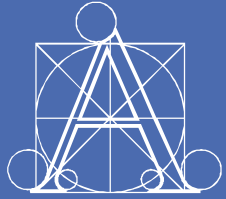


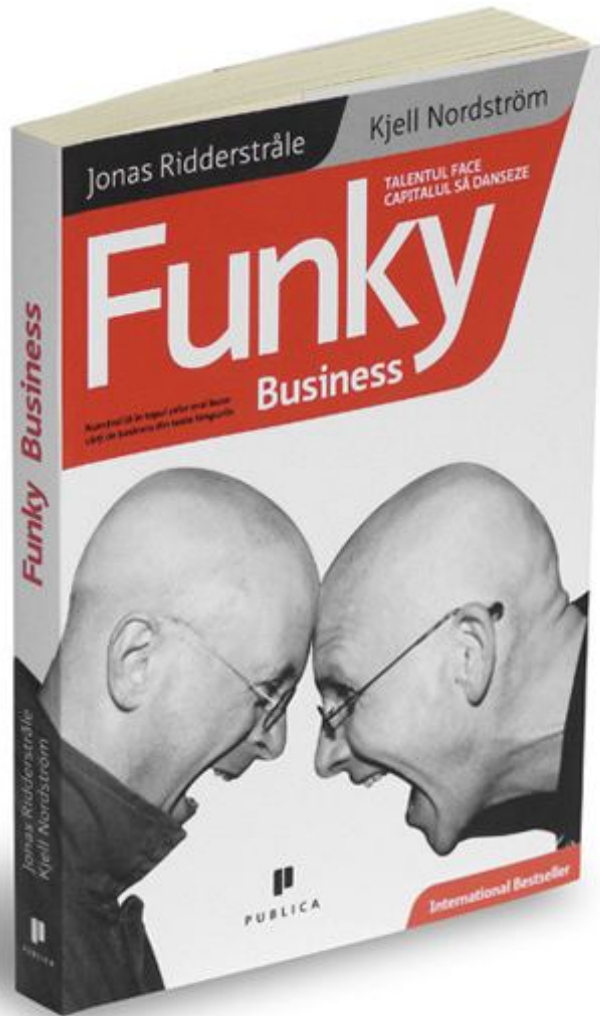


Sexy & Fit
a business wellness recipe by [ARCHIBUS Romania](#)

Anne Linek
ARCHIBUS Solution Center - ROMANIA



Sexy & Fit



Talent

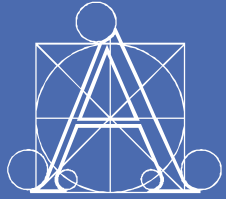
Technology

**right side
of change**

Sexy & Fit

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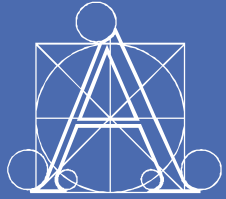


