupant Name, and Lease ID (Combi). The table lists various properties and their associated leases, with a status summary on the left indicating the number of records in different states (e.g., Identified, Under Doc QC, Missing Documents, etc.).

## 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



## ABOUT

**Company Description (Please limit to 75 words):** 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.

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
January 2018

**WEBSITE**  
1spottech.com

**OFFICE LOCATIONS**  
Plymouth, MN

**TWITTER**  
@OneSpotSoftware

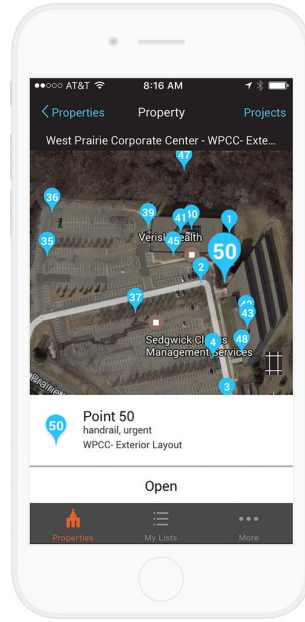
**FACEBOOK**  
<https://www.facebook.com/OneSpotTech/>

**LINKEDIN**  
<https://www.linkedin.com/company/1spot/>

**PROMINENT CLIENTS**  
Colliers, Artis, Boston Scientific

### RELEVANT TYPES OF PROPERTY

- Office
- Retail
- Industrial
- Multifamily



## PRODUCT

Assessment  
Property Maintenance  
Tenant Portal

CASE STUDY

### BACKGROUND

Property assessments and inspections are burdensome and inefficient for everyone involved - property managers, facility managers, field technicians, owners, and tenants alike. As diverse as the reasons are for doing inspections, they generally share the same fundamentals - assessing a property to identify points of interest, then aggregating the information about those points into a formal report that is used to negotiate work to be done and potential financial concessions.

In particular, we focus on four such inspection types:

- Pre-purchase property assessments
- Job bidding assessments
- Annual / semi-annual property inspections
- Tenant move-out inspections

Historically, these assessments are labor-intensive, requiring hours onsite and even more time in the office compiling the information into a cohesive and professional-looking report. This pulls facility managers and field technicians away from their existing property responsibilities. Further, it consumes a substantial amount of time for office personnel.

Additionally, the longer it takes to complete the process, the fewer properties can be evaluated for purchase, thus impeding the growth of a company's portfolio. However, the ability to negotiate terms and purchase price is reliant on this information being thorough, accurate, well-organized and professionally presented...so it has to be done right.

### CUSTOMER

Colliers Engineering & Property Services (EPS) has been in business since 1967 and is a 24/7 full-service commercial maintenance company with licensed professional journeymen, master electricians, plumbers, and HVAC technicians, along with a general department that focuses on building repairs and Tenant Improvements. Along with their day-to-day services, they also provide facility management where requested and perform property condition assessment reports for clients that are looking to sell or buy an asset.

### SAVED TIME & SAVED MONEY

**Time to Complete before One Spot**  
40 hours

**Cost to complete before One Spot** \$769

**Time to Complete after One Spot**  
6 hours

**Cost to complete after One Spot** \$115

**[SAVINGS]**  
PER ASSESSMENT WITH  
**ONE SPOT \$654**

1.844.600.3938 | [www.1SpotTech.com](http://www.1SpotTech.com)

SNAP, SEND, DONE. Manage projects with ease.

## RECENT NEWS

- BOMA Case Study Winner – Assessment module

## WHAT'S NEXT

- New functionality
- Fundraising
- Expansion

## TESTIMONIALS

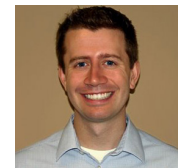
We decided to use REmaap to help streamline a full range of lease administration processes. The easy to use interface makes training new lease administrators very easy, and we have ready access to all the data required to manage all our leases.

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**  
Keith Pelatowski



**DIRECTOR OF SALES**  
Ryan O'Rourke

Twitter: @kpelatowski  
E: [KPelatowski@1spottech.com](mailto: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 connectivity is a no-brainer amenity tenants want and need. Pilot delivers with no contracts, a 100% uptime guarantee and symmetrical bandwidth backed by helpful support. We integrate our service on-site with minimal disruption to daily ops and install tenants with no digging or electricity required. The future is connected and we're excited to be a part of it.

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2014

**WEBSITE**  
[pilotfiber.com/buildings](http://pilotfiber.com/buildings)

**OFFICE LOCATIONS**  
NYC

**TWITTER**  
[@PilotFiber](https://twitter.com/PilotFiber)

**LINKEDIN**  
[https://www.linkedin.com/  
company/pilot/](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

Pilot

OUR PRODUCT ABOUT US HELP LOG IN GET PILOT

Internet that gets down to business

Get the business fiber internet that's always on and always there.

See if Pilot is in your area

Name Email Address

Company Name Phone

300+ buildings

1,000+ customers

50,000+ use a Pilot connection every day

## PRODUCT

Pilot's progressive fiber tech is changing business internet with 10Gbps plans and guaranteed symmetrical bandwidth.

Pilot's enterprise services solve for additional needs with minimal footprint and modern deployment.

Whether it's cloud connectivity, P2P solutions, or managed services, Pilot's got businesses in your building covered.

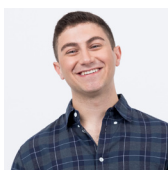
## RECENT NEWS

- Expanded to Philadelphia, DC and Boston
- Launched 10Gbps option
- Raised \$17,000,000 in Series B Union Square Ventures, RRE, and The Foundry Group in Sept 2017
- Our Founder, Joe Fasone, was named to Forbes 30 Under 30 List.

