



CRE//TECH REPORT

2015 YEAR END EDITION



CRE // Tech

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INTRODUCTION



We held the first CRE // Tech event in 2013 to build a bigger conversation about how technology is changing commercial real estate. ***What started as a conversation has developed into a global community of innovators and progressive thinkers.*** We're united by the interest of moving the industry forward. Like a snowball rolling down a hill, CRE // Tech has grown in size and velocity. At its core CRE // Tech remains an ***independent, volunteer driven group responsible for creating professionally produced learning experiences backed by industry leading firms.***

A confluence of factors have resulted in the recent growth in commercial real estate oriented technologies. More millennials are joining the industry and recognizing the opportunities to apply new technologies to solve old problems. Macro technology trends like big data, real-time analytics and increased mobility are enabling new solutions. Improved property market conditions are allowing owners and service providers to invest in new tools. Venture Capitalists, angel investor and property owners are also seeing the potential for technology firms to scale and as a result are providing much needed capital to fuel the growth of these technologies.

In 2015 we've already seen over \$161M of capital investment in the CRE technology firms. During the first half of the year I've seen ***leasing data and workflow platforms, "open source" data exchanges, advanced analytics platforms, and online marketplace*** solutions as key trends areas to watch.

To foster awareness and exposure of the companies behind CRE tech trends I'm very excited to share our first Mid-Year Report. This resource guide was developed by our volunteer editor, ***Madhuri (Mads) Anji.*** In this report you'll find full page bios for companies that participate in CRE // Tech. You'll find information on recent fundraising activity and commonly used acronyms.

CRE // Tech is a community driven experience and 2015 has been a big growth year. We've already grown our Partnership Program with two significant industry leading partners, the Urban Land Institute (ULI), and the National Association of Realtor (NAR) Commercial Division. Members of these groups get free and discounted admission to CRE // Tech events.

We also held our first CRE // Tech Regional Connect. In advance of the SxSW Interactive conference in Austin we held "CRE // Tech Austin". This smaller regional networking opportunity sold out with over 100 attendees. The event was made possible due to the leadership of a small group of passionate individuals including ***Jonathan Schultz, Cristi Jakubik and Bryant Patterson.***

CRE // Tech represents a deeply personal passion of mine which would not be possible without the support of an incredible group of individuals and the backing of industry leading sponsors. Each symposium is developed by a ***Steering Committee*** made up of representatives from each participating group. Leadership is provided by a ***Board of Advisors.*** The individuals listed below have provided strategic vision and support which drives the success of each event:

Thomas Byrne
Elie Finegold
Ron Houghtaling
Erik Levy
Sheena Pabari

I'm very excited to announce our ***first new board member, Brandon Sedloff.*** As a thought leader in the industry and a senior leader at the Urban Land Institute, Brandon is the perfect fit for our board.

My vision is for CRE // Tech is to be the best source of information on emerging and innovative technologies in commercial real estate industry. Our success thus far would not possible without the support of industry leading firms. We are proud to have ***CBRE, DMG:Information, and Globest.com*** supporting as lead sponsors.

Thank you for reading the CRE // Tech 2015 Year End Report.

Pierce R. Neinken
@PR9ken

LEADERSHIP

CRE // TECH BOARD OF ADVISORS



Pierce Neinken
CRE // Tech
Founder



Brandon Sedloff
ULI



Elie Finegold
CBRE



Erik Levy
DMGI



Sheena Pabari



Tom Byrne

CRE // TECH REPORT EDITOR



Madhuri
"Mads" Anji

CRE // TECH CONNECT REGIONAL CHAIRS



Pierce Neinken
CRE // Tech
Founder



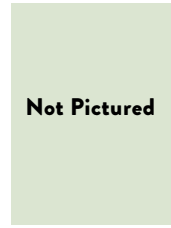
Bryant
Patterson
Austin



Cristi Jakubik
Europe



Sheena Pabari



Kate Clark

CRE // FOUNDERS FORUM CALL LEAD



Linda Day Harrison

ANALYSIS

WHAT IS CRE // TECH?

There's a wide range of technology products relevant to CRE.

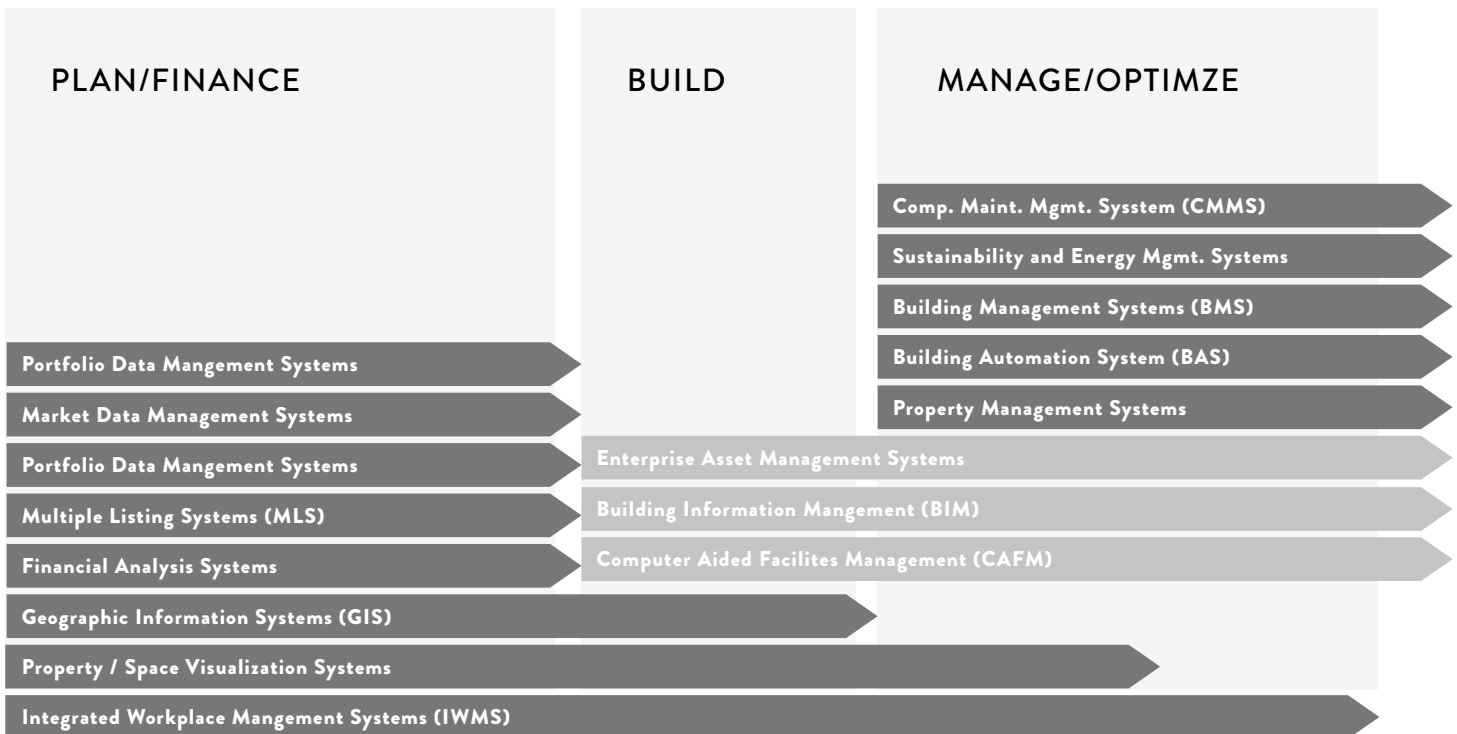
CRE Tech pertains to technology developed for commercial real estate (CRE) professionals.

The following analysis will focus on CRE Tech companies started within the last five years