The retail paradigm has shifted

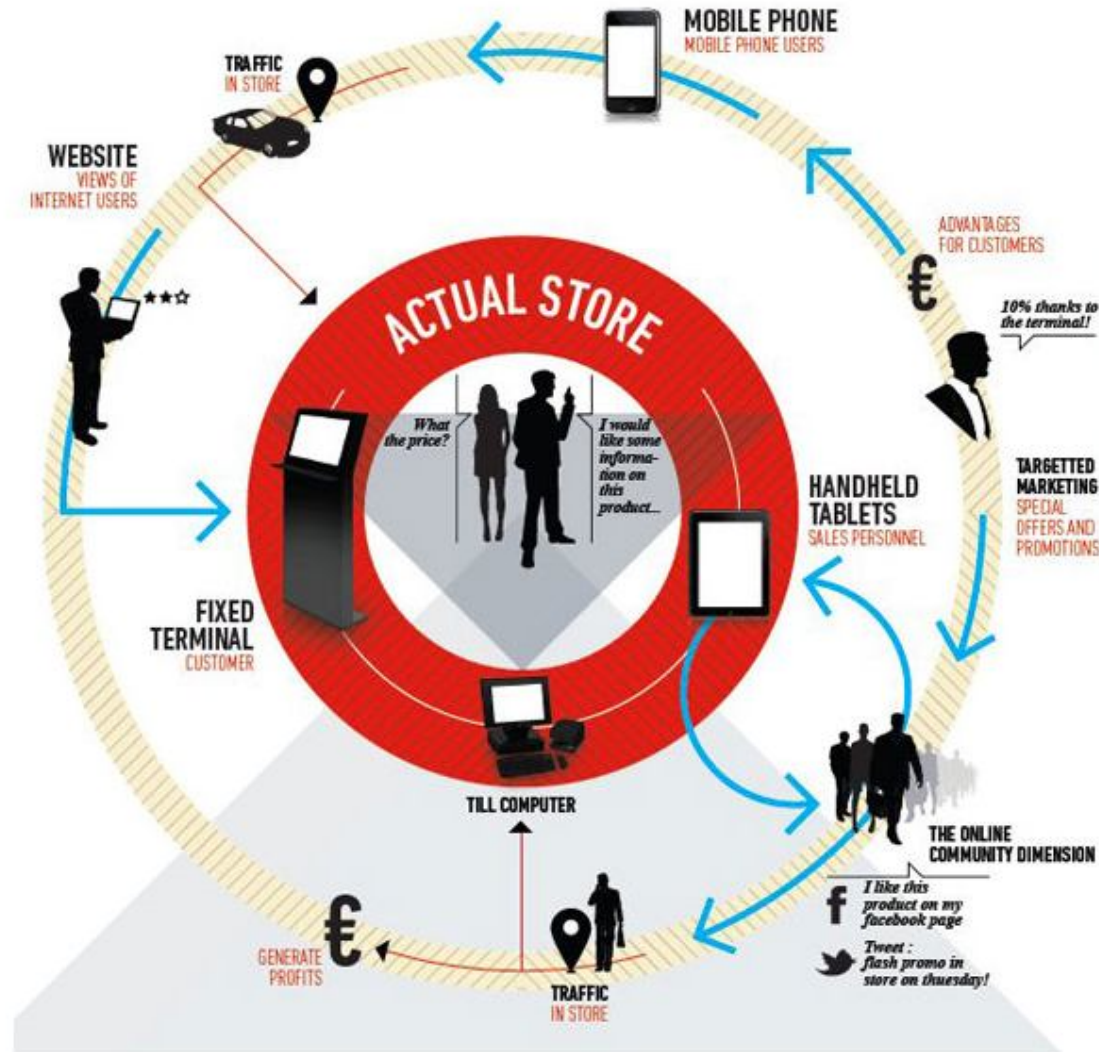


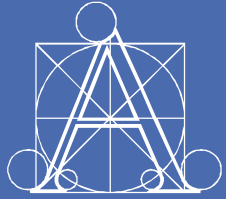
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Retail RE and Operations should follow the change





Delivering a connected customer experience

New talent strategies

Position your talent as brand ambassadors
Equip them with smartphones & train them to be technology savvy
Empower them to use social media to connect with customers

Change the physical space

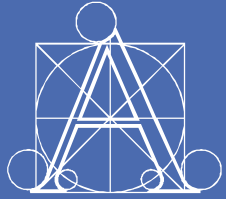
Evolve the physical space as a primary point of brand contact to one of many points of contact
Embrace the virtual environment as a connection point to your brand from anywhere & any time
Transform the physical space to a compelling customer experience instead of a place to transact
Evaluate your real estate strategy as the need for large physical spaces may be minimized by the influence of virtual

