BuildingEngines

Guide

5-Minute Guide to Maximizing Asset Revenue with Space Management

Key Benefits of Space Management:

- Increase NOI by maximizing RSF.
- Minimize risk by seeing when leases are expiring.
- Minimize deal times with up-to-date floor plans so you can respond to interested prospects faster.
- Improve your team's productivity by having a centralized solution that hosts all floorplans and saves money in the process.
- Incorporate spatial into building operations to expediate workflows.

Introduction

In order to manage your buildings efficiently and get more value out of your spaces, property managers need full, real-time visibility into every square foot of their buildings.

This is almost impossible to achieve using manual, pen-and-paper space management processes. Instead, you need a building operations software with space management capabilities that bridge building operations and spatial datal. This maximizes your team's efficiency and provides the benefit of centralized leasing and floor plan data in one location.

With the right platform, your leasing and engineering teams will have a collaboration tool that's always up to date with the latest composition of your building floor spaces. You can also expedite workorders with better visibility in the floorplan to deliver faster results to tenants, an important step towards winning their loyalty.

Equipment and other assets in the building can be mapped easily into floor plans with modern platforms that markup and annotations between managers and engineers and vendors, making collaboration simple.

By improving your space management, you can keep tenant occupancy rates high and capture all untapped revenue, both of which put your team on the road to a better NOI.

Use Space Management to attract and retain tenants

In light of the COVID-19 pandemic, many CRE tenants are reevaluating their need for physical office spaces, and it's important that property teams evolve accordingly. This means putting the tenant experience first, and using tools that alleviate tenant concerns about occupying your spaces.

With the right space management solution, property teams have all tenant-level data in one place and can respond to tenant questions (about lease terms, monthly rents, health and safety protocols etc.) faster.

For existing occupants requesting alterations to their current layouts, teams can use stacking and interactive floorplans to generate what-if configurations in hours. This cuts down weeks spent waiting on architects who prioritize new projects over reconfigurations and shows your tenants that they are a priority.

To attract new tenants, your team can give tours to prospects without the risk of in person walk-throughs using virtual floorplan visualizations of spaces. With this technology, tenants can understand the building layout, as well as the layout of their specific space. Brokers can also use contract management features within space management solutions to ensure that leases are finalized efficiently and keep their deals moving along.

Functionality like this helps to keep your property competitive and your occupancy rates high in any commercial real estate climate.

Six steps to improve space management

Are you ready to use space management to gain better visibility into your spaces and maximize revenue? Follow these six steps to improve space management across your portfolio:

1. Remeasure your spaces to maximize RSF
2. Stay up to date on tenant occupancy
3. Shorten time to lease
4. Store all data in one place
5. Implement a cloud-based solution
6. Unite all users on one platform

Remeasure your spaces to maximize RSF

Did you know that inaccurate building measurements might be costing you millions of dollars in missed revenue per year?

Given the challenges of the current CRE climate, accurate building measurements are more important than ever. By using the latest measurement standards you have an opportunity to maximize the rental square footage calculations and potentially increase revenue.

In the past, remeasurement was a highly manual process, and couldn't be done without architectural firms who prioritize new construction projects over remeasurements. Now, space management software makes it easy to recalculate your building with the latest measurement standard, without waiting on architects to do the job.

Recalculate your portfolio to the latest BOMA and REBNY measurement standards and update loss factor to maximize RSF. This ensures that you're getting the most value out of tenant leases and helps to increase your NOI.

Comparing Methods of Measurement

Inaccurate building measurements are common in the CRE industry and cost property teams millions of dollars in lost revenue each year. Make sure you're up-to-date on the different methods of measurement for office properties, chiefly BOMA and REBNY.

Read the Methods of Measurement Whitepaper

Stay up to date on tenant occupancy

To keep track of your portfolio's performance, you need a clear picture of your occupancy rates at any given moment. With the right space management platform, you can mitigate vacancies by visualizing when your leases are expiring using dynamic stacking views. Property managers can also segment rent roll information by tenant, building or floor to plan ahead for tenant turnover.