- ☐ = CRE Tech
- ☐ = Highly Relevant Tech to CRE Professionals



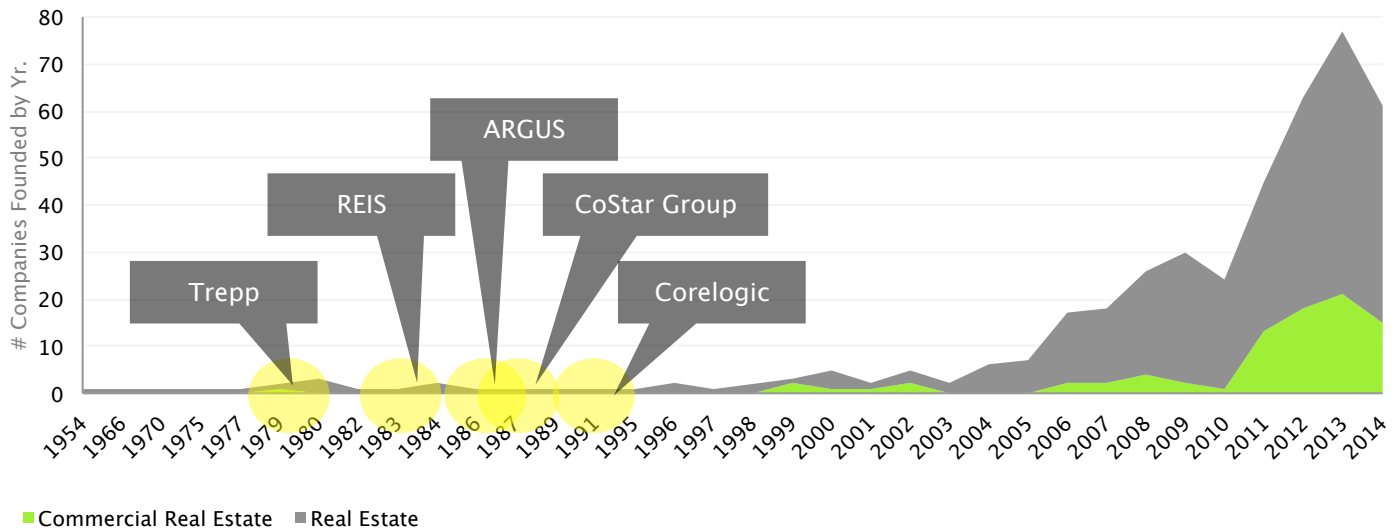
COMMONLY USED CRE TECH SYSTEMS



Current real estate systems are diverse and span the property lifecycle

ANALYSIS

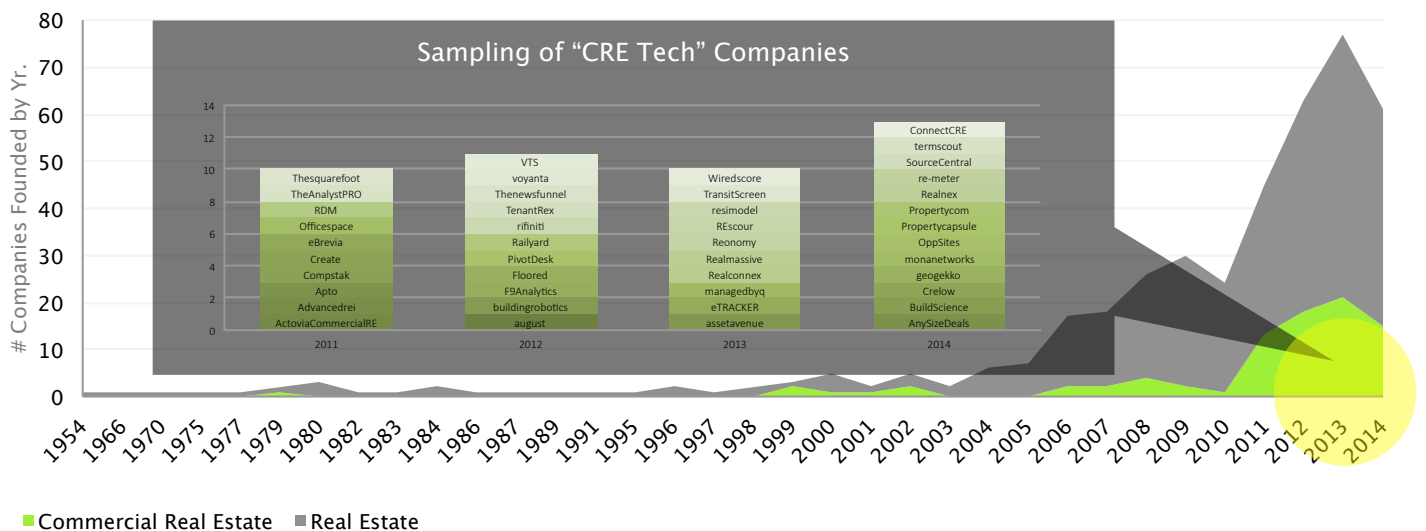
THE RECENT RISE OF CRE TECH



Source: Crunchbase Export Dec '14; CRE // Tech Analysis

Of the 250+ companies focused on real estate technologies, relatively few have focused primarily on commercial real estate until recently. Many of today's largest CRE Tech companies were founded in the 80's and 90's.

THE RECENT RISE OF CRE TECH



NOTE: Crunchbase data for those companies founded pre-2005 likely incomplete.
Source: Crunchbase Export Dec '14; CRE // Tech Analysis

Nearly half of the 100+ current CRE technology companies have been founded in the past five years. This represents a "New Wave of Innovation"

THE CRE TECH LANDSCAPE

Below find a representative sample of CRE // Tech and some of the areas they are working to address. Many groups cover multiple areas.



SIGNIFICANT FUNDRAISING ACTIVITY

PRE 2015

<i>Company</i>	<i>Amount Raised</i>	<i>Round</i>	<i>Dates</i>	<i>Leads</i>
2013				
42FLOORS	12,300,000	Series B	1/31/2013	New Enterprise Associates (NEA),
COMPSTAK	4,450,000	Series A	4/10/2013	Canaan Partners, 500 Startups, Founder Collective
LIQUIDSPACE	7,300,000	Series B	5/9/2013	The GPT Group
STOREFRONT	1,600,000	Seed	6/26/2013	Mohr Davidow Ventures, Great Oaks Venture Capital, 500 Startups
VTS	7,000,000	A	12/2/2013	Trinity Ventures
HONEST BUILDINGS	4,000,000	Series A	12/9/2013	Thrive Capital
FLOORED	5,260,000	Series A	12/19/2013	RRE Ventures
HIGHTOWER	2,100,000	Seed	12/20/2013	Bessemer Venture Partners
TOTAL	44,010,000			
2014				
RENTLYTICS	4,500,000	Series A	2/15/2014	Trinity, Bessemer
AUCTION.COM	50,000,000	Private Equity	3/5/2014	Google
RIFINITI	2,260,000	Seed	3/7/2015	Nauta Capital
REONOMY	3,700,000	Series A	3/14/2014	SoftBank
REALCROWD	1,600,000	Seed	3/26/2014	Data Collective, Y Combinator
REALTY MOGUL	9,000,000	Series A	3/27/2014	Canaan Partners
REALTYSHARES	1,900,000	Seed	4/16/2014	General Catalyst
REALMASSIVE	2,100,000	Convertible Note	5/1/2014	NA
APTO	1,500,000	Seed/Series A	5/30/2014	Mercury Funds
FUNDRISE	31,000,000	Series A	5/31/2014	Renren, Silverstein, Rising Realty Partners, Ackman-Ziff, Renren
ROBIN	1,400,000	Seed	6/1/2014	Atlas Venture
PROCORE TECHNOLOGIES	15,000,000	Series D	6/11/2014	Bessemer Venture
CROWDSTREET	800,000	Seed	7/1/2014	Seven Peaks
SITECOMPLI	n/a	Majority Purchase	8/15/2014	dmgi
HIGHTOWER	6,500,000	Series A	8/21/2014	RRE, Bessemer, Thrive
BREATHER	6,000,000	Series A	9/4/2014	RRE
VOYANTA	n/a	Purchase	10/1/2014	Altus
BUILDING ROBOTICS	5,500,000	Series A	10/2/2014	The Westly Group, Claremont Creek Ventures
LIQUIDSPACE	14,000,000	Series C	10/30/2014	Roth Capital
MANAGED BY Q	1,700,000	Seed	11/19/2014	RRE, Zach Aarons
TOTAL	158,460,000			

SIGNIFICANT FUNDRAISING ACTIVITY

2015

<i>Company</i>	<i>Amount Raised</i>	<i>Round</i>	<i>Dates</i>	<i>Leads</i>
REONOMY	13,000,000	Series B	1/5/2015	Bain Capital Ventures
VTS	3,300,000	Strategic Investment	1/14/2015	Blackstone
OPPSITES	600,000	Seed	1/15/2015	Non-Disclosed
TRANSITSCREEN	600,000	Seed	1/15/2015	Non-Disclosed
RESCOUR	1,300,000	Seed	3/4/2015	Non-Disclosed
CADRE	18,300,000	Series A	3/24/2015	Thrive, General Catlyst
RESIMODEL	885,000	Seed	3/30/2015	Osage Venture Partners
REALTYSHARES	10,000,000	Series A	4/17/2015	Menlo Ventures
ASSETAVENUE	11,000,000	Series A	4/10/2015	DCM Ventures
THESQAUREFOOT	2,000,000	Seed	4/15/2015	RRE, Triangle Peak
HIGHTOWER	13,000,000	Series B	5/19/2015	RRE
REALMASSIVE	3,000,000	Series A	5/20/2015	Hank Seale
HONEST BUILDINGS	5,000,000	A-2	6/3/2015	Circle Ventures, the Milstein Cos.
MANAGED BY Q	15,000,000	Series A	6/18/2015	RRE
REALTY MOGUL	35,000,000	Series B	7/14/2015	Sorenson Partners, Canaan Partners
VTS	21,000,000	Series B	7/15/2015	OpenView Venture Partners
APTO	8,000,000	Series B	8/13/2015	Adam Street Partners, Mercury Fund
BREATHIER	20,000	Series B	9/17/2015	Valar Ventures
TOTAL	161,000,000			