## WHAT'S NEXT

- Excited to continue growing our footprint in newly launched cities
- Releasing robust solution-based product lines in addition to our DIA service
- Collaborating with real estate partners to connect future-oriented buildings to our growing network

## WHO WE ARE



**FOUNDER &  
CEO**  
Joe Fasone



**HEAD OF  
REAL ESTATE**  
Ben Kilburn

Twitter: @jpfasone





## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2016

**WEBSITE**  
PlannedGrocery.com

**OFFICE LOCATIONS**  
Columbia, SC  
Athens, GA

**TWITTER**  
@PlannedGrocery

**FACEBOOK**  
[https://www.facebook.com/  
plannedgrocery/](https://www.facebook.com/plannedgrocery/)

**LINKEDIN**  
[https://www.linkedin.com/  
company-beta/2749262/](https://www.linkedin.com/company-beta/2749262/)

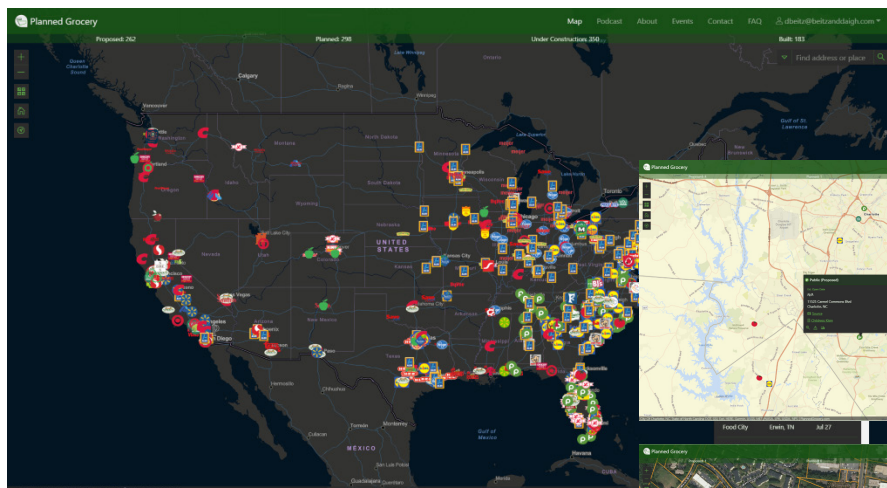
**MONEY RAISED**  
Self-funded with no debt

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

**RELEVANT TYPES OF PROPERTY**  
• Retail

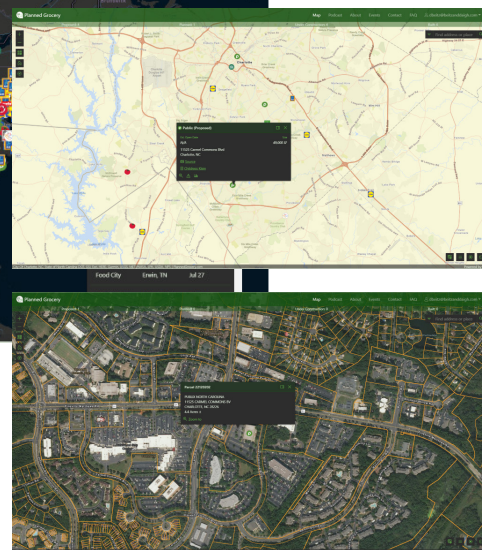
## ABOUT

Planned Grocery® is a data mapping platform company who tracks grocery store real estate developments through the development cycle across the United States. This first of its kind subscription platform is helping our clients to better understand where the grocery competition is planned and anticipate when they will open. Primary clients include grocery retailers, shopping center owners and developers, investment companies, and research groups



## 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.



## 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 acquisitions. 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**  
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**PARTNER**  
George Daigh

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**BUSINESS  
DEVELOPMENT  
DIRECTOR**  
Niles Helmboldt

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## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2013

**WEBSITE**  
RealConnex.com

**OFFICE LOCATIONS**  
NY

**TWITTER**  
@Realconnex

**FACEBOOK**  
www.facebook.com/Realconnex1/

**LINKEDIN**  
<https://www.linkedin.com/company/realconnex/>

**MONEY RAISED**  
\$15 million; Series A, Bridge to B

**PROMINENT CLIENTS**  
CCIM, Miami Association of Realtors,  
BuildOut, Inland Real Estate Group, CLA

**RELEVANT TYPES OF PROPERTY**

- Office
- Retail
- Industrial
- Multifamily
- Other: Residential

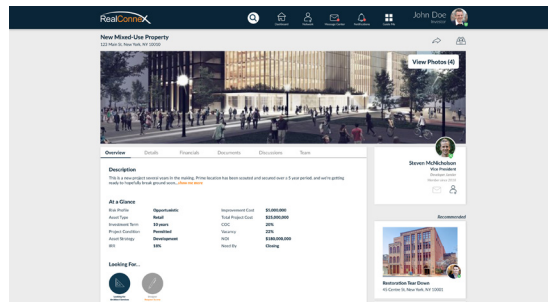
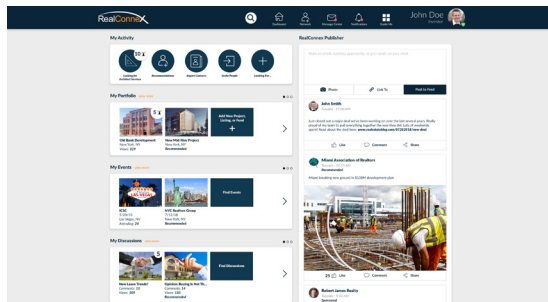
## ABOUT

RealConnex is the world's first cross industry networking and business accelerator, connecting real estate professionals to Capital, Investments, Services & Each Other.