Emerging solutions

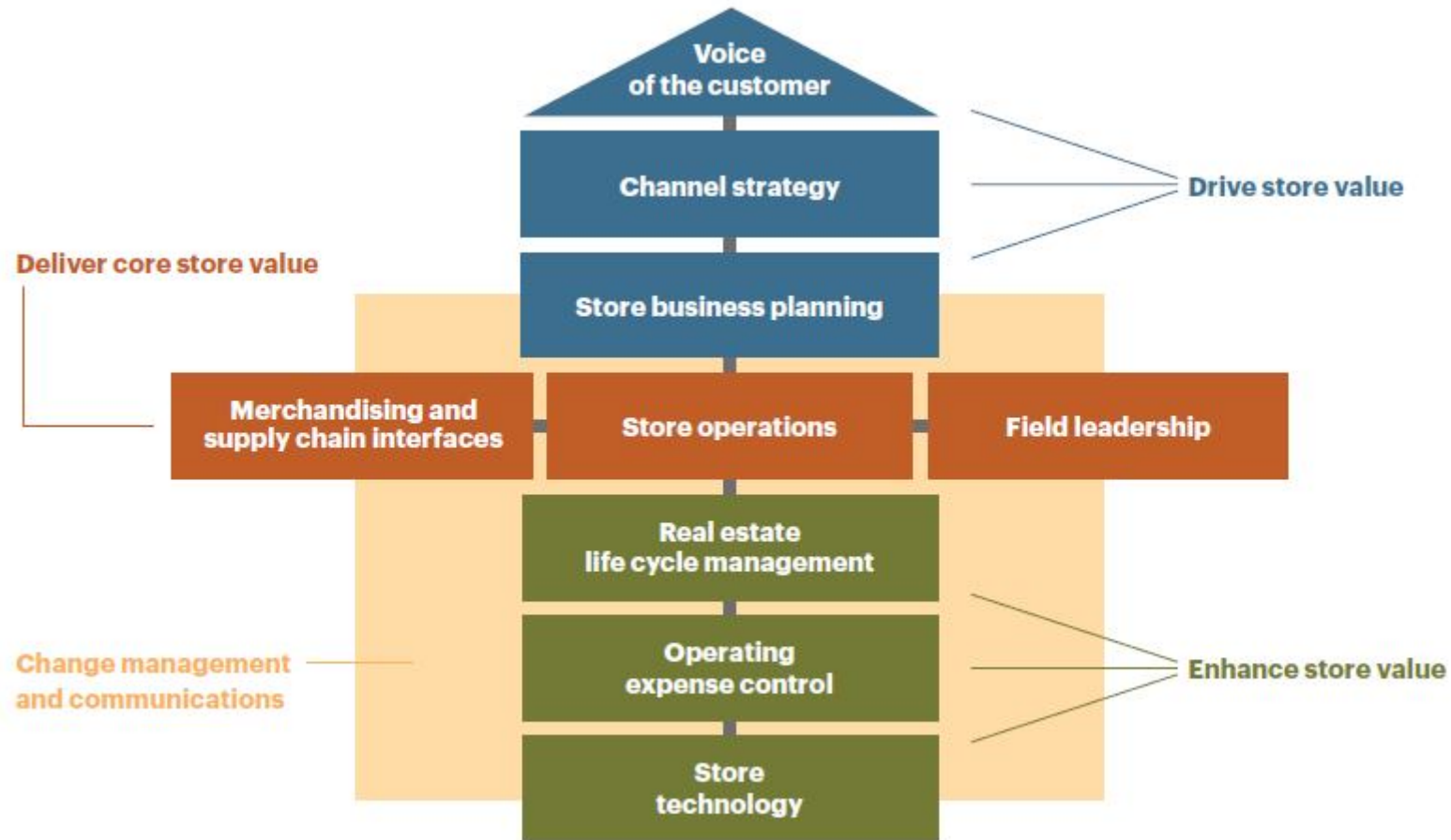
Embrace technology & be an early adopter
Enhance the customer experience & support sales associates in delivering desired service models
Use real-time data to provide real-time promotions to further personalize the shopping experience

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Source Deloitte - Global Powers of Retailing, 2013
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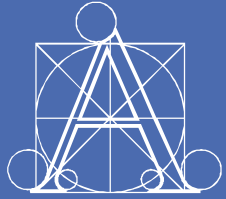
Retail success still depends on Core Principles