CRE // TECH COMPANY DATA

13 ADVANCEREI	38 F9ANALYTICS	63 RESCOUR
14 ACTOVIA	39 FLOORED	64 RESIMODEL
15 ANYSIZEDEALS	40 GEODATA PLUS	65 RETHINK
16 APTO	41 GEOGEKKO	66 RIFINITI
17 ASSETAVENUE	42 GOBY	67 SHARPLAUNCH
18 AUCTION.COM	43 GROWTH IQ	68 SECOND CENTURY VENTURES
19 AUGUST	44 HIGHTOWER	69 SITECOMPLI
20 BPM ONLINE	45 HONEST BUILDINGS	70 SOURCECENTRAL
21 BRIVO	46 LIQUID SPACE	71 TERMSCOUT
22 BUILDFAH	47 LOOP & TIE	72 TENANT REX
23 BUILDING ROBOTICS	48 MANAGED BY Q	73 THE ANALYST PRO
24 BUILD.SCIENCE	49 MONA NETWORKS	74 THE NEWS FUNNEL
25 CATYLIST	50 OFFICESPACE	75 THESQUAREFOOT
26 CARTOFRONT	51 OPPSITES	76 TRANSITSCREEN
27 CLIENTLOOK	52 PIVOTDESK	77 TREPP
28 COMPSTAK	53 PROPERTY CAPSULE	78 VOYANTA
29 CONNECT MEDIA	54 PROPERTY.COM	79 VTS
30 CREATE.IO	55 PROSPECT NOW	80 WEALTHFORGE
31 CRELOW	56 RAILYARD	81 WIREDSCORE
32 DATEX PROPERTY	57 RDM	82 XCELIGENT
33 DMG INFORMATION	58 REALCONNEX	
34 DWELO	59 REALMASSIVE	
35 EBREVIA	60 REALNEX	
36 EDR	61 REMETER	
37 ETRACKER	62 REONOMY	

SUMMARY

Due diligence is a mandatory part of any Commercial Real Estate deal. AdvancedREI is revolutionizing CRE investing, by delivering the tools your customers need to fully understand the CRE businesses they own or intend to acquire. Our solution lets investors, brokers, and underwriters with any skill level build more accurate long-term cash flow projections in *just 5 minutes*. Because we've designed a simple, powerful tool that investors actually want, we're the best tool available for brokers to market their properties.

PROFILE

website
advancedrei.com

twitter
@advancedrei

headquarters
Tallahassee FL &
Irvine, CA

geographies served
North America

angellist
angel.co/advancedrei

crunchlist
crunchbase.com/organization/advancedrei

prominent clients
CBRE,
Colliers,
Sperry Van Ness, Morgan Stanley, Florida State University

relevant types of property
Office,
Multifamily,
Mixed Use

user profile
Asset Manager
Developer
Owner
Research
Service Provider
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker
• Software Valuation Analyst/
Appraiser

PRODUCT

- **Cash Flow:** Understand how current operations affect the financial trajectory. Model different investment scenarios.
- **Market Research:** Understand the CRE product (the space), its current & potential customers, competition, and marketing.
- **Broker Marketing & CRM:** Track the effectiveness of your marketing across platforms in ways you never thought possible.

RECENT NEWS

- Launched Version 2 with a new responsive design and new Investor workflows in Oct 2014
- Launched Version 3 with new integrated Learning Center and over 80 help articles in June 2015
- Seamlessly delivered steady stream of weekly updates to the software
- Added support for single-family and shared office space

WHAT'S NEXT

- Close current fundraising rounds
- Major marketing push across all mediums
- Round out support for Office, Retail and Industrial
- Add portfolio management & workflow features, as well as more 3rd-party data sources

LEADERSHIP



Co-Founder & CEO

Robert McLaws
@robertmclaws
robert@advancerei.com
(850) 597-2870

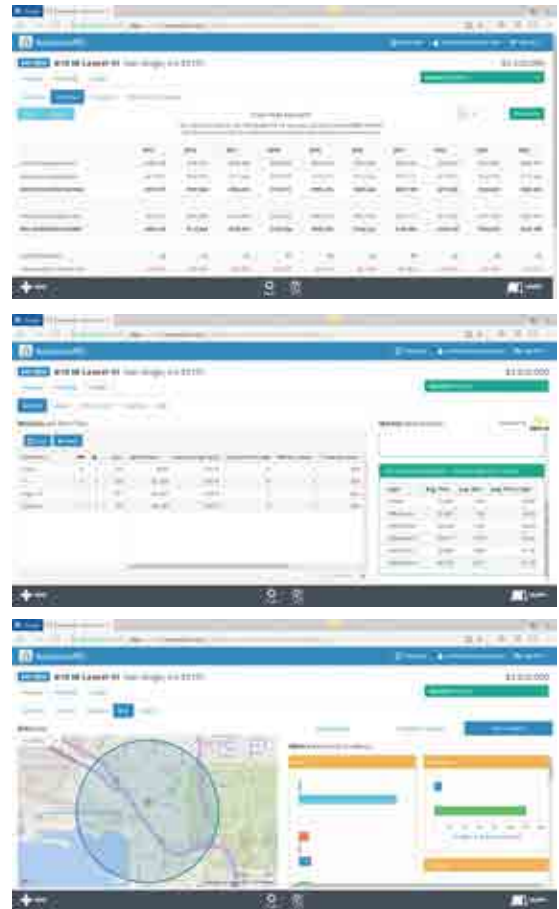
Robert McLaws was a software architect for 15 years, contracting for companies like Microsoft, HP, and Tervis. He had the skills to bring Jeff's vision to life. In the process, they built something better. Together, they are changing the conversation about CRE.



Co-Founder & VP Customer Success

Jeff Yureta
jeff@advancerei.com
(949) 600-5316

Jeff Yrueta was a CRE broker with Marcus & Millichap, and Remax 100 for 15 years. He designed an Excel spreadsheet to help brokers build setups in 15 minutes, but realized the industry-standard formulas weren't accurate. So he dreamed up a tool to revolutionize how brokers do business.



WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop



SUMMARY

Actovia lets commercial mortgage and RE brokers bring in more deals with an easy-to-use search engine that identifies relevant properties and brings together the most up-to-date owner contact and building details as well as comprehensive financial information for each property.

PROFILE

website

ActoviaCMI.com

twitter

@actoviacmi

headquarters

Jackson, NJ

geographies served

Nationwide

prominent clients

Commercial Banks,
Commercial Mortgage
Brokers, Commercial
real estate sales bro-
kers, deal syndication
& acquisition

relevant types of property

Office,
Retail,
Industrial,
Multifamily

user profile

Asset Manager

Developer

Researcher

Owner

Service Provider

- Tenant Representa-
tion Broker

- Landlord Representa-
tion Broker

- Investment Sales
Broker

- Debt/Structured
Finance Broker

- Architect

- Construction/Proj-
ect Manager

- Software

PRODUCT

- Perform complex searches using over 30 components of commercial mortgage criteria via an easy-to-use interface that has the most updated information available
- Dashboard for consolidated client and deal flow management throughout your company

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Expanded access to Judgements and Liens NYC database
- Enhanced New Jersey information
- Roll out of our newly designed user interface with full mobile capabilities

WHAT'S NEXT

- Planned Roll-out of full national CMBS database with enhanced owner information, piercing LLC's to offer instant access to highly coveted contact information
- Working diligently and expediently on expanded MSA's without compromising on data integrity

LEADERSHIP



CEO, Founder

Jonathan Ingber

jonathan@actoviany.
com

Prior to founding Actovia, Jonathan served as the director of research for one of the largest commercial mortgage brokerage firms in New York, and was responsible for managing and maintaining the firm's pipeline of deal information for over 500 brokers across the U.S. He knows what brokers want to see and how they need to see it.





SUMMARY

AnySizeDeals.com is an online platform that connects real estate investors to capital providers. We match investors based on complimentary needs such as area of expertise, deal size, geographic location, type of property and risk tolerance. Investors and capital providers do not pay a fee to use the platform but professional services such as attorneys, title companies, and contractors pay a subscription fee to be listed on the platform.

PRODUCT

- Perform complex searches using over 30 components of commercial mortgage criteria via an easy-to-use interface that has the most updated information available.
- Dashboard for consolidated client and deal flow management throughout your company.

RECENT NEWS

- Launched version 2.0 of the platform on June 20, 2015.
- Added a Property Listing Feature and have over \$500 million worth of properties on the platform.

WHAT'S NEXT

- Launching the Dealmaker Zone a monthly show covering leaders in the real estate and tech space.
- Organizing the Dealmaker Summit - 1st Annual Conference for the rehab and flip market on Nov 9th in NYC.

LEADERSHIP



CEO & Co-Founder

Steve Nson

@nson_legend
snson@any sizedeals.com
612-619-3858





SUMMARY

Apto is the leading provider of cloud-based brokerage management software for the CRE industry. Conceived and designed by commercial real estate veterans, Apto's comprehensive business platform gives brokers powerful, flexible tools for CRM, deal management and back-office operations. Brokerages of all sizes, including five of the top ten brands in commercial real estate, rely on Apto's intuitive SaaS technology to cultivate more profitable client relationships, make smarter business decisions, and efficiently manage their operations.