With notice that a lease is expiring soon, your team can reach out to tenants proactively to see what they need from you to extend their leases, whether it be more or less space, certain amenities, etc. If tenants will not be renewing their leases, you can plan your marketing strategy that much sooner.

In the world of modern building operations, integration is key. Much of your tenant rent and leasing data comes from 3rd party accounting systems. Choose a space management solution that can integrate closely with accounting solutions to make it possible to keep track of your portfolio's performance easily.

Through building remeasurement, our client the Feil Organization was able to uncover an additional 90K SF of rentable space, leading to additional $11.7M in added revenue over a 5-year lease term.

Reduce deal time on leases

The typical workflow for leasing teams to get any spatial questions answered for prospective tenants requires an architectural firm. These firms can take weeks to revise plans and respond to interested parties. By this time, the prospect could have moved on to another property.

How can you cut architects out of the equation? Shorten lease deal time with space management solutions that provides easy access to up-to-date floor plans. Keep all marketable floor plans in one centralized location and eliminate time spent waiting on architects for good. You can also power your leasing engine with centralized floorplans that enable scenario drawings that are automatically in-sync with marketing plan books.

"Nothing about the workplace will be the same in the wake of the pandemic. Fortunately, commercial real estate technology can now make the next normal safer, more efficient and much more cost effective. With the right technology on their side, companies can convert a business need into physical space all in a virtual meeting."

— JLL

Store all data in one place

If you're still using manual space management processes, chances are you spend too much time rifling through file cabinets or searching through emails for the information you need. This slows your team down, leaves tenants waiting for responses, and can drive up your operating expenses unnecessarily.

Rather than manually creating a central file location, find a modern space management solution that keeps all data in one centralized hub. This gives you the data "big picture" you need to identify portfolio performance issues and address them proactively.

"The goal of space optimization is no longer about cramming as many desks as possible into a space to reduce property costs. As worker mobility increases, as many as 60 percent (or more) of those desks sit empty in the traditional office space. Space optimization, and the CRE tech needed to support it, is now focused on creating dynamic spaces that meet the needs of the modern workforce..."