It provides all the tools a professional needs to :

- Post capital, investment, services needs
- Prospect
- Build industry credibility & influence
- Network
- Buy, sell & lease

RealConnex will assemble capital, investment or services needs; Distribute listings, and connect members to new opportunities. And without the noise.



## PRODUCT

**RealConnex advanced technologies** translates the complex methods of professional real estate into an effective online marketplace - without compromising confidential and sensitive data. Its professional real estate - In a fraction of the time, at a fraction of the cost and in ways never possible before.

## RECENT NEWS

- Provisioning our 1031 capital / deal transaction platform to institutional clients
- Onboarded strategic industry partners, associations and their members,
- Awarded the Commercial Product of the Year 2017 by Miami Association of Realtors

## WHAT'S NEXT

- Transitioning from MVP to scalable platform; new technology base and a new user interface
- Launch our general market capital platform to the open market.
- Roll out a range of new tools for networking, to build reputation, Influence and reputation and to buy sell and lease.
- Provisioning our institutional 1031 capital / deal transaction platform
- An industry leading calendar of events will also be launched.

## 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



**CEO**  
Roy Abrams

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**DIRECTOR OF  
BUSINESS  
DEVELOPMENT**  
Andreas Senie

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realconnex.com  
P: 917-793-9053



**DIRECTOR OF  
CLIENT SUCCESS**  
Patrick Wong

E: patrick@  
realconnex.com

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
October 22, 2010

**WEBSITE**  
[realcoreapps.com/](http://realcoreapps.com/)

**OFFICE LOCATIONS**  
Morrisville, North Carolina

**TWITTER**  
[@realcoreapps](https://twitter.com/realcoreapps)

**FACEBOOK**  
[https://www.facebook.com/  
RealcoreApplications/](https://www.facebook.com/RealcoreApplications/)

**LINKEDIN**  
[https://www.linkedin.com/  
company-beta/3121198/](https://www.linkedin.com/company-beta/3121198/)

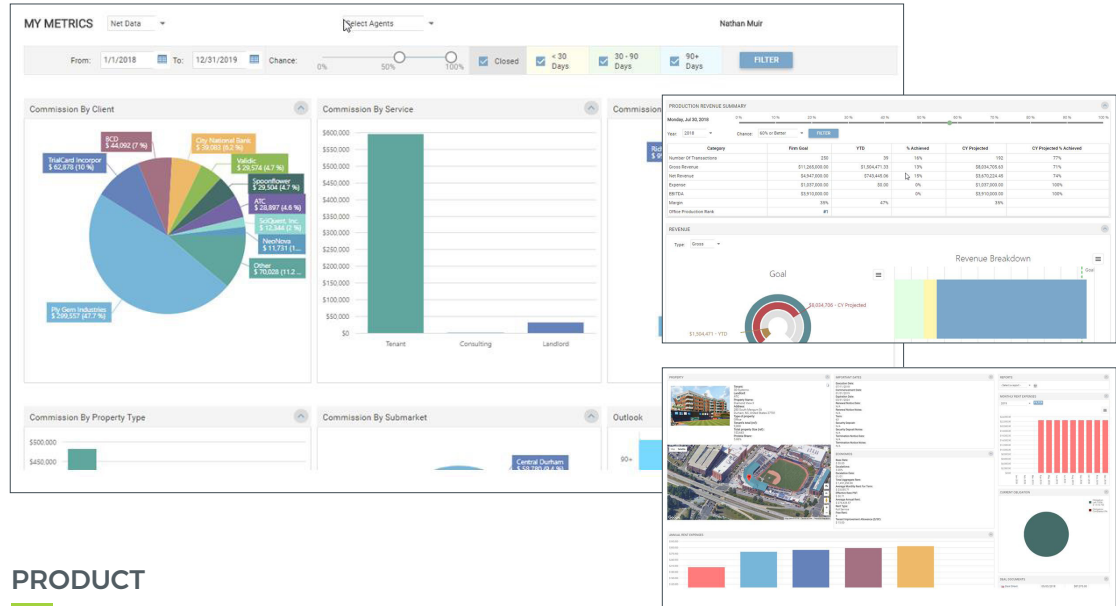
**PROMINENT CLIENTS**  
Cushman & Wakefield, NAI Latter & Blum, Stirling Properties, NAI Puget Sound Properties, Western Realty Advisors

**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.

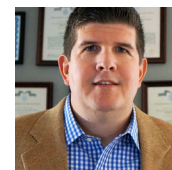
## TESTIMONIALS

"The Realcore teams deep understanding of how the brokerage industry works, sets them apart from the competition."