PROFILE

website
aptotude.com

twitter
@aptotude

headquarters
Denver, CO

geographies served
Worldwide

money raised
\$10.4 Million

angellist
angel.co/apto-1

crunchlist
crunchbase.com/organization/apto

prominent clients
DTZ,
Colliers International,
Avison Young

relevant types of property
Office,
Retail,
Industrial,
Multifamily

user profile
Researcher
Asset Manager
Developer
Owner
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker

PRODUCT

- Apto CRM + Deal Manager - A full-blown commercial real estate brokerage platform for tracking contacts, properties, and your real estate transactions
- Apto Back Office - A booking engine for commission tracking, invoicing, and accounting

RECENT NEWS

- Raised \$8.0 million in a Series B round of funding led by Adams Street Partners
- Established Denver office as new company headquarters

WORKS ON

- Wearable
- Phone iOS
- Phone Android
- Desktop/Laptop

LEADERSHIP



CEO

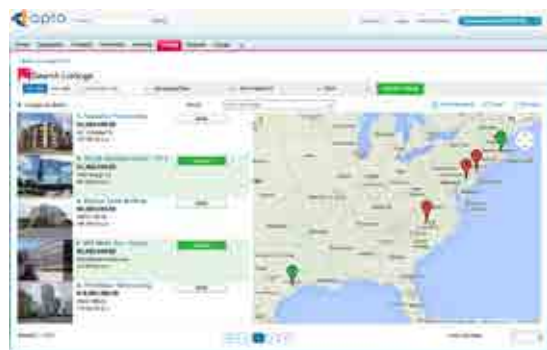
Tanner McGraw
@Tanner_McGraw

Tanner McGraw is the founder and CEO of Apto, the commercial real estate industry's leading CRM, deal management and back-office software platform. A commercial real estate veteran with a decade of brokerage experience, Tanner founded Apto after experiencing deep frustration with the lack of specialized technology available to manage customer relationships simply and profitably. Today, hundreds of brokerages use Apto's scalable cloud-based app to better manage their contacts, properties and businesses.



SVP Sales

Brent Thompson
brent@aptotude.com





SUMMARY

AssetAvenue is radically reimagining how commercial real estate loans are sourced, underwritten and funded. By injecting technology into every aspect of the lending process, the company is giving property owners and brokers what they want – a better experience that values speed, transparency and certainty. As the leading online, non-bank lender, AssetAvenue employs technology and data to offer the most competitive rates and flexible terms possible and provides investors exclusive access to its pre-vetted portfolio of diverse real estate lending opportunities.

PROFILE

website
assetavenue.com

twitter
@assetavenue

headquarters
Los Angeles, CA

geographies served
United States

money raised
15 million

angellist
angel.co/assetavenue

prominent clients
Hedge funds,
Family offices,
Institutional
Investors,
Banks,
University Endow-
ments.

relevant types of property
Office,
Multifamily,
Retail,
Industrial,
Residential (non-own-
er occupied)

user profile
Asset Manager
Developer
Owner
Service Provider
• Investment Sales
Broker
• Debt/Structured
Finance Broker

PRODUCT

- As a non-bank lender, AssetAvenue can fund loans quickly and offer competitive rates with flexible loan terms by providing access to institutional capital sources through its online lending platform
- The platform enables brokers and property owners to submit loans with an easy-to-use interface and 10-minute application designed to save time and provide funding in as little as 10 days
- Brokers and property owners enjoy a simpler, more transparent experience with a loan dashboard that allows them to track the status of their loan in real-time. Investors can view pre-vetted real estate investment opportunities with institutional-level underwriting to create customized portfolios, and manage their investments all online

RECENT NEWS

- Closed \$11M in Series A funding from DCM Ventures, a global venture capital firm headquartered in Silicon Valley with offices in Beijing and Tokyo
- Partnered with the National Association of Realtors (NAR) through its REach program to educate its over 1 million members about the power of online lending
- Hired former Colony Capital executive Varun Pathria to join AssetAvenue as its Chief Investment Officer
- Recognized by CB Insights as one of the top 10 lending start-ups in the country

WHAT'S NEXT

- Expansion of additional loan products
- New product features and special incentives to serve real estate brokers and loan officers
- Enhanced pricing engine for automated loan quotes

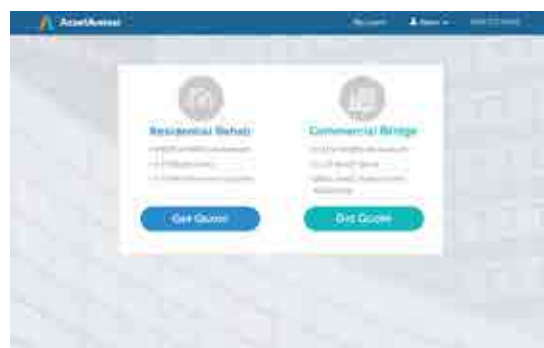
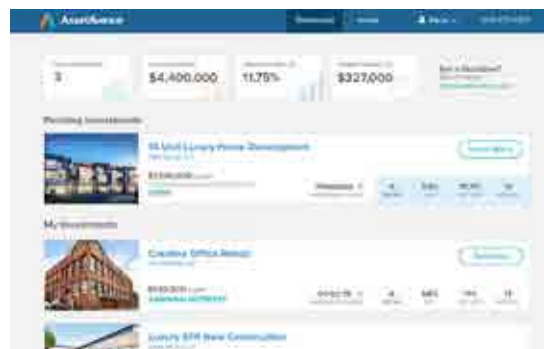
LEADERSHIP



CEO and Co-founder

David Manshoory
@DavidManshoory
David@assetavenue.
com

David Manshoory is CEO and Co-founder at AssetAvenue. He is an executive with more than ten years of proven success in start-ups and commercial real estate finance. His previous venture grew to more than 100 full-time employees within 15 months, raised over \$11 million in investor capital, and generated almost \$30 million in revenues in its first two years of business. David received his B.S. degree and Master of Real Estate Development degree from the University of Southern California.



President and Co-founder

Kevin Arrabaca,
@KevinArrabaca
Kevin@assetavenue.
com

Kevin Arrabaca is President of Real Estate Investments and Co-founder at AssetAvenue. He previously held management and officer positions at American Capital Realty and Colony Capital, and has underwritten over 3,000 real estate assets in his career. Kevin holds a B.S. degree from the University of Southern California.

SUMMARY

Founded in 2007, Auction.com, LLC, is the nation's leading online real estate marketplace, having sold over \$30 billion in residential and commercial real estate assets. The company serves a wide variety of real estate customers – from major financial institutions and institutional investors to individual consumers and real estate professionals.

PROFILE

website
auction.com

twitter
@auction

headquarters
Irvine, CA
Belmont, CA

geographies served
North America though we have buyers from around the globe

angellist
angel.co/auction-com

crunchlist
crunchbase.com/organization/auction-com

prominent clients
Banks,
CMBS Servicers,
GSEs, etc

relevant types of property
Office,
Multifamily,
Retail,
Industrial

user profile
Developer
Owner
Service Provider
• Investment Sales
Broker
Tenant/Occupier

PRODUCT

- An online auction platform designed to market and transact commercial and residential real estate assets efficiently and transparently

RECENT NEWS

- Juwai.com, the No. 1 Chinese international property portal, and Auction.com, the leading online real estate marketplace, have signed a partnership that will bring American commercial real estate auctions to investors from China
- Auction.com Launches Online Financing Portal to Facilitate On-Demand, Frictionless Financing For Commercial Real Estate Assets
- New Hires: Bin Xu as VP of Engineering, Lawrence Yuan as Sr. Director of Engineering
- Auction.com Acquires Real Estate Technology Solutions Provider Channel, LLC

WHAT'S NEXT

- We're transitioning from distressed properties to more non-distressed properties
- We continue to work on new mobile applications
- Development of marketplace functionality is continuous

LEADERSHIP



CEO & Co-Founder

Jeff Freiden

@Jeff_Frieden

Jeff is responsible for changing Auction.com's conceptualized business vision into a successful reality. With his strong entrepreneurial spirit and remarkable talent for driving sales and marketing, he has led the company in becoming the dominant player in the real estate auction industry—with sights set on bringing the auction model to other asset classes. Jeff is a native of Orange County, California, and a supporter of numerous charitable organizations.

Chairman & Co-Founder
Rob FriedmanHead of Business Development
Joe Cuomo

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop



SUMMARY

August is re-imagining how we interact with our homes. The August Smart Lock redefines home access with a safe, simple and social system that revolutionizes home entry.

PROFILE

website
august.com

twitter
@augustsmartlock

headquarters
San Francisco, CA

geographies served
USA, Canada

money raised
\$48 million

crunchlist
crunchbase.com/organization/august

relevant types of property
Retail,
Multifamily

user profile
Service Provider
• Landlord Representation Broker
• Construction/Project Manager
• Tenant Representation Broker
Tenant/Occupier

PRODUCT

- The August Smart Lock retrofits to your existing Single-Cylinder deadbolt, allowing you to send a virtual key to anyone you choose to have access to your home.