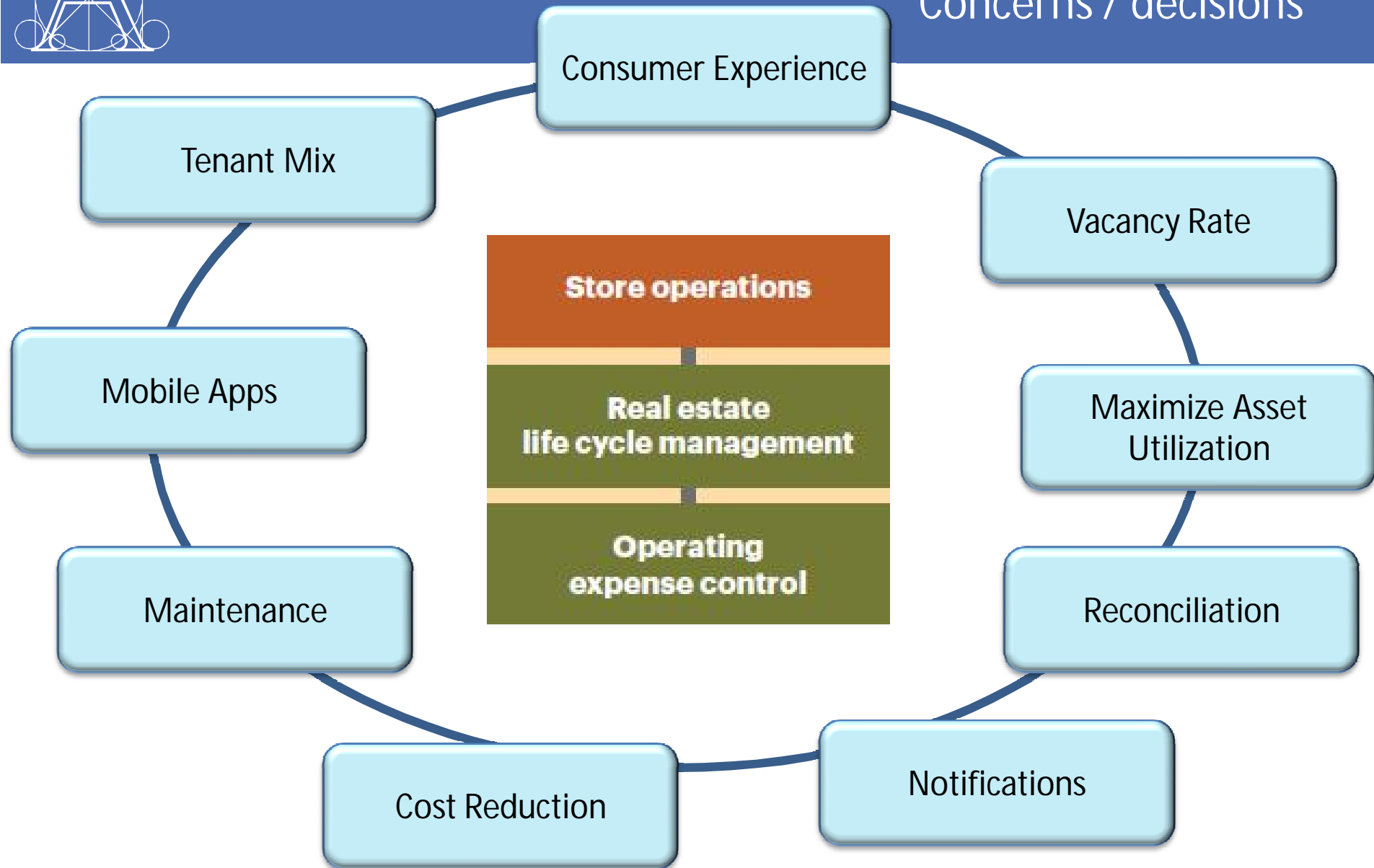
Source: A.T Kearney analysis-The 2013 Achieving Excellence in Retail Operations Study

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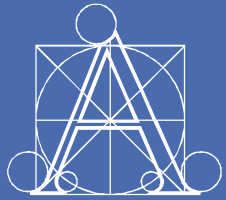