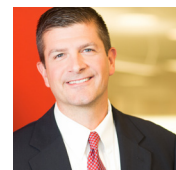
**Eric Termansen – Western Retail Advisors,  
President and Founding Partner**

"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**



**CEO &  
CO-FOUNDER**  
Dave Harris



**CO-FOUNDER**  
Rich Harris



**VP OF SALES &  
OPERATIONS**  
Heather T. Peoples

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E: [hpeoples@realcoreapps.com](mailto:hpeoples@realcoreapps.com)  
P: 919.297.2776



## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
December 2013

**WEBSITE**  
realmassive.com/

**OFFICE LOCATIONS**  
Austin, Texas

**TWITTER**  
@RealMassive

**FACEBOOK**  
<https://www.facebook.com/RealMassive/>

**LINKEDIN**  
<https://www.linkedin.com/realmassive/>

**MONEY RAISED**  
\$5 million in Series A

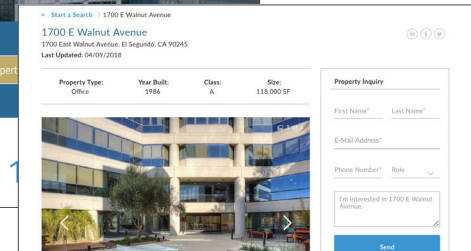
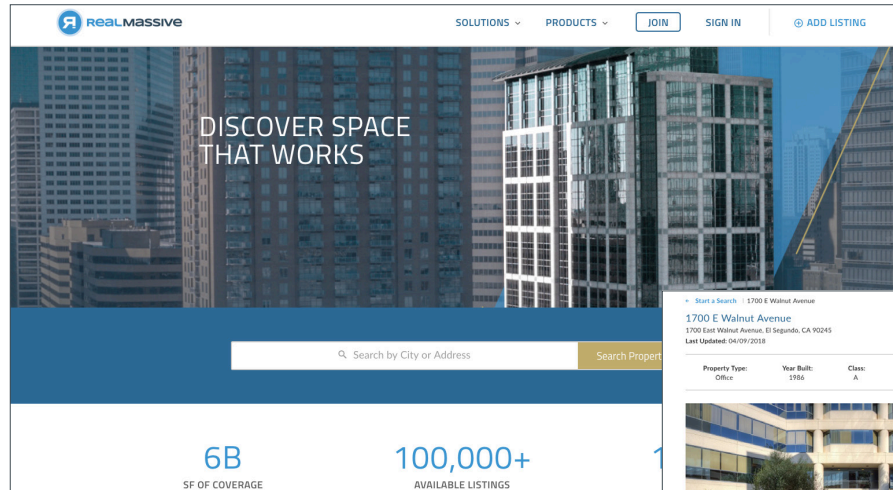
**PROMINENT CLIENTS**  
The world's largest brokerages including JLL, Colliers, CBRE, Cushman Wakefield and thousands more list their properties for free on RealMassive.com

### RELEVANT TYPES OF PROPERTY

- Office
- Retail
- Industrial
- Multifamily
- Other: CoWorking

## ABOUT

RealMassive is a FREE online commercial real estate marketplace and data provider, enabling the industry to discover and lease, sublease, or buy office, land, industrial or retail space. Leveraging innovative technology solutions, RealMassive is improving the way people discover commercial real estate and developing a standardized data set to generate market insights that power future deals.

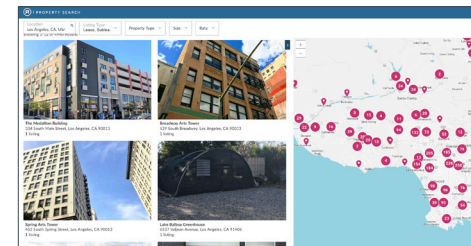


## PRODUCT

**Free List & Search Marketplace with over 6 Billion Square Feet of Coverage and over 125,000 Active listings nationwide**

**Real-Time Market Data Access to analyze up-to-date trends in markets across the country**

**Advertising Platform to maximize listing exposure and accelerate lead and deal flow**



## RECENT NEWS

- Deployed new website experience and marketplace design
- Expanded into 10 new markets, with an additional 22 planned by year end 2018
- Hired new executive team to rapidly scale and expand offerings

## WHAT'S NEXT

- Deploy innovative technology to ensure all listings are updated and accurate on a daily basis
- Enhanced data collection tools to reduce time to manage and add listings to minutes
- Addition of multifamily and coworking listings to the comprehensive marketplace and database

## WHO WE ARE



**CEO**  
Mike Clark



**VICE PRESIDENT,  
MARKETING**  
Kevin Green



**CTO**  
Brian Elkins



**VICE PRESIDENT,  
OPERATIONS**  
Zach Watkins



**VICE PRESIDENT,  
SALES**  
Mike Salas



## 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

## 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.



## 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 proactively 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 from 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



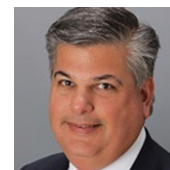
**CHAIRMAN**  
Mark Kingston

Twitter: @markkingston\_p  
E: mkingston@realnex.com  
P: 281-916-1238



**CEO**  
Jeff Finn

Twitter: @jeff\_finn  
E: jfynn@realnex.com  
P: 646-389-0950



**PRESIDENT & COO**  
Demetrios Louziotis

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



**EXECUTIVE VICE PRESIDENT**  
Pius Leung, CCIM

E: pleung@realnex.com  
P: 832-987-2220

## 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

### RELEVANT TYPES OF PROPERTY

- Office

## 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.



## PRODUCT

Sensor-as-a-Service aggregates occupancy and utilization data across portfolio to API

Workplace Performance Analytics and Visualization Workbook (actionable insights)

Touchdown – automatic seat assignment, availability display and policy management