WORKS ON

- Wearable
- Phone iOS
- Phone Android

RECENT NEWS

- August raised a 38 million Series B round led by Bessemer Venture Partners in March 2015
- In May 2015, Comcast CEO Brian Roberts announced a new partnership and integration with August. For the first time, August will enable Comcast Xfinity subscribers to control access to their homes through three of Comcast's most popular platforms – Xfinity Home, Comcast Xfinity Remote with Voice Control and the X1 Entertainment Operating System
- In April 2015, August was selected by the National Association of Realtors' (NAR) strategic investment arm, Second Century Ventures to join its REach growth technology accelerator program

WHAT'S NEXT

- August continues to build exceptionally design product around home access that help real estate professionals focus on increasing their business



LEADERSHIP



Co-Founder & CEO
Jason Johnson
@jcjohnson

Jason Johnson is a Silicon Valley technologist and entrepreneur with nearly twenty years of technology expertise. He is currently the CEO and Co-founder of August. Jason is also a managing partner of startup incubator Founders Den and the chairman of the IoT Consortium.



Co-Founder & CCO
Yves Behar
@yvesbehar

Yves is a design entrepreneur who believes that product, digital and brand design are cornerstones of any business. He is the co-founder and Chief Creative Officer of August. His other collaborations with renowned partners such as Herman Miller, GE, Puma, PayPal, SodaStream, Samsung, Issey Miyake, Prada and many others have received international acclaim.



Senior Director, Product Management and Partnerships
Tejash Unadkat
@tunadkat
tejash@august

SUMMARY

Bpm'online is a premium vendor of process-driven cloud based software for marketing, sales and service automation offering robust solution for real estate industry - bpm'online real estate. The beauty and core value of bpm'online products are the out-of-the-box processes that guide users through the most effective actions to accelerate results. Users love bpm'online's engaging interface with its social look and feel, free from redundant information that keeps them focused on what's relevant.

PROFILE

website
bpmonline.com

twitter
@bpmonline

headquarters
Bethesda, MA

geographies served
North America & Europe

prominent clients
Greysteel
Century 21

relevant types of property
Office
Retail
Industrial
Multifamily

user profile
Owner
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

PRODUCT

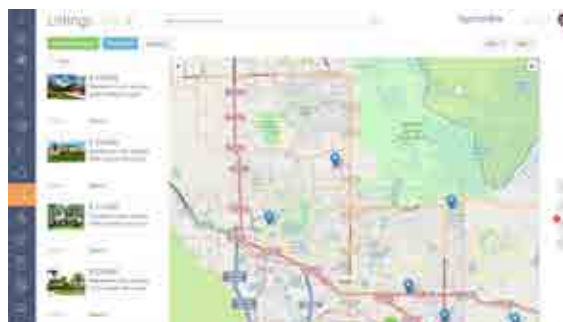
- Bpm'online real estate is an integrated sales and marketing (CRM) cloud application with an extended set of tools for real estate brokers and agents to manage the entire cycle from initial request, to listing matching, negotiations and closed deals.

RECENT NEWS

- Bpm'online updated 7.5 version of bpm'online real estate - next generation CRM system designed for commercial and residential real estate companies to manage every step of customer interactions - from leads to transactions:
- Enhanced MLS integration and request matching
- Contract management - track of contract details and the history of amendments and approvals extended capabilities for system customization, including the structure of workplaces, communication channels and the ability to personalize the system by adding your logo and applying a corporate color scheme
- 30-day trial for an unlimited number of users to get familiar with the product completely free of charge

WHAT'S NEXT

- Bpm'online core differentiators are BPM platform and a set of out-of-the-box processes. Therefore, we will continue to increase the number of built-in referenced processes that will serve as best practices processes for users to follow.
- We will continue to increase the number of integrations with MLS



LEADERSHIP



*Managing partner
and CEO*

Katherine Kostereva

Katherine Kostereva is CEO and co-founder of bpm'online. With over 12-year experience of helping businesses build long-lasting relationships with customers, Katherine has always had a clear and solid vision of the CRM market and business development. She strongly believes that BPM and CRM synergy brings exceptional value to the software users. That is why she has chosen the business course of creating the process-driven CRM solution that is engaging, easy to use – bpm'online CRM.



*VP of Marketing &
Enterprise Sales*

Michael R. Rooney
michael.rooney@
bpmonline.com
617.765.7997



SUMMARY

Brivo, Inc. is a worldwide leader of cloud-based physical access control systems. Currently servicing over 6 million users, the company's award-winning Brivo OnAir provides unmatched scalability and centralized security management for global enterprises, while retaining the ease of use for small and medium sized customers. The Brivo OnAir security management system is unique in providing combined access and video management in a single cloud platform. Headquartered in Bethesda, MD, Brivo was founded in 1999. For more information, visit www.brivo.com.

PROFILE

website
brivo.com

twitter
@BrivoSystems

headquarters
Bethesda, MA

geographies served
North America

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
Health Facilities

user profile
Owner
Service Provider
• Software
• Construction/
Project Manager
• Tenant
Representation
Broker
Security Manager

PRODUCT

- Brivo OnAir® is our award winning cloud-based access control and video surveillance platform.
- Remotely manage physical security from one to hundreds of facilities on your desktop, tablet or phone.
- Stay informed of critical events through programmable notifications and monitor live video streams from security cameras.



RECENT NEWS

- New Brivo OnAir mobile application now available on iOS
- Brivo acquired by Dean Drako to combine the company's cloud access control with Eagle Eye Networks' cloud security camera VMS.

WHAT'S NEXT

- A two-way integration with Eagle Eye Networks to provide best-in-class cloud solutions. This will allow customers to implement a full cloud solution for video and access control
- The bidirectional integration will deliver full integration of Eagle Eye's live and recorded video streams with Brivo's door event activities in both systems



WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

LEADERSHIP



President & CEO

Steve Van Till
@svantill

Steve Van Till founded Brivo in 1999 and has led the company to become the number one provider of cloud-based access control in the world. Steve was a pioneer in bringing cloud technology to physical security, starting with his vision and delivery of cloud access control in 2002. Steve has served on the Security Industry Association's Board of Directors since 2008, focusing on security technology issues as Chairman of SIA Standards Committee since 2011. Steve holds a bachelor's degree from Calvin College and was a Ph.D. candidate in physics at the University of Maryland.



VP of Marketing & Enterprise Sales

Lee Odess
@lodess
301-633-6703



SUMMARY

BuildFax® helps insurance carriers, lenders, appraisers, inspectors, realtors, and everyday property buyers and sellers make better decisions about a property's current condition and changes over time. As the creator of the first and only national database of historical building permit data, BuildFax provides this intelligence through unrivaled property-level details on relevant property events, such as major remodels, additions, and new roofs. The BuildFax database of permits continues to grow, currently covering more than 8,000 U.S. cities, counties and townships, 90+ million residential and commercial properties, and includes over 10 billion data points on those properties.

PROFILE

website
buildfax.com

twitter
@BuildFax

headquarters
Asheville, NC

geographies served
United States

user profile
Materials
Manufacturer
or Distributor
Owner
Researcher
Service Provider
• Investment Sales
Broker
• Construction/Project Manager
Tenant/Occupier
Valuation Analyst/
Appraiser

PRODUCT

- Construction Data Sets - Statistical analyses of Residential and Commercial permit activity for New Construction and Remodels
- Permit History Reports - details the life history of a structure by delivering thorough permit data for a specific property or aggregated to a geographical region
- Permit Age LIFT - Identifies which properties are properly maintained and therefore a better insurance risk and less likely to incur loss

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop



LEADERSHIP



CEO

Holly Tachovsky
@HollyTachovsky
877.600.2329

Holly Tachovsky is the CEO and Co-Founder of BuildFax, the only national database of historic construction permit records. Through her relentless pursuit of customer-focused innovation, BuildFax turned their unique database of raw permits in- demand products used daily by the nation's leading insurance carriers and lenders in making crucial business decisions. Prior to BuildFax, Holly co-founded BluePrince, an award-winning, early innovator in online process management and mobile-driven solutions for construction permitting and municipal management.



CTO

Joe Emison
@JoeEmison
877.600.2329



Sr. Director of Insurance Engagement

Dan Kenney
828.210.7900

BUILDING ROBOTICS

SUMMARY

Building Robotics is an interdisciplinary team of computer scientists, software engineers, designers and building industry experts re-inventing building controls and saving energy while making people happier in their built environment. Our team brings their collective knowledge and experience from leading organizations and brands, like USGBC, EnerNOC, Google, IDEO, OPower, Johnson Controls, Siemens, and Amazon. We've developed a new technology that helps buildings dynamically respond to the true nature of how people perceive thermal comfort.

PROFILE

website
buildingrobotics.com/

twitter
@bldgrobotics

headquarters
Oakland, CA

geographies served
Worldwide

money raised
\$6.5 million

crunchlist
crunchbase.com/organization/building-robotics

relevant types of property
Office,
Multifamily

prominent clients
Google
Johnson Controls
GSA
Salesforce

user profile
Asset Manager
Developer
Energy Sustainability
Specialist
Owner
Service Provider

- Tenant Representation Broker
- Landlord Representation Broker
- Architect
- Construction/Project Manager
- Tenant/Occupier Building/ Facility Manager

WORKS ON

- Wearable
- Phone iOS
- Phone Android
- Desktop/Laptop

PRODUCT

- Building Robotics' flagship product, Comfy, is a software program that connects to a building's existing Building Management System (BMS) and HVAC hardware.
- We provide a simple, clean interface for occupants, allowing them to instantly receive improved temperature conditions. Over time, our patented learning algorithms adapt to occupants' preferences and optimize for energy savings



RECENT NEWS

- Launched new Comfy features and user interface based on valuable customer feedback
- Introduced our second product, Trendr, focused on quick and low-cost building data acquisition - Significant customer expansion projects
- Completed Series A financing, October 2014

WHAT'S NEXT

- A Comfy Lighting control interface allowing occupants to manage their lighting levels
- User interfaces/integrations for smart building systems, such as electrochromic glazing and shades
- Indoor positioning capability using a variety of occupancy sensors, beacons or other systems for determining occupancy, to further customize the user experience and save more energy.



