Trimble

Global Software for Store Lifecycle Management

SOLUTION eGUIDE

Global Software for Store Lifecycle Management

As a specialist in the real estate industry, Trimble offers flexible, feature-rich technology solutions that help streamline communication and collaboration throughout the entire retail real estate management lifecycle.

We recognize that, in today's fiercely competitive retail environment, it is more important than ever for you to have instant access to accurate and up-to-date information about all aspects of your store portfolio. And we understand that you may need to move quickly to exploit new site opportunities—or identify and dispose of underperforming stores that are holding you back.

With Trimble, you can manage the complete lifecycle of retail real estate from initial location decision making; through carrying out lease negotiations and new store design; to managing live leases and processing maintenance; and on to analysis of performance, benchmarking and use of this intelligence in improving future planning and decision making.

Trimble's software is FASB/IASB/AASB ready and has been expertly designed to help you meet the new ASC 842, IFRS 16 & AASB 16 lease accounting regulations. Our leading SaaS delivery service provides clients with an affordable and secure way to access our world-leading technologies and extensive industry expertise in the cloud. And our ISO 27001 certification highlights Trimble's emphasis on enhanced security practices.

Whether you are looking to manage a national portfolio or a global portfolio of stores, Trimble increases the performance of property assets while decreasing the costs and time it takes to plan, acquire, construct, manage and optimize the portfolio of consumer oriented real estate.

START THE JOURNEY

PLAN

Store Lifecycle Management

Set strategy with benchmarks and other targets

PLAN
ANALYZE
EXECUTE
DELIVER
MAINTAIN
MANAGE
REVIEW
OPTIMIZE

Whether you are developing your real estate portfolio strategy at a local, regional, national or global level, Trimble's advanced technology can provide the real-time data gathering, processing and analysis required to enable you to take a more systematic and analytical approach to planning across multiple locations.

Trimble's Manhattan can help you identify potential sites for new stores based on the benchmarks, key performance indicators (KPIs) and other targets that you want to set for your business.

Trimble recognizes the importance of being able to move swiftly to avoid missing out on excellent site opportunities. That's why our feature-rich solution provides easy-to-use analytical capabilities that can help you to quickly assess market conditions, compare forecasted store performance and profitability—and then make informed decisions. Trimble's Manhattan solution can combine locational and market data with financial information for more detailed analysis of the options available. In addition, we provide multi-layered, map-based reporting which allows your geographic, demographic, environmental and financial data to be displayed on the same map. This advanced mapping calls for the management of highly complex networks of data that are inter-related—but not hierarchically attached.

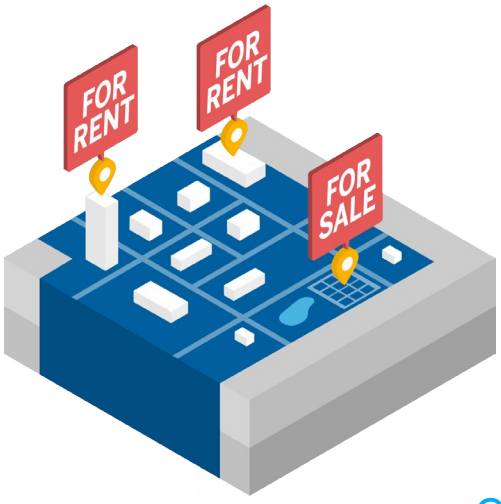
When brought together, though, this broad data set can help you to make faster, more informed and more reliable decisions—and help you to mitigate many of the risks associated with major capital expenditures for new sites.

Trimble Products

Manhattan

- Document Mgmt Module
- Transaction Mgmt Module
- Financial Mgmt Module

NEXT STAGE: ANALYZE



ANALYZE

Store Lifecycle Management

Compare sites, produce store evaluation packs & manage approvals

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When you have selected potential sites that fit your portfolio strategy, Trimble's Manhattan can support you at each stage of the crucial site analysis, evaluation and approval process—including enabling you to assess many different scenarios to help you identify the sites that best meet your requirements.

Manhattan's advanced, yet easy to use, analytics mean you can easily access detailed benchmarking, forecasting, comparative analysis and store cluster analysis to help identify whether there is a solid business case—and durable store profitability—for any of the shortlisted sites.