## 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

## WHO WE ARE

CEO  
Andrew Millar

VP MARKETING  
& PRODUCT  
Brian Forbes

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
March 2015

**WEBSITE**  
retailmatch.io

**OFFICE LOCATIONS**  
Los Angeles, CA

**TWITTER**  
@RetailMatch

**FACEBOOK**  
<https://www.facebook.com/retailmatch/>

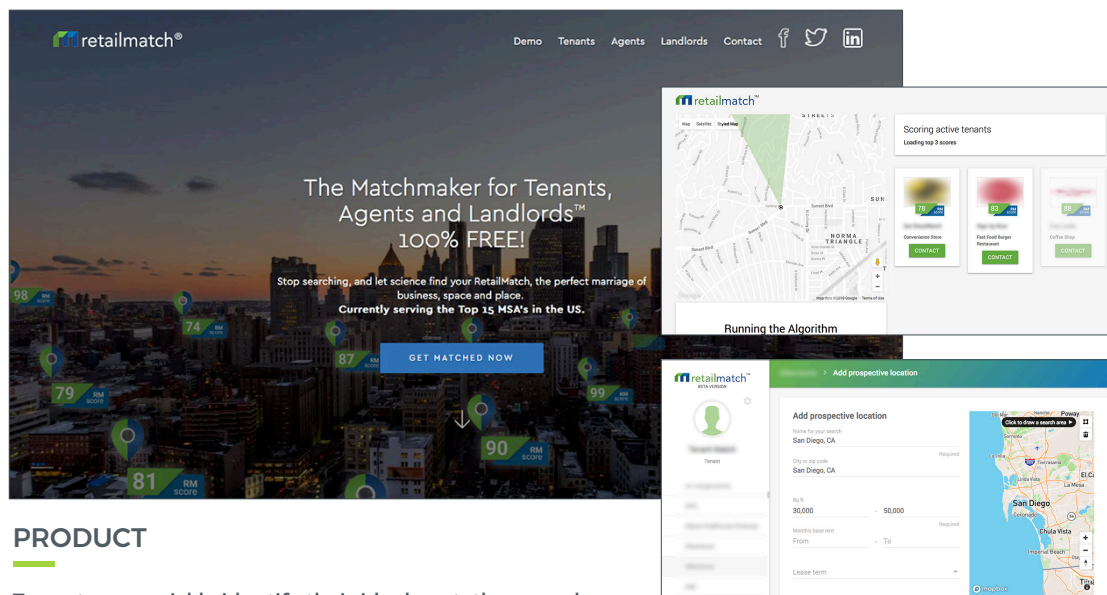
**LINKEDIN**  
<https://www.linkedin.com/company/retailmatch/>

**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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P: 310-385-2100

**CUSTOMER SUPPORT**  
Monique Gomez

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P: 310-385-2100

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
December 2007

**WEBSITE**  
rethinkcrm.com

**OFFICE LOCATIONS**  
Austin, TX

**FACEBOOK**  
[https://www.facebook.com/  
REthinkRealEstateCrm/](https://www.facebook.com/REthinkRealEstateCrm/)

**LINKEDIN**  
[https://www.linkedin.com/company/  
think-tech-labs/](https://www.linkedin.com/company/think-tech-labs/)

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

**RELEVANT TYPES OF PROPERTY**

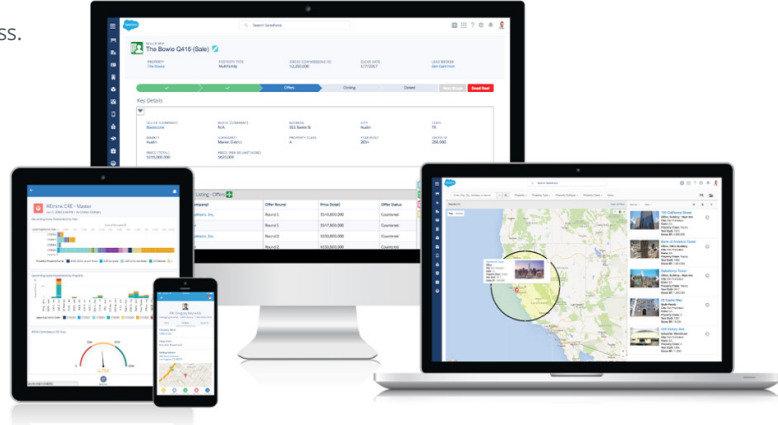
- Office
- Retail
- Industrial
- Multifamily

## 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

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P: 214-478-6223



**ACCOUNT  
EXECUTIVE**  
Emily Sanders

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**ACCOUNT  
EXECUTIVE**  
Steven Repka

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rethinkcrm.com  
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## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2014

**WEBSITE**  
starry.com

**OFFICE LOCATIONS**  
Boston  
Los Angeles  
Washington, DC  
New York

**TWITTER**  
@StarryInternet

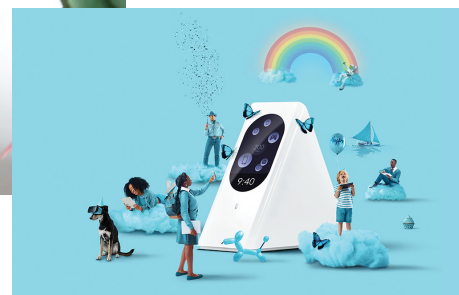
**LINKEDIN**  
[https://www.linkedin.com/  
company/starry-inc/](https://www.linkedin.com/company/starry-inc/)

**MONEY RAISED**  
\$163M, Series C

**RELEVANT TYPES OF PROPERTY**  
• Multifamily  
• Residential

## ABOUT

Starry is a super-advanced, next-generation internet service that uses millimeter wave technology to beam blazing-fast internet into the homes of our (very happy) customers. For property managers, setup involves zero cost and zero hassles. It's a simple, easy upgrade for any building—an exceptional new option for internet service that your residents will view as a new, added amenity. 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 available in Boston, Los Angeles, and DC, and will be expanding to other cities in the next year, including NYC.
- Starry recently completed their Series C funding round, bringing their total amount to \$163 million.