LEADERSHIP



CEO

Andrew Krioukov
@krioukov
andrew@buildingrobotics.com

Andrew Krioukov, CEO & Co-Founder. Andrew previously worked at Intel, Google and IBM on energy efficiency and large-scale distributed systems. As a Ph.D Candidate in Computer Science at U.C. Berkeley, he worked on software infrastructure for implementing building applications at scale.



CTO

Stephen Dawson-Haggerty
steve@buildingrobotics.com

Stephen Dawson-Haggerty, CTO & Co-Founder, is responsible for our backend infrastructure and development. Stephen also has a PhD in Computer Science from UC Berkeley, where he focused on architecture and infrastructure for wide-scale data collection. He has extensive experience with embedded sensing and networking and large-scale deployments of wireless sensors.



VP of Sales

Dave Kirkland
@dave_kirkland
david.kirkland@buildingrobotics.com

build.Science

SUMMARY

BuildScience allows owners and operators to manage commercial buildings in real-time so they can provide better service at a lower cost.

PROFILE

website
buildscience.com

twitter
@BuildScience

geographies served
USA, Canada

headquarters
Mountain View, CA

relevant types of property
Office,
Retail

user profile
Asset Manager
Developer
Energy Sustainability
Specialist
Owner
Researcher
Service Provider
• Architect
• Construction/Project Manager
• Software
Tenant/Occupier
Valuation Analyst/
Appraiser
Commissioning Agent

PRODUCT

- StrataOS, the operating system connecting the various building systems together for real-time monitoring and control.
- FlightDeck, the real-time visualization tool for building managers and operators.
- StrataAPI, the REST API allowing for rapid development of targeted applications for tenants, engineers and property managers.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Y Combinator (W2015)



LEADERSHIP



Founder & VP, Strategy

Jaimal Soni

jaimal
@buildscience.com
(650) 557-6271



Founder & VP, Engineering

Ritesh Patel

(858) 225-7399



SUMMARY

Search/Market commercial real estate on the largest commercial real estate network in the country.

Catylist is the #1 provider of Commercial Listing Services (CLSs) for commercial organizations. Our CLS platform connects people with properties and facilitates transactions in real estate communities nationwide. We also provide search engine technology for companies, and offer a full suite of marketing tools for commercial real estate professionals.

PROFILE

website
catylist.com

twitter
@CatylistCRE

headquarters
Ann Arbor, MI

geographies served
United States

prominent clients
Louisiana Commercial Database (LACDB)
Commercial Board of REALTORS® Michigan
Commercial Association of REALTORS® New Mexico
Greater Louisville Association of REALTORS®
Indiana Commercial Board of REALTORS®

relevant types of property
Office,
Retail,
Industrial,
Multifamily

user profile
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Software
Valuation Analyst/
Appraiser

PRODUCT

- A successful Commercial Listing Service (CLS) creates a connected commercial real estate community in a local market. It's a platform that enables members (brokers, developers, appraisers, investors, etc.) to share data and take advantage of the resulting efficiencies.
- Manage Your Commercial Property Listings in the Cloud with Catylist PropFeed.
- PropFeed is a private database for your company's listings and completed transactions, including reporting & marketing tools and an API. It gives your agents a single, company-branded place to manage their information.
- Showcase Your Commercial Property Listings on Your Website with Catylist SiteLink.
- SiteLink is a mobile-friendly plugin that allows visitors to your website to search and view your sale & lease availabilities and agents' profiles.

RECENT NEWS

- Release of PropFeed—"If you're not happy with the current state of online marketing or need a simple to use listing/comp management application, here's your solution."
- Update of Mobile App—"Catylist seems to have successfully leveraged their already unique product to create a more complete and comprehensive networking, data management, and marketing tool on top of a mobile search app."
- Catylist unveils new national website and logo
- Commercial Association of REALTORS® New Mexico Extends Catylist CIE Agreement



WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

LEADERSHIP



President & CEO
Ron Marten
Ron@catylist.com



Chief Product Officer
Paul Brockmeyer
Paul@catylist.com



SVP, Sales & Marketing
Richard Maxson
Richard@catylist.com
(920) 605-7590



SUMMARY

CartoFront is a predictive mapping & zoning platform for cities & counties across the country. Originally designed for the cannabis industry - CartoFront will launch in October of 2015 to give users in other real estate asset types the same kind of predictive capabilities when selecting their next location.

PROFILE

website

CartoFront.com

twitter

@CartoFront

headquarters

Chicago IL

geographies served

Primarily Chicago but have traction through HerbFront.com in 15 states on both coasts and across the Midwest.

user profile

Office,
Retail,
Industrial,
Multifamily,

user profile

Asset Manager
Owner
Developer
Researcher
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Software Valuation Analyst/
Appraiser

PRODUCT

- Our first vertical - www.HerbFront.com - solved the challenge of identifying compliant real estate parcels for cannabis dispensaries and cultivation centers in the 23 states where medical or recreational cannabis is legal

WORKS ON

- Desktop/Laptop

RECENT NEWS

- Live in 10 States across the country through our first vertical
- Sustained revenue growth for over 5 months

WHAT'S NEXT

- Expanding into new real estate asset types in Chicago and beyond in October
- Launching features that will transform the "Big Data" that goes into real estate site selection into small actionable data for our users.



LEADERSHIP



CEO

Matt Chapdelaine
@CREChap
matt@herbfront.com
(312)-371-1411



CTO

Dennis O'Connell
Denniso@HerbFront.com



Data Engineer

Alan O'Connell
@OconnellPlans
Alan@HerbFront.com



Sales Lead

Nathan Glaisner
nathan@HerbFront.com
(414) 331-6827

CLIENTLOOK

SUMMARY

ClientLook is the simple, smart and intuitive CRM for commercial real estate. Founded in 2008 ClientLook provides contact management, deal collaboration, task organization and property tracking in one integrated solution.

ClientLook's innovative Virtual Assistant services keeps ensures user focus on relationship building and deal making instead of database maintenance. If you're not using ClientLook then you're working too hard.

PROFILE

website
clientlook.com

twitter
@ClientLook

headquarters
Laguna Niguel, CA

geographies served
Worldwide

prominent clients
Sperry Van Ness,
Mohr Partners,
Coldwell Banker Commercial

user profile
Office,
Retail,
Industrial,
Multifamily,
Land

user profile
Asset Manager
Owner
Developer
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker
• Architect
• Construction Project/Manger
• Software

PRODUCT

- ClientLook is a leading commercial real estate CRM for contact, deal, pipeline and property tracking along with exclusive Virtual Assistant service.

WORKS ON

- Desktop/Laptop

RECENT NEWS

- Deployed new property inventory module
- Recently surpassed 464 cities with users
- On track to break 1,000 cities by EOY

WHAT'S NEXT

- MailChimp integration
- iPhone app
- Pipeline & commission tracking module
- Listing & comps module



LEADERSHIP



President & CEO

Michael Griffin
michael
@clientlook.com
(949) 436-6676

I am an inventor at heart. My greatest satisfaction comes from finding ways to instill automation and efficiency into legacy business processes. Commercial real estate is the perfect marketplace for me because of the technology challenges that still persist. I chose the CRM (customer relationship management) segment because I didn't think there were any viable products doing a good job. I created ClientLook to help commercial real estate companies large and small work better. My goal was to create a CRM solution that was intuitive, smart and adaptable to any specialty.



Sales Lead

John Dawson
(714) 338-2437



COMPSTAK

SUMMARY

CompStak creates transparency in commercial real estate by gathering information that is hard to find, difficult to compile or otherwise unavailable. The world's largest brokerage firms and most preeminent real estate investors use CompStak's commercial real estate data to compare properties and make investment decisions.

PROFILE

website
compstak.com

twitter
@CompStak

headquarters
New York, NY

geographies served
United States

angellist
angel.co/compstak

crunchlist
crunchbase.com/organization/compstak

prominent clients
Equity Office
Properties,
Wells Fargo,
Tishman Speyer,
CIM, Alliance
Bernstein

user profile
Office,
Retail,
Industrial

user profile
Asset Manager
Developer
Owner
Researcher
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
Valuation Analyst/Appraiser
Lenders and Office Investors

PRODUCT

- CompStak Exchange is a free platform for brokers, appraisers and researchers. Exchange members trade the comps they have to get access to hundreds of thousands of commercial lease comps in 15 US markets.
- CompStak Enterprise offers CRE landlords, lenders and investors unlimited fee-based access to lease comp information and analytics.