Concerns / decisions

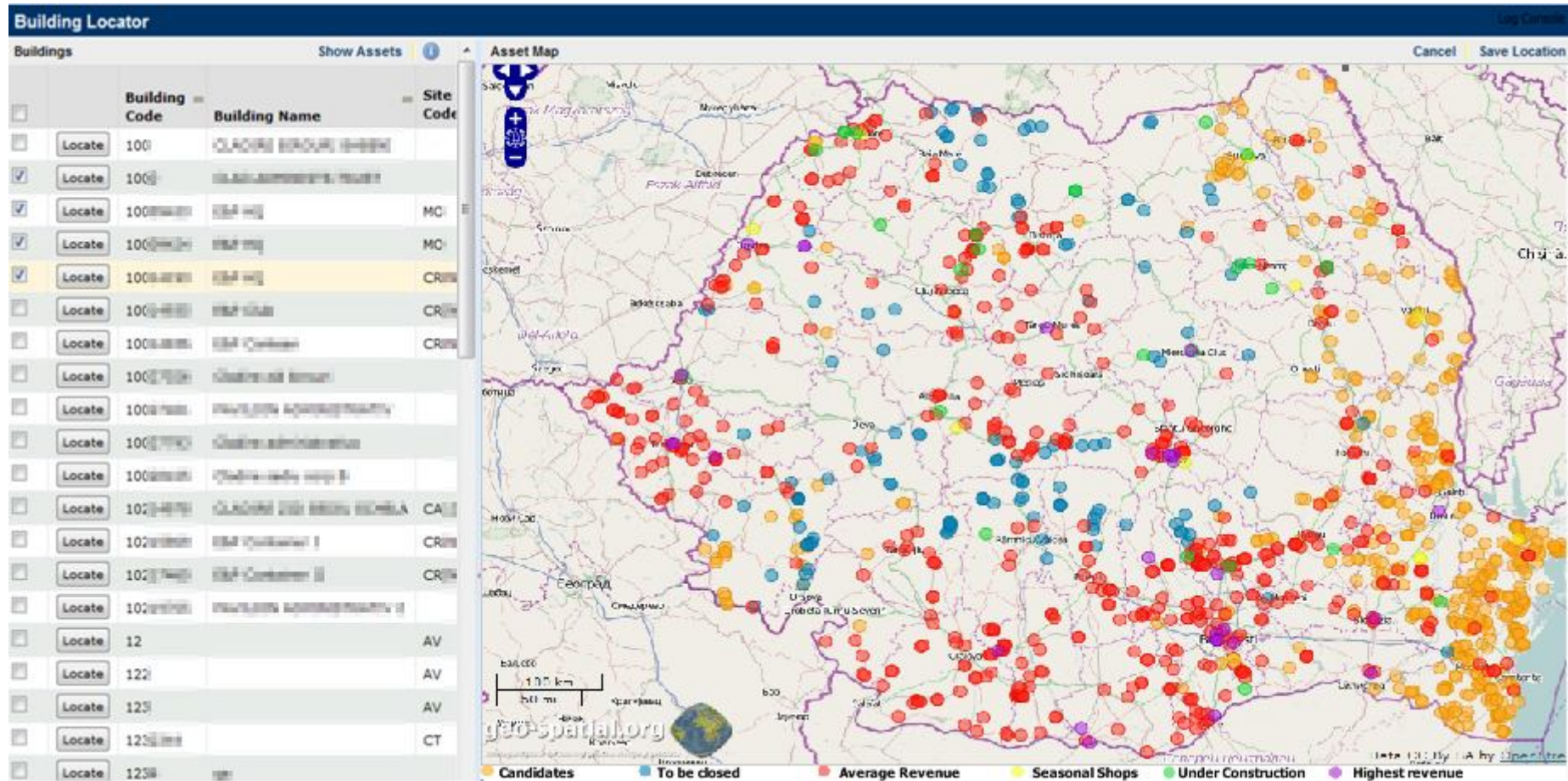


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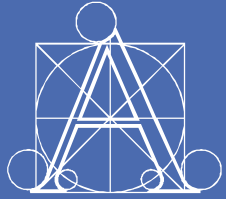


