

DEALSUMM



CLIENT

Saglo Development Corporation (Saglo) is a Miami, FL – based privately-held commercial real-estate development business that specializes in the acquisition, renovation and active management of its' prime neighborhood and community shopping centers. Saglo is committed to the success of its retail partners; and is committed to making its properties a destination of choice for all consumers.



CHALLENGES

Before DealSumm, the leadership and management teams at Saglo did everything manually, and it involved endless self-prepared Excel spreadsheets.

While the Saglo teams were effective, they longed for greater efficiency in managing leases, and more visibility and accessibility to portfolio-wide (and property and tenant-specific) data to make the fastest and most informed decisions.



RESULT

"DealSumm's technology saves a lot of hours in the day to focus on other things. We drag-and-drop, and abstraction and indexing is done automatically. It saves hours each week, and makes it simple to search provisions, especially restriction clauses for each tenant" said Carlos Guzman, Vice President. "We also appreciate the excellent response time – typically 24 hours or less."



BENEFITS

After trialing the DealSumm platform, the execs and management team at Saglo decided to implement DealSumm as an integral part of operations.

Saglo's CEO and VP use DealSumm for decision-making and strategic planning for due diligence in transactions, while operations managers, property managers, and agents run reports for streamlined decisions in the field. Today, Saglo utilizes the DIY LeaseExpress to handle new amendments and transactions to keep the library of leases and abstracts up-to-date.

The entire Saglo team uses the cloud-based platform, including leasing teams, managers, and accountants – all finding value in DealSumm's diverse functionality and benefits:

- Intuitive searchability and power to see all leases at once.
- Click on the abstract and see all the critical deal terms of each lease.
- Instantly reference the original document to confirm provisions.
- Efficient drag-and-drop import, with fast notification of processing.
- One-step upload and all the abstracts are updated and current.
- The simplicity of editing and the ability to customize as you see fit.
- Keeps all team members on the same page – nobody misses or forgets anything.