WORKS ON

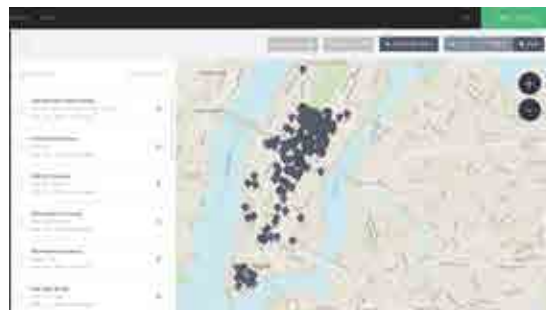
- Desktop/Laptop
- Tablet

RECENT NEWS

- Expanded coverage to San Diego, Sacramento, New Jersey, Denver, Boston
- Relaunched CompStak Exchange and CompStak Enterprise in a new, user friendly platform with advanced search and mapping features
- Raised series A1

WHAT'S NEXT

- Continue national expansion
- Launch advanced analytics tools allowing landlords and lenders to benchmark properties against a competitive set.



LEADERSHIP



Co-Founder & CEO

Michael Mandel
@CompStak
michael@compstak.com
(646) 278-1522

Since launching CompStak in early 2012, Michael has helped navigate the company through tremendous growth, with over \$10 million raised, 15 major markets launched, and a 45 person team.

Before starting CompStak, Michael led the NY metro data center practice for Grubb & Ellis, where he was named National Rookie of the Year and inducted into Real Estate New York's 30 Under 30. He graduated Babson College in 2005, where he led the Babson Entrepreneurial Exchange and was a member of the world's first live-in business incubator, the e-tower.



Co-Founder & CTO

Vadim Belobrovka
@VadimichB



Head of Compstak Enterprise

Andrew Phillips



SUMMARY

Connect Media is your source for information. Our daily news, conferences and platform allow you to connect with the influencers in your industry. Also connect with your peers who are in the know, ultimately helping you get your deals done. Connect gathers the people, information, news and data that create your world.

PROFILE

website

connectmediaco.com

twitter

@connectcre

headquarters

Los Angeles, CA

geographies served

California

prominent clients

Capital One,
CBRE,
NGKF,
Partner Engineering,
DTZ/C&W

user profile

Office,
Retail,
Industrial,
Multifamily

user profile

Asset Manager
Developer
Owner
Energy Sustainability
Specialist Materials
Manufacturer or
Distributor
Researcher
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker
• Architect
• Construction/Project Manager
• Software
Tenant/Occupier
Valuation Analyst/
Appraiser

PRODUCT

- Online - daily news covering California, data and information, whitepapers, blogs, indexes, videos, weather
- Daily Emails- Daily Push emails to your inbox with all of the top news you need to know
- Conferences- panels and networking in half day format with cocktails

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- First event (Connect Los Angeles) had over 550 people and top speakers
- Site launch & daily emails launched www.connectmediaco.com

WHAT'S NEXT

- 6 events throughout California. Expansion in to other states & regions

LEADERSHIP



President

Daniel Cenicerros
@connectdjc
daniel@
connectmediaco.com
213-407-3472

Daniel Cenicerros is the President and Founder of Connect Media Company.

Born and raised in Los Angeles, he has 20 years of experience in commercial real estate conferences and media publishing in print and online. During his years of experience, he has created some of the most successful conferences in the country and has a wealth of experience working with owners, investors, developers, brokers and financiers across all property types.

He is a member of ULI, NAIOP, BOMA, and ICSC





SUMMARY

Create is a geospatial information platform for real estate & economic development. Create provides an immersive 3D city interface which allows users to interact with millions of data points related to parcels, the real estate market, and the urban environment.

PROFILE

website

create.io

twitter

@Create_Tech

headquarters

Washington D.C.

geographies served

Washington, DC
Dallas, TX

money raised

1 Million

angellist

<https://angel.co/create-2>

crunchlist

crunchbase.com/organization/create-real-estate

prominent clients

Washington DC Economic Partnership
Trammell Crow
Hines
District of Columbia
Cushman & Wakefield

user profile

Office
Retail
Industrial
Multifamily
Development sites

user profile

Asset Manager
Developer
Owner
Researcher

- Service Provider
- Tenant Representation Broker
- Landlord Representation Broker
- Investment Sales Broker
- Debt/Structured Finance Broker
- Architect
- Construction/Project Manager

PRODUCT

- Create Free empowers the community with access to open data on their property and city, driving transparency and economic development
- Create Premium delivers critical insights that save real estate professionals money and valuable time spent sourcing and analyzing property data

WORKS ON

- Desktop/Laptop

RECENT NEWS

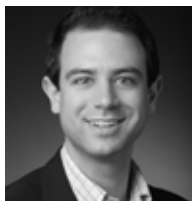
- New product release of Create Premium.

WHAT'S NEXT

- Expansion to new markets
- Additional functionality
- New product releases



LEADERSHIP



Founder & CEO

Stefan Martinovic

@stefancreate
sm@create.io

Stefan is a real estate developer and economic development specialist, with experience working on over \$1 billion of property development and investment transactions, as well as several years at hedge fund and private equity funds.



Founder & COO

Ed Switzer

@EdwardSwitzer
ed@create.io



Founder & CTO

Laura Ferguson

@allenderlaura
laura@create.io



SUMMARY

Crelow is the world's only demand-driven matchmaker for businesses and office space. We connect tenants with office space by enabling them to specify exactly what they're looking for and to attract bids directly from landlord reps who have space available. Crelow then makes the introduction and steps aside. Tenants can now take control of their search for office space and find their perfect fit, and landlord reps have a new, more efficient new way to fill vacant space.

PROFILE

website
crelow.com

twitter
@Crelow

headquarters
Minneapolis, MN

geographies served
Minneapolis/St. Paul, MN
Denver, CO

crunchlist
crunchbase.com/organization/crelow#x

prominent clients
Washington DC
Economic Partnership
Trammell Crow
Hines
District of Columbia
Cushman & Wakefield

user profile
Office

user profile
Asset Manager
Developer
Owner
Service Provider
• Tenant Representation
Broker
• Landlord Representation
Broker
Tenant/Occupier

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

PRODUCT

- Create Free empowers the community with access to open data on their property and city, driving transparency and economic development
- Create Premium delivers critical insights that save real estate professionals money and valuable time spent sourcing and analyzing property data

RECENT NEWS

- Launched the Crelow Deal Board in Minneapolis in January 2015
- Validated the concept through participation on both sides of our marketplace
- Expanded to the Denver market in April 2015
- Secured a second round of funding in July 2015
- Added 3 new markets in December 2015 in Houston, TX, Phoenix, AZ, Seattle, WA

WHAT'S NEXT

- Continue to help businesses control the search for office space and let the perfect fit find them
- Further define our market and scale nationally
- Add new, industry-changing features to our model
- Seek Series A (Round 3) funding in 2016v

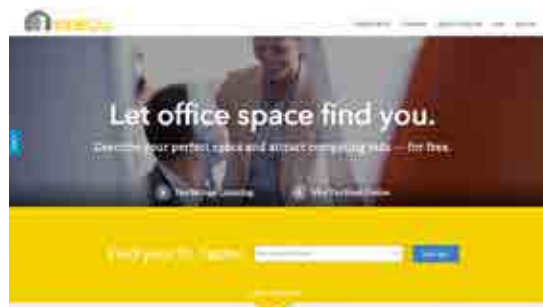
LEADERSHIP



CEO & Co-Founder

Jim Simpson
@JimSimpsonMN
jim@crelow.com
612-770-2222

Jim Simpson was formerly co-owner and president of Periscope, the first fully integrated marketing communications agency in Minneapolis and one of the nation's largest independent advertising and digital marketing agencies. Jim has led the development of websites for U.S. Bank, Best Buy, 3M and other major clients, and has extensive experience in business incubation and commercial real estate. When he isn't spending time with his family on his tree farm, Jim loves to save old buildings and redevelop them to their best use.





SUMMARY

Datex Property Solutions gives real estate portfolio owners visual, pushbutton simple access to their core real estate data. By turning insight into action, Datex enables its clients to work smarter, and nothing falls through the cracks.

PROFILE

website
datexdata.com

twitter
@datexdata

headquarters
Woodland Hills, CA

geographies served
United States, Canada,
Asia-Pac

angelist
angel.co/datex-property-solutions

prominent clients
Westwood Financial Corp.,
NewMark
Merrill Companies,
Oliver McMillan,
Cencor Realty Services,
Lewis Properties

relevant types of property
Retail,
Office,
Multifamily,
Medical Office

user profile
Asset Manager
Developer
Owner
Service Provider
• Landlord Representation Broker
• Investment Sales Broker
• Construction/Project Manager
• Software
Third Party Property Managers

PRODUCT

- Datex Real Estate Intelligence represents a new approach to real estate portfolio management.
- It includes three modules:
 - Business Intelligence, which visualizes your Key Performance Indicators (KPIs)
 - Reporting Intelligence, an automated reporting solution, which frees clients from Excel Hell
 - Workflow Intelligence, which automates recurring processes based on business rules
- Clients report 40% productivity gains from our solutions

WORKS ON

- Desktop/Laptop
- Tablet

RECENT NEWS

- Hired a VP of Engineering
- Real Estate Intelligence article featured in RealcommEDGE, the leading publication for technology in real estate
- Added several new clients in the Retail, Office and Multi-Family Residential segments

WHAT'S NEXT

- Significant enhancements to Datex Real Estate Intelligence platform, including enhanced SaaS support

LEADERSHIP



President

Scott Mahler

Scott founded Datex Property Solutions in 2001. He is a recognized expert in software solutions for real estate portfolio management, with systems deployed at numerous Retail, Multi-Family Residential and Commercial properties, representing tens of billions of dollars worth of real estate.