## WHAT'S NEXT

- Starry is focused on expanding their blazing-fast service in Boston, LA, DC, and making a big splash with their launch in NYC.

## 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



**VP, SALES**  
Katie Bickford

E: [katie@starry.com](mailto:katie@starry.com)



## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2015 / July 2016

**WEBSITE**  
valcre.com

**OFFICE LOCATIONS**  
Santa Monica, CA

**TWITTER:**  
@valcresoftware

**FACEBOOK**  
<https://www.facebook.com/valcresoftware>

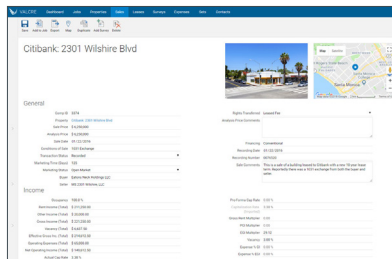
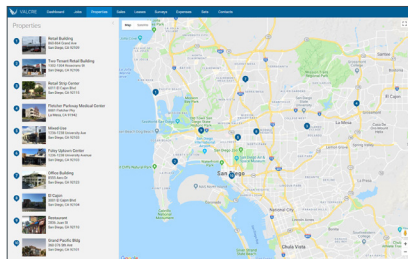
**LINKEDIN**  
<https://www.linkedin.com/company/valcre>

**RELEVANT TYPES OF PROPERTY**

- Office
- Retail
- Industrial
- Multifamily
- Other: Land

## 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.



## 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.

## 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



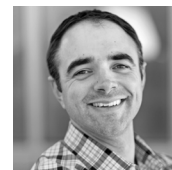
**CO-FOUNDER & CEO**  
Lucas Rotter

Twitter:  
@lucasrotter  
E: [lucas@valcre.com](mailto:lucas@valcre.com)  
P: (866) 888-5882



**CO-FOUNDER & CTO**  
Kris Owens

E: [kris@valcre.com](mailto:kris@valcre.com)



**CO-FOUNDER & BUSINESS DEVELOPMENT**  
Grant Norling, MAI

E: [grant@valcre.com](mailto:grant@valcre.com)



**CO-FOUNDER & BUSINESS DEVELOPMENT**  
Joe Creech, MAI

E: [joe@valcre.com](mailto:joe@valcre.com)

## PROFILE

### COMPANY FOUNDING/ LAUNCH DATE

January 2016

### WEBSITE

virtualapt.com

### OFFICE LOCATIONS

Brooklyn

### TWITTER

@VirtualAPT

### FACEBOOK

[https://www.facebook.com/  
VirtualAPT/](https://www.facebook.com/VirtualAPT/)

### LINKEDIN

[https://www.linkedin.com/company/  
virtualapt/](https://www.linkedin.com/company/virtualapt/)

### MONEY RAISED

\$1,750,000 Equity

### PROMINENT CLIENTS

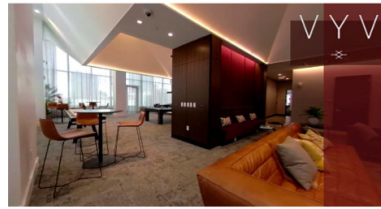
CBRE, Lee & Associates,  
Global Holdings

### RELEVANT TYPES OF PROPERTY

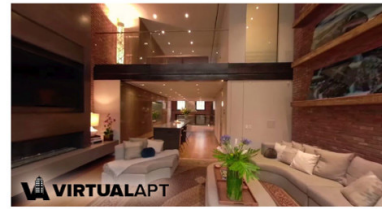
- Office
- Retail
- Industrial
- Multifamily

## 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.



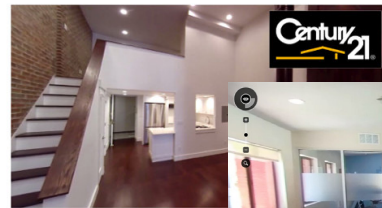
Residential BUILDING



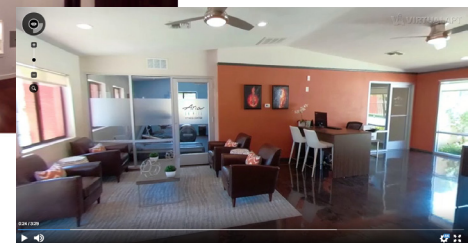
Luxury UNIT



Commercial BUILDING



Century 21



## PRODUCT

Embeddable, interactive 360° video experiences using customizable web player.

Online, guided walkthrough with a verbal presentation.

Quick and accurate floor plan CAD layouts and sqft calculations.

## RECENT NEWS

- Multiple partnership agreements including Ollie, Stonehenge, and Brooklyn Cyclones
- Increased capabilities of robot using voice control paired with person following

## WHAT'S NEXT

- VR3 robot development featuring both software and hardware improvements for mass production
- Automated 3D object placement within 360 video productions
- Hiring and growing across the US

## TESTIMONIALS

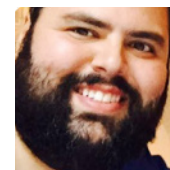
"I had a challenging sublease that was sitting stagnant on the market. Bringing VirtualAPT on board enabled me to garner extra interest by allowing qualified tenants and brokers to tour my space from the comfort of their own desks, leading to a signed sublease in three weeks."

