



CLIENT

Westwood Financial (WF) is an owner and operator of an extensive portfolio of grocery-anchored shopping centers located in major metropolitan markets across the US. The firm's mission is to provide investors and partners with stable, income-producing real estate investments.



BENEFITS

DealSumm was able to provide:

- Instant access to data to more people in the organization to get a quick answer in an abstract or lease.
- Intuitive nature of the platform and ability to search specific terms in an abstract.
- Point and click functionality within the abstract itself to bring up a provision in the original document.
- Increased efficiency when keeping abstracts up to date.
- Flexibility of the web-based portal, instant reporting technology, and fluid exporting technology to Excel, Word, and HTML.



CHALLENGES

As WF grew its portfolio it acquired thousands of leases with national tenants as well as small businesses. The quantity and complexity of the documents created a challenge in harnessing and gaining visibility into lease provisions.

WF wanted a global view of the portfolio to improve awareness of exposure regarding co-tenancy, termination rights, and other critical lease provisions. Drawing data from the existing ERP resulted in inefficiently generated lease abstracts. WF needed a lease data analysis and management partner that could work in unison with their ERP to provide stakeholders with enhanced access to actionable data.



RESULT

"I was emailing with a colleague who was simply trying to get original documents off the ERP – the accounting system. He was working on a deal and wanted to send some leases as part of due diligence. It was painstaking in ERP needing to repeatedly 'click and download.' With DealSumm, if there are 18 documents associated with one file, you can easily dump it into a zip file. You only have to click on 1 thing, rather than 18." Brett Johnston, VP of Operations