Chief Product Officer

Mark Sigal

@netgarden
mark@datexdata.com





SUMMARY

dmg information (dmgi) provides business-to-business information to the property, education, energy and commodity, and structured finance markets.

Boasting a collection of high-growth, innovative, must-have information businesses, primarily based in the US and UK, dmgi is actively looking to expand into new sectors and geographies and welcomes receiving investment proposals

PROFILE

website
dmginfo.com

twitter
@dmg_info

headquarters
Stamford, CT

geographies served
Global focus: USA,
Singapore, UK, India

money raised
1.4 Million

relevant types of property
Office,
Retail,
Industrial,
Multifamily

user profile
Owner

PRODUCT

We work with a company's management to:

- Ensure that their strategies are appropriately ambitious : vertical/horizontal/geographic.
- Assist them with capital management and “bolt-on acquisitions”.
- Ensure that companies have a strong talent agenda - developing our people today, for the challenges of tomorrow

RECENT NEWS

- We have recently made an investment in Sitecompli, as a result of meeting them at CRE//Tech in Nov 13



LEADERSHIP



CEO

Suresh Kavan



Head of Strategy and M&A

Erik Levy

elevy@dmginfo.com



SUMMARY

Dwelo turns ordinary apartments into smart apartments, with lights, locks, and thermostats that are connected to the internet. Dwelo is the most innovative way to differentiate a rental property, and it was purpose-built for the complex needs of the multifamily industry. The combination allows owners and managers to set their property apart while protecting their assets and streamlining their operations. At a fraction of the cost of other amenities, Dwelo provides customers with an ROI over 50%.

PROFILE

website

dwelo.com

twitter

@ebrevia

headquarters

Salt Lake City, UT

geographies served

Salt Lake City, Seattle, Dallas, San Francisco/Oakland metro regions

relevant types of property

Multifamily

user profile

Asset Manager
Developer
Owner

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

PRODUCT

- Dwelo connects via a proprietary gateway to third-party hardware produced by industry leaders such as Kwikset and GE.
- Dwelo's mobile app lets residents control lights from bed, crank the AC on the way home, or let friends in while away.
- Dwelo's web app controls staff access, secures and turns off vacant units with a click, and alerts managers to problems.

RECENT NEWS

- Completed a successful beta period with installs at over ten properties
- Finalized base functionality in the mobile and web applications
- Began first full sales push in the Salt Lake City area and initial expansion in other markets
- Inked our first deals for community-wide rollout

WHAT'S NEXT

- Launch new versions of our mobile and web applications with expanded functionality
- Ramp up our presence in the Seattle, Dallas, and San Francisco/Oakland metro regions
- Close a new round of financing



LEADERSHIP



CEO

Eric Wood

@AdamNgyuenNYC
eric@dwelo.com
1 (203) 870-3000
ext. 102

Eric Wood, CEO, founded Dwelo after seeing first hand how technologically underserved the multifamily industry is while managing properties with his wife. He left his career helping tech firms like WhatsApp, Box, and Zendesk through the IPO and acquisition process to join David Beenfield, COO and co-founder, in putting together technology solutions for the multifamily industry. David previously built and managed a team at Salesforce and managed the sales and background check divisions at an employee screening firm.



COO

David Beenfield

@AdamNgyuenNYC
david@dwelo.com
1 (203) 870-3000
ext. 102



SUMMARY

Commercial real estate firms rely on eBrevia's award-winning software to automate their contract review, and to reduce cost and increase accuracy in the process. eBrevia's Lease Abstractor enables property managers, landlords, tenants, brokers, REITs, and law firms to more effectively extract key information from leases for lease audits and compliance, cost recovery, and asset/property management. Based on machine learning and natural processing technology developed at Columbia University, eBrevia was founded in 2011 by Harvard-educated attorneys and a computer scientist. eBrevia was a national winner in the Startup America DEMO Competition and received the Connecticut Technology Council's Most Promising Software Product of the Year award.

PROFILE

website

ebrevia.com

twitter

@ebrevia

headquarters

Stamford, CT

geographies served

US, Canada, UK, Australia, Netherlands

relevant types of property

Office,
Retail,
Industrial,
Multifamily

user profile

Asset Manager
Developer

Owner

Service Provider

- Tenant Representation Broker
- Landlord Representation Broker
- Investment Sales Broker
- Debt/Structured Finance Broker
- Tenant/Occupier Valuation Analyst/ Appraiser
- Legal Departments;
- Audit & Compliance

PRODUCT

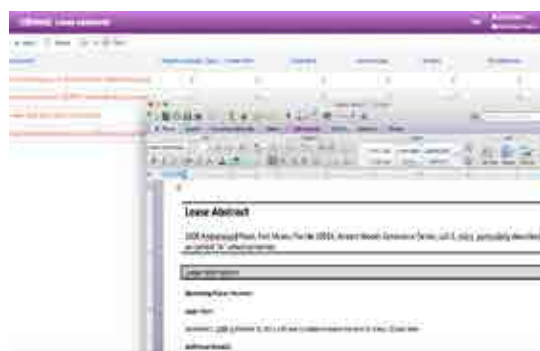
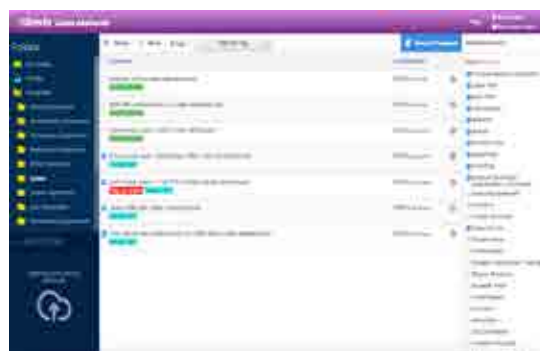
- eBrevia's Lease Abstractor extracts key data from leases such as rents, term, renewal, options, and assignment, and exports summaries to Word, Excel, or a client's property management platform
- eBrevia's Diligence Accelerator extracts concepts for legal due diligence in M&A and financings
- eBrevia's Contract Manager extracts data from contracts, allowing clients to capture revenue opportunities and cut costs in routine compliance
- eBrevia Bespoke allows clients to tailor the software to extract a custom set of terms, crafting a precise fit to specific industries/projects

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Geographic expansion, with users now located throughout the US, UK, Italy, Netherlands and Australia
- Product enhancement, including the launch of eBrevia Bespoke, allowing clients to extract a custom set of terms relevant to a specific industry



LEADERSHIP



Co-Founder

Adam Ngyuen

@AdamNgyuenNYC
anguyen
@ebrevia.com
1 (203) 870-3000
ext. 102

Adam is a co-founder and COO of eBrevia. Before eBrevia, Adam was the Chief-of-Staff and Legal Officer of Vantage Properties, a 350-person real estate investment and management firm. Adam had practiced law at two international firms, Paul, Weiss, and Shearman & Sterling, where he focused on investment fund formation and M&A — and at AQR Capital Management, where he helped to expand the firm's hedge fund products.



VP of Innovation & Business Development

Alessia Bell

@alessiatbell
abell@ebrevia.com
1 (203) 870-3000
ext. 106



VP of Client Relations

Sue Banerjee

@sue_banerjee
sbanerjee
@ebrevia.com
1 (202) 549 9522.



SUMMARY

EDR provides data and workflow tools to help our clients manage all aspects of property due diligence. Our data and software enable \$1 trillion in transactions per year and our clients include all stakeholders in property due diligence: environmental professionals, lenders, appraisers, corporations, law firms, insurance companies, government agencies and real estate professionals. Our mission is to continuously improve the ways in which property stakeholders assess, transact, and manage their real estate assets: Smart Data. Smarter Workflow.

PROFILE

website
edrnet.com

twitter
@edrnet

headquarters
Shelton, CT

geographies served
United States

prominent clients
Bank of America,
GE Capital,
US Bank,
Wells Fargo,
Zurich-American
Insurance Group,
EBI Consulting,
Partner Engineering
and Science,
CBRE,
AEI Consultants,
Terracon,

relevant types of property
Office,
Retail,
Industrial,
Multifamily

user profile
Service Provider
• Software

PRODUCT

- ScoreKeeper tracks environmental due diligence activity, a leading indicator of commercial property transactions and overall market health
- Lightbox allows due diligence professionals to experience government data and historical sources in a new, interactive way
- Collateral360 connects people, policy and property info so lenders can better manage their property due diligence

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- In May 2015 Dan Gottlieb joined EDR from sister-company Trepp LLC. As COO Dan will oversee EDR's Product Mangement, Technology and operation departments. During his career, Dan has been an active participant in the CRE technology industry as a member of the Commercial Real Estate Finance Council (CREFC) and as a board member at of Mercatus, Inc., the leading solutions provider to the energy finance industry



LEADERSHIP



CEO
Rob Barber

Rob Barber is a board member and chief executive officer of EDR, the