In addition, Manhattan was designed and built with financial management and financial accounting at its core. This means we can also help you with store profit and loss analysis through scenario analysis for revenue and rent setup, as well as conducting investment budget and ROI calculations.

Our fully integrated solution enables you to standardize processes to ensure that all data for each site is collected, recorded, processed and analyzed in the same way—within a single system— in order to deliver more accurate analyses. The potential benefits of each location can then be 'score-carded' so that the best sites begin to stand out as the analyses become more and more refined.

Using Manhattan's Transaction Management in conjunction with the system-wide document management & reporting, Manhattan can support the store selection & site approval process through various stages & levels of approval whilst also capturing and storing all related documentation. Items such as the store evaluation pack (or other similar concepts) can be processed for approval, with signed off copies being stored against the records for future reference. Benchmarks & KPIs from the evaluation packs can be recorded against the new store record for future benchmarking of actual performance back against the plan/expectation of the new site.

Trimble Products

Manhattan

- Document Mgmt Module
- Transaction Mgmt Module
- Financial Mgmt Module

NEXT STAGE: EXECUTE

EXECUTE

Store Lifecycle Management

Support detailed lease negotiations and agree contracts

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Trimble can support your decision-making when you are ready to start detailed negotiations on leases for the sites you have shortlisted.

As a holistic solution, Trimble's Manhattan allows centralized control of lease analysis in a single system. This means all analytical and authorization processes take place within the system itself—and the lease data for each site is securely stored in the cloud.

Furthermore, Manhattan's robust workflow engine ensures that standardized processes are followed throughout. This automatically guarantees that all lease information is collected, recorded, processed and analyzed in exactly the same way so that true and accurate comparisons can be drawn between the different leases on offer.

Because the new FASB/IASB/AASB lease accounting standards can have a significant impact on your company's financial metrics—including the balance sheet and income statement—Manhattan can also support your decision-making by assisting with forecasting the likely impact of the rules on each new lease.

Some retail groups are now looking to minimize the impact of the new FASB/IASB/AASB leasing model by negotiating shorter leases, or seeking leases with additional break options. If you're planning to take this approach, Manhattan will be able to help you cope with the extra turnover of leases—and the larger volume of lease transactions and comparative analyses—which will be necessary as a result.

Trimble Products

Manhattan

- Document Mgmt Module
- Transaction Mgmt Module
- Financial Mgmt Module
- Lease Mgmt Module

NEXT STAGE: DELIVER

DELIVER

Store Lifecycle Management

Enhance store design and manage fit-out projects

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As you successfully negotiate the lease on your new site, Trimble's Manhattan Project Management module can support you through all aspects of store design and fit-out. Manhattan Project Management is integrated with Manhattan's Workflow, Financial, Space, and FM modules. This means all your project information can be held in a single system.

Manhattan has the capability to handle a wide range of project tasks—including time planning and milestones, budget allocation and monitoring, checklists, project status and dashboards, change order handling, and more.

Project and Design teams can use Trimble's 3D scanning & modelling services and Trimble SketchUp's collaborative 2D and 3D design tools for the design, rendering and visualization of new stores and refurbishments. Trimble can also take the management of your design and fit-out project to a new level through 3D Building Information Modelling (BIM) and Augmented Reality.

The project management system can be integrated with cloud-based Trimble Connect which allows users to view, share, access and collaborate on project information from anywhere, at any time. This seamless link means your design and fit-out team will be able to view the entire store layout as a 3D BIM environment, including the mechanical, electrical and plumbing layout of the store.

And there's more. Through SketchUp Viewer for Microsoft HoloLens, design teams can see how the proposed store layout could look before the project has been completed. Mixed-reality technology allows your designers to 'walk' around inside the store like a customer—and experience the ambience that you want your future customers to feel when they enter the store.

Trimble can also help you to meet vital compliance issues at each stage in the project—such as making sure that compliance documents concerning health and safety, fire regulations and public liability are all signed off and in place as you move through the project pipeline towards the opening of the store.

Trimble Products

Manhattan

- Document Mgmt Module
- Financial Mgmt Module
- Lease Mgmt Module
- Project Mgmt Module

3D Scanning & Modelling

SketchUp Pro

- SketchUp Viewer for HoloLens

Tekla

Connect

NEXT STAGE: MAINTAIN

MAINTAIN

Store Lifecycle Management

Support planned/preventative/ reactive maintenance

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Now you are up and running with the new store, Trimble can provide powerful support for your cyclical maintenance and asset management strategy.