Decisions based on accurate and visual data

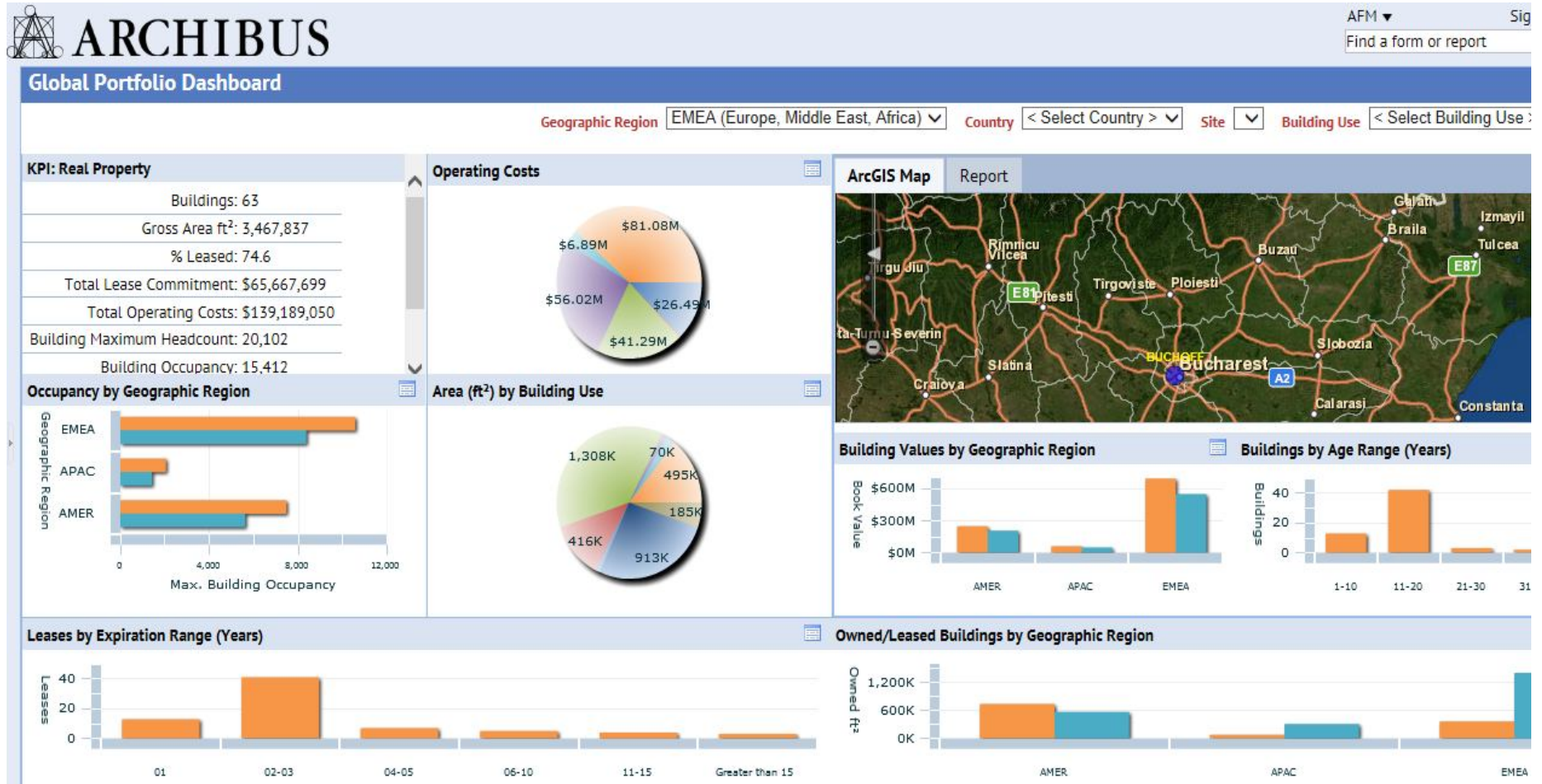


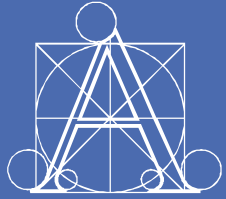
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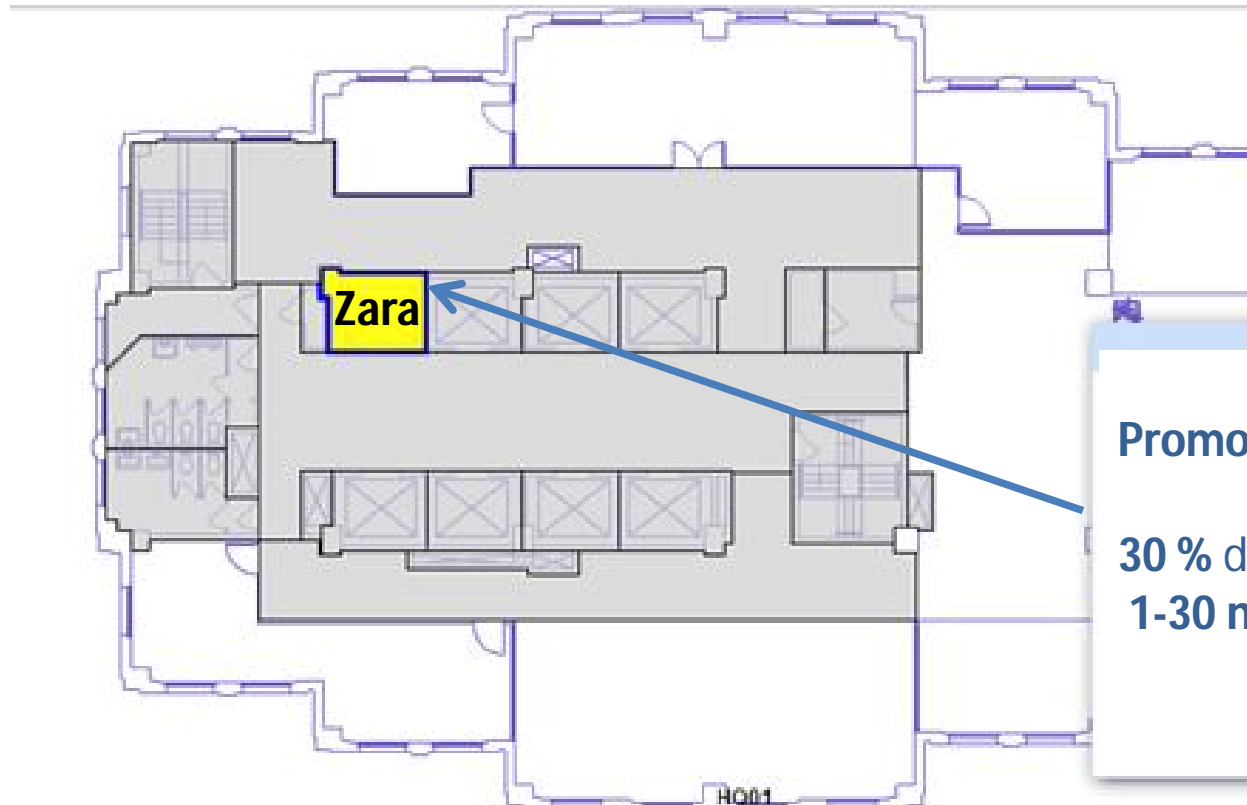