— Ian Morley, Serraview

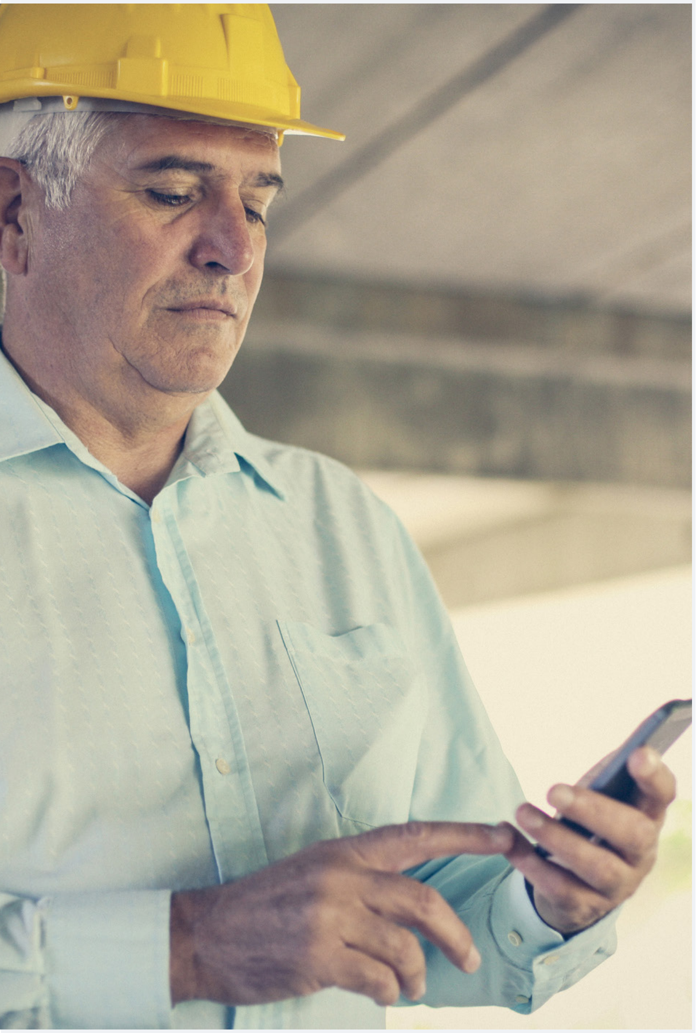
Implement a cloud-based solution

The COVID-19 pandemic and the shift to remote work taught us that many traditional CRE workflows are outdated. To stay competitive in the new world of work, your team needs access to core resources from anywhere, without relying on an onsite desktop computer.

By implementing a cloud-based solution, your team can stay on the same page, even when working from different locations.

Your team won't waste time searching for the most up to date view of plans, and files will update automatically and sync when plans change. Having one single source of truth means that no team members will waste time working from different versions of plans.

Cloud-based solutions are now needed to keep teams productive, cut down on miscommunications, and put the entire team in a position to maximize revenue. And, your team can work through disruptions like COVID-19, without missing a beat.



Unite all users on one platform

The right space management platform will be multiview capable, so that every member of your team can see and act on the information that's relevant to them.

Property Managers: Can view floor plans, stacking plans and rent rolls to gain full visibility into their spaces. They can update their loss factor and maximize rentable square feet (RSF) by recalculating their portfolios to the latest measurement standards.

Leasing Brokers: Can offer virtual space reconfigurations quickly than is possible with physical plans, and can access dynamic stacking plans, up-to-date marketing plans, and interactive floorplans to help drive leasing strategy.

Engineers: Can access floor plans remotely via their mobile devices. This cuts down the time they spend waiting on architects.

Owners and Asset Managers: Can access all data needed to evaluate building performance, evaluate if leasing potential has been met and make informed decisions faster, all from one secure location.

[Watch the Prism Space Management Video]

Space Management is more important now than ever before

The year 2020 has been difficult for the CRE industry, and effective space management is important than ever before. Your ability to work with tenants proactively to meet their space needs might be the difference between keeping or losing a tenant.

But you can't do it alone. Find a space management platform that comes with functionality that differentiates your property and supports your team's efforts. The right space management software makes it easy to create virtual test fits of new office layouts that adhere to social distancing guidelines to show tenants the possibilities. Reconfiguring tenant spaces to allow for more or less space will put you on track to ensure tenant loyalty.

You can also use stacking charts to see if there are any spaces next to a tenant's office into which they can expand if they need more space to follow guidelines. Tenants might now require larger spaces to use for team meetings and gatherings, and property teams can use stacking diagrams to determine which spaces to offer up for this new purpose.

Ready to get started?

Learn how Prism Space Management can help you capture more value out of your spaces.

[Request a demo.]

Conclusion

Prism Space Management gives property teams the tools they need to manage market and lease their spaces more efficiently. By staying on top of changes within buildings, asset owners can maximize asset value and NOI fast.

Harnessing Prism Space Management, property owners and operators can be confident that their buildings are always measured to the latest standards, leaving no revenue sources untapped. And with a cloud-spaced solution, all core resources are kept in one central hub. This makes property teams more productive and ensures work continuity in the face of disruptions like COVID-19.

About Building Engines

For over 15 years, Building Engines has delivered on its mission to help customers improve NOI, increase revenue, reduce operating expenses and deliver greater tenant satisfaction. Building Engines is trusted by hundreds of commercial real estate organizations who manage billions of square feet. With our latest release, Prism, Building Engines is reaching a new level of building operations innovation. Prism comes equipped to help you exceed today's goals while preparing you and your team to meet the challenges of tomorrow.

Exceptional Building Operations. Extraordinary Business Outcomes.

BuildingEngines

ADDRESS

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