Manhattan Facility Management is integrated with Manhattan's Workflow and Asset Management modules. This means all your maintenance and asset information can be held and managed in a single, holistic system.

Manhattan has the capability to gather accurate intelligence and help you boost operational efficiency, minimize operational expenses and streamline processes. It can capture, monitor, process and analyze all of the accurate, real-time maintenance data that you need to determine which assets should be maintained or replaced.

In addition, Manhattan allows you to work the way you want to work because its report writers, dashboards and grids are all configurable.

Manhattan Facility Management has proven capabilities for asset management and real estate capital planning, It can also support all building and maintenance operations—including creating and following up on work orders and cost control management.

When it comes to sustainability management, Trimble provides an effective solution for the entire lifecycle of a store. As well as tracking and monitoring building performance and energy consumption, Trimble also provides functionality that can help you determine exactly how efficient a store is.

Maintenance systems need to have mobile capabilities to maximize efficiency and productivity. Manhattan allows staff to perform facility management work on their mobile devices. Our mobile apps allow this work to be done quickly, efficiently and easily while on the move, using intuitive screens and common navigation touch points. While apps for augmented reality devices such as Google Tango and Microsoft HoloLens enable maintenance teams to complete work, document their time and close out work orders quickly without struggling with paper or traditional electronic databases.

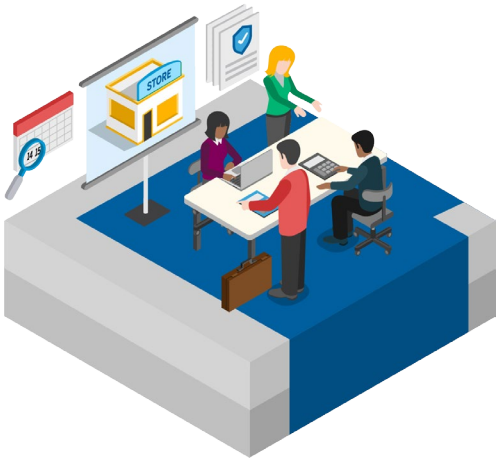
Trimble Products

Manhattan

- Document Mgmt Module
- Financial Mgmt Module
- Project Mgmt Module
- Facility Mgmt Module
- Sustainability Module
- Mobile
- Operations for Mixed-Reality

Connect

NEXT STAGE: MANAGE



MANAGE

Store Lifecycle Management

Handle live lease management & comply with new FASB/IASB/AASB standards

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Trimble Products

Manhattan

- Document Mgmt Module
- Financial Mgmt Module
- Lease Mgmt Module
- Project Mgmt Module
- Compliance Mgmt Module
- Reporting Module

Trimble can handle all your day to day lease administration requirements—including compliance with lease accounting regulations and efficient management of critical dates (such as options, extensions, expirations, insurance and contractual rent steps) via event-driven diary management.

Trimble's Manhattan is the only solution in the market that provides lease management, accounting and compliance in a single system—and its high level of automation can save time, effort and money by reducing manual intervention.

The system includes a dashboard platform that is, in effect, a set of configurable navigational and reporting tools. This innovative approach helps users to keep on top of lease obligations and financial commitments and encourages them to act on any leases that need attention (making sure you don't miss a break option on an underperforming store, for example!).

Manhattan document management enables you to create and store all lease administration documents as well as photographs, CAD plans and contracts—thus ensuring you have a complete history of the store in one place. All documents are categorized and segmented and then stored in the cloud to ensure a high level of security.

While Manhattan has tools that enable you to produce formal formatted reports, we also recognize that your accounting and real estate teams may often need to react quickly to questions about a particular lease. Manhattan can help with this by providing an ad hoc reporting tool in response to individual queries. Manhattan's online reports can even be configured to interpret data for you—making navigation fast and easy.

When it comes to regulatory compliance, Manhattan is FASB/IASB/AASB ready and has been expertly designed to help you meet ASC 842, IFRS 16 & AASB 16 regulations. Manhattan also provides out-of-the-box ERP integration functionality to accurately map and transmit GL data to all major platforms with minimal client specific configuration.