Portfolio Dashboard



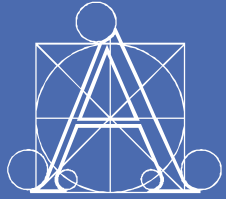


Mobile apps




Promotie Zara Men!

**30 % discount in perioada
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KPI & dynamics metrics


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Portfolio Manager Home
Applications

AIDEMO ▾
Sign Out
Help

Portfolio

Oversight

- Global Portfolio Dashboard
- Portfolio Summary Dashboard
- Buildings Dashboard
- Building by Country Report
- Yearly Financial Summary by Country

Activity

- All Ownership Transactions
- Portfolio Investments
- Portfolio Summary Net Capital Cash Flow by Location

Capital Planning

Funding

- Approved Projects Funding by Year
- Available Capital and Expense Funds
- Program Allocations by Year
- Allocation Console

Costs

- Historical Project Analyzer
- Project Budget vs Spend Analyzer
- Project Commitment Cost Summary

Projects

- Projects Scorecard

Leases

Leases

- Lease Details Form
- Rent Roll Report
- Lease Portfolio Dashboard
- Lease Benchmarks

Income and Commitments

- Lease Net Income by Month
- Lease Net Income by Year
- Lease Monthly Commitment Costs

Cost Administration

Oversight

- Cash Flow Report
- Straight Line Rent
- Lease Cost Indexing Profile
- Lease CAM Reconciliation Report

Financial Summaries

- Property and Building Benchmarks
- Lease Benchmarks
- Property Financial Summary
- Lease Financial Summary
- Yearly Financial Summary by Country

Integrated Portfolio Metrics

Metric	Trend	Current	Change	Change Per Year	% of Target
Real-Estate CapEx - Budget Variance		\$114K	\$6K	\$14K	95%
CapEx (per Gross Area)		\$3K	\$0K	\$2K	95%
Real-Estate Op Ex		\$42M	-\$2M	-\$23M	105%
Return on Assets (%)		12%	0%	-6%	109%
TCO (per Seat)		\$2,095	-\$105	-\$1,152	105%
Leased-to-Owned (%)		27%	2%	15%	96%
FCI (%)		86%	4%	47%	95%
Replacement Value (per Year)		4M	-286M	2M	14%

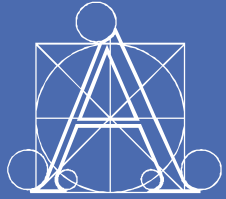
Alerts

- [1] Leases: Due this Week
- [2] Projects: 20% Budget Variance
- [1] Projects: 10% Budget Variance
- [2] Projects: 10% Schedule Variance
- [0] Business Units: 20% Budget Variance
- [5] Leases: Due this Month
- [0] Options: Due this Week
- [8] Options: Due this Month
- [0] Projects: 20% Schedule Variance