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 Panziner  
Senior Vice President – Director of Leasing  
Global Holdings Management Group

## WHO WE ARE



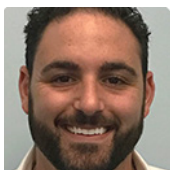
CEO  
Bryan Colin

E: BC@  
VirtualAPT.com



CHIEF  
ROBOTICS  
OFFICER  
Filippo Alimonda

E: Filippo@  
VirtualAPT.com



HEAD OF SALES  
& PARTNERSHIPS  
Zachary Levy

E: ZL@  
VirtualAPT.com





## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2013

**WEBSITE**  
[wiredscore.com](https://wiredscore.com)

**OFFICE LOCATIONS**  
New York City  
London  
Paris  
Berlin

**TWITTER**  
[@WiredScore](https://twitter.com/WiredScore)

**FACEBOOK**  
[https://www.facebook.com/  
WiredScore/](https://www.facebook.com/WiredScore/)

**LINKEDIN**  
[https://www.linkedin.com/company/  
wiredscore/](https://www.linkedin.com/company/wiredscore/)

**MONEY RAISED**  
Backed by lead investors Bessemer  
Venture Partners and Fifth Wall  
Ventures.

**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

- 1500 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, Toronto, Atlanta, and Chicago have been launched as the newest North American flagship cities for Wired Certification.
- In 2018, the global footprint of commercial real estate committed to achieving Wired Certification exceeded 400M sq ft of office space.

## WHAT'S NEXT

- Continued international expansion of Wired Certification including launching Dallas and Los Angeles as flagship markets.
- Delivering new products to our clients 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**  
Arie Barendrecht

Twitter:  
[@BarendrechtArie](https://twitter.com/BarendrechtArie)



**PRESIDENT &  
EMEA MD**  
William Newton

Twitter:  
[@wpnewton](https://twitter.com/wpnewton)



**DIRECTOR OF  
REVENUE**  
Ginevra Figg

E: [hello@  
wiredscore.com](mailto:hello@wiredscore.com)





# SERVICE PROVIDERS



## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
June 1, 2012

**WEBSITE**  
brandcast.com

**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 \$17.7M to date.  
Last funding type was Series A.

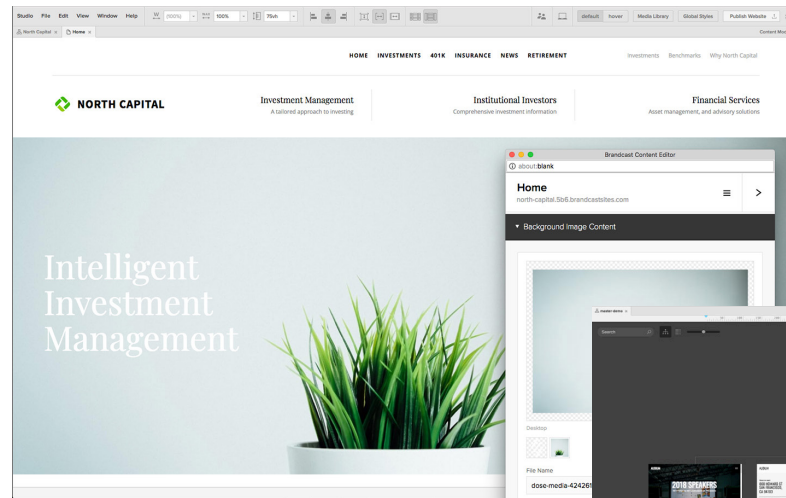
**PROMINENT CLIENTS**  
Colliers, Berkadia, Irvine Company,  
Equity One Realty, Tuscan Properties

**RELEVANT TYPES OF PROPERTY**

- Office
- Retail
- Industrial

## ABOUT

Brandcast is a software company leading the 'code-free' revolution for marketing and creative teams. The Brandcast Digital Experience Manager (DXM) provides complete control over every stage of the digital experience workflow — prototyping, design, and production — all without needing to write a line of code. The world's leading brands use Brandcast to increase their speed to market and streamline their workflow for digital experiences. Brandcast investors include Shasta Ventures, Buchanan Investments, and Marc Benioff.



## PRODUCT

Brandcast Digital Experience Manager (DXM) is a web-based tool to create custom websites without needing developers.

### RECENT NEWS

- Brandcast Team Edition: cross-functional teams can now easily collaborate on websites and launch their websites faster.
- Brandcast Content Manager: marketers can update their web content in real-time through an easy-to-use interface.
- Interactive Sales Collateral: New templates to help sales teams easily turn their presentations into custom websites

### WHAT'S NEXT

- Brandcast Integrations Hub: New integrations with the most important tools in your CRE tech stack.
- Easier collaboration for corporate marketing teams and satellite locations.

## TESTIMONIALS

"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  
TECHNOLOGY  
OFFICER**  
Ted Nyman



**CHIEF OPERATING  
OFFICER**  
David Kaplan



## PROFILE

COMPANY FOUNDING/  
LAUNCH DATE

X

WEBSITE

X

OFFICE LOCATIONS

X

TWITTER

X

FACEBOOK

X

LINKEDIN

X

MONEY RAISED

X

PROMINENT CLIENTS

X

RELEVANT TYPES OF PROPERTY

X

## 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 \$20 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](http://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](http://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



**PRESIDENT &  
COO**  
Dylan Taylor



**CHAIRMAN &  
CEO**  
Jay Hennick



## 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/](https://www.facebook.com/ConnectOneBank/)

### LINKEDIN

[https://www.linkedin.com/company/con-  
nectonebank/](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





## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
10/2016

**WEBSITE**  
[connectedREmag.com](http://connectedREmag.com)

**OFFICE LOCATIONS**  
Fairfield, NJ

**TWITTER**  
@ ConnectedREmag

**FACEBOOK**  
[https://www.facebook.com/  
connectedREmag](https://www.facebook.com/connectedREmag)

**LINKEDIN**  
[www.linkedin.com/company/connected-  
realestatemagazine/](http://www.linkedin.com/company/connected-realestatemagazine/)

**RELEVANT TYPES OF PROPERTY**

- Office
- Retail
- Industrial
- Multifamily

## ABOUT

Fifth Gen Media is a 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.