NEXT STAGE: REVIEW

REVIEW

Store Lifecycle Management

Monitor store performance & compare to benchmarks set in store evaluation pack

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As the new store generates more and more data — including details of actual footfall, turnover, rent payments and other real estate expenses - you'll need a reliable and accurate means of monitoring the store's performance, profit and loss and cannibalization, so that you can compare its actual performance against the benchmarks and forecasts made at the planning and site analysis stages.

Manhattan can provide support by tracking, capturing, processing and analyzing all of the key store performance data in real-time. Significantly, it enables all of the data to be processed at a granular level. And because Manhattan is a single system, the granularity is fully maintained at every stage—thus delivering greater accuracy when producing analyses and reports.

If the store's performance is below the benchmarks and KPIs set at the planning stage, some form of remedial action will be necessary. Manhattan can help you here too. The system's proven ability to produce accurate analyses and reports will enable you to quickly identify ways to boost the store's operational efficiency and minimize costs.

Trimble Products

Manhattan

- Document Mgmt Module
- Financial Mgmt Module
- Lease Mgmt Module
- Reporting Module

NEXT STAGE: OPTIMIZE

OPTIMIZE

Store Lifecycle Management

Extract & analyze data for adjustments, improvements or replication of strategy

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At the optimization stage, you will need to be able to generate an accurate picture of how well the store is doing. If you find the store's performance is below the targets and KPIs set at the planning stage, you'll want to identify the exact reasons for this poor performance so you can quickly take the best course of remedial action.

Trimble's Manhattan solution provides applications for data access, reporting and analytics that enable you to effectively measure, manage and optimize real-time performance data in order to achieve the best possible operational efficiencies and financial benefits. This includes monitoring utility consumption and maintenance costs to identify opportunities to reduce property-related expenditures.

The system also has the capability to maintain up-to-date store layout data and track and analyze the effects of layout changes. Manhattan has developed an advanced, integrated space management tool that makes it easier and quicker for you to manage a floorplan, make changes or re-allocate space.

Trimble's innovative technology can substantially increase the level of accuracy through the automated capture of key data. By being able to bring accurate and up-to-date store performance data and other information together in a single, integrated system, Trimble's Manhattan makes it easy for you to extract and analyze vital data to achieve a deeper understanding of the challenges you face.

Trimble Products

Manhattan

- Document Mgmt Module
- Financial Mgmt Module
- Lease Mgmt Module
- Reporting Module
- Space Mgmt Module

TRIMBLE PRODUCTS

Product Overviews

Trimble provides the widest breadth of technology solutions for planning, designing, managing and optimizing global real estate portfolios. Examples include:

Trimble Manhattan

Industry proven real estate management system developed specifically for corporate occupiers, retailers and real estate investors. Trimble Manhattan is comprised of integrated modules that cover financials, transactions, leasing, accounting, IASB/ FASB compliance, projects, FM, space management, and sustainability. Comprehensive functionality is underpinned by unique system configuration, full workflow support and reporting capability that will enhance the effectiveness of your decision making and provide full visibility of the performance of your real estate portfolio.

Trimble 3D Scanning & Modelling Services

Trimble scanning and modelling services include laser scanning existing conditions as well as conducting a full registration of the point cloud, turning as-built data into a working 3D model. Using the point cloud to generate 3D solids, the service can then export these modelled components to your chosen 3D modelling environment for further detailing and refinement.

Trimble Connect

Trimble Connect enables collaboration for store design and construction projects. Accessible via Desktop, Mobile, or Web, Trimble Connect allows users to view, share, and access project information from anywhere, at anytime.

Trimble SketchUp Pro

The world's most popular modelling tool for exploring and presenting ideas in 3D. Retailers and shopping centre managers use Trimble's SketchUp Pro for new store and exterior/interior architecture designs.

Trimble SketchUp Viewer (for HoloLens)

Experience your new store designs and refurbishment projects by bringing your 3D models to life in mixed reality, and step into a powerful new way to explore, understand, and share your work.

Trimble Tekla

3D construction modelling software enables users to create and manage 3D structural models and guides them through the process from concept to fabrication. Models created with Tekla BIM software contain accurate, reliable and detailed information needed for successful Building Information Modelling and construction execution.

LEARN MORE

If you would like to learn more about Trimble's real estate management solutions, please visit **realestate.trimble.com** or contact our team on:

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