Favorites

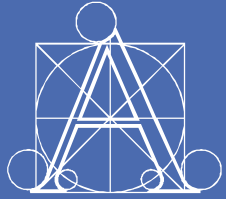
Drag any item here

Portfolio Manager



Integrated metrics & trends

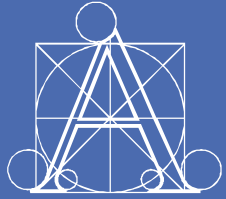
Integrated Portfolio Metrics						
Metric	Trend	Current	Change	Change Per Year	% of Target	
Real-Estate CapEx - Budget Variance		\$114K	\$6K	\$14K	95%	<div style="width: 95%;"></div>
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Return on Assets (%)		12%	0%	-6%	109%	<div style="width: 109%;"></div>
TCO (per Seat)		\$2,095	-\$105	-\$1,152	105%	<div style="width: 105%;"></div>
Leased-to-Owned (%)		27%	2%	15%	96%	<div style="width: 96%;"></div>
FCI (%)		86%	4%	47%	95%	<div style="width: 95%;"></div>
Replacement Value (per Year)		4M	-286M	2M	14%	<div style="width: 14%;"></div>




Alerts

Alerts

- [1] Leases: Due this Week
- [2] Projects: 20% Budget Variance
- [1] Projects: 10% Budget Variance
- [2] Projects: 10% Schedule Variance
- [0] Business Units: 20% Budget Variance
- [5] Leases: Due this Month
- [0] Options: Due this Week
- [8] Options: Due this Month
- [0] Projects: 20% Schedule Variance



Facility Manager Dashboard



Facility Manager Home
Applications

AIDEMO ▾
Sign Out
Help

Space

Building Operations

Assets

Workplace Services

Space Console

Location Metrics

Allocation and Benchmarks

Time-based Space Planning

Space Gap Analysis

Headcount Projection

Financial Statement by Division

Detailed Chargeback Analysis

Building Operations Console

Planning Board

Service-Level Agreements

Cost Analysis

Labor Analysis

Budget Analysis

Assets Console

Asset & Equipment Surveys

Asset Plan

Service-Level Agreements

Warranties and Service Contracts

Assets by Insurance Policy

Depreciation Schedules

General Ledger Journal Entries

Request

Conference Room Reservation

Resource Reservations

Hotelled Workspace Booking

Service

Service (by Location)

Individual Move

Group Move

Integrated Facility-Management Metrics

Alerts

Favorites

Metric	Trend	Current	Change	Change Per Year	% of Target
TCO (per Occupant)		\$2,207	\$110	\$1,214	95%
TCO (per Seat)		\$2,095	-\$105	-\$1,152	105%
Area (per Occupant)		294 ft ²	-15 ft ²	-162 ft ²	105%
Area (per Seat)		238 ft ²	12 ft ²	131 ft ²	95%
Move Churn (%)		19%	-1%	-10%	106%
Occupancy (%)		68%	3%	37%	94%
FCI (%)		86%	4%	47%	95%
SLA Compliance (%)		8,740%	437%	4,807%	95%

■ [5] Work Teams: With less than 85% Customer Satisfaction

■ [5] Work Teams: With less than 85% Service-Level Compliance

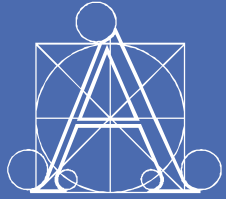
■ [24] Move Requests: Needing Approval

■ [18] Requests: Escalated

■ [19] Space Requests: Requiring Approval

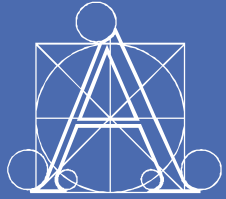
■ [0] Regulatory Actions: Due This Week

Drag any item here



Alerts

- [5] Work Teams: With less than 85% Customer Satisfaction
- [5] Work Teams: With less than 85% Service-Level Compliance
- [24] Move Requests: Needing Approval
- [18] Requests: Escalated
- [19] Space Requests: Requiring Approval
- [0] Regulatory Actions: Due This Week



Reshape your Real Estate



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