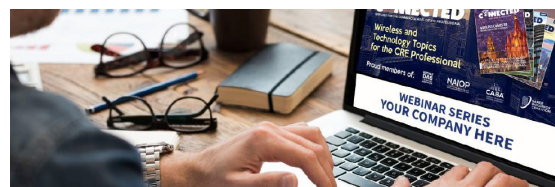


## PRODUCT

**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.
- Release of Connected Real Estate Magazine – Volume 2 Issue 3.
- Launch of new webinar series.

## WHAT'S NEXT

- Fifth Gen Media has just finished its summer edition of Connected Real Estate Magazine and will be starting the next publication.
- Company has five webinars planned for the fall.
- Working on a fundraising round for an expansion into new vertical markets.

## TESTIMONIALS

Working with them has been a positive for Whoop. You're doing a great job and we appreciate it.  
- CEO, Whoop Wireless

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**  
Rich Berliner

Twitter: @BerlinerRich  
E: richb@  
fifthgenmedia.com  
P: 973-244-5868 ext: 100



**VP OF OPERATIONS**  
Aaron Friedman

E: aaronf@fifthgenmedia.com  
P: 973-244-5868 ext: 101



## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
2016

**WEBSITE**  
[industrialsciencerenaissance.com](http://industrialsciencerenaissance.com)

**OFFICE LOCATIONS**  
Rancho Mirage, CA

**TWITTER**  
@IndSRConsulting

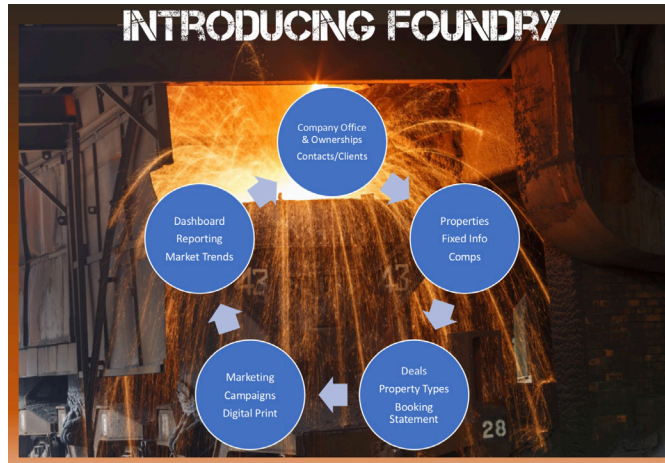
**LINKEDIN**  
<https://www.linkedin.com/company/indsr/>

**RELEVANT TYPES OF PROPERTY**

- Office
- Retail
- Industrial
- Multifamily
- Other: Capital Markets, REO

## 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.



## 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**  
Richard Peltz

Twitter:@rpeltz  
E: Rp@IndSR.com  
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

## 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, Commerce, Long Beach, El  
Segundo, Ontario, Irvine, Carlsbad & San  
Diego

Arizona: Phoenix  
Nevada: Reno

**TWITTER**  
@KidderMathews

**FACEBOOK**  
[https://www.facebook.com/  
kiddermathews/](https://www.facebook.com/kiddermathews/)

**LINKEDIN**  
[https://www.linkedin.com/company/  
kidder-mathews](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 700 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](http://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@kiddermathews.com](mailto:jlyon@kiddermathews.com)  
P: 206.296.9600



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

E: [bframe@kiddermathews.com](mailto:bframe@kiddermathews.com)  
P: 206.296.9600



**EXECUTIVE  
VICE PRESIDENT,  
BROKERAGE**  
Brian Hatcher

E: [bhatcher@kiddermathews.com](mailto:bhatcher@kiddermathews.com)  
P: 206.296.9600



Accounting  
Tax | Advisory

## PROFILE

**COMPANY FOUNDING/  
LAUNCH DATE**  
1956

**WEBSITE**  
saxllp.com

**OFFICE LOCATIONS**  
Clifton, New Jersey  
New York, New York  
Pennington, New Jersey

**TWITTER:**  
@saxllp

**FACEBOOK**  
www.facebook.com/SaxLLP

**LINKEDIN**  
www.linkedin.com/company/sax-llp

**TARGET CLIENTS**  
Developer  
Energy Sustainability Specialist  
Lender  
Materials Manufacturer or Distributor  
Owner  
Service Provider  
- Construction/Project Manager  
- Software

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

**DEVICES**  
Phone iOS  
Phone Android  
Desktop/Laptop

## 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**



Accounting  
Tax | Advisory

## WHO WE ARE



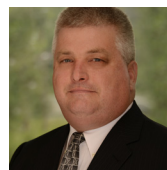
**MANAGING  
PARTNER**  
Joseph A. Damiano,  
CPA

E: jdamiano@  
saxllp.com  
P: 973-472-6250



**PARTNER-IN-  
CHARGE,  
CONSTRUCTION**  
Ermal Luzaj,  
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**PARTNER-IN-  
CHARGE,  
REAL ESTATE**  
Joseph Shannon,  
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**DIRECTOR OF  
BUSINESS  
DEVELOPMENT**  
John Murphy

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saxllp.com  
P: 973-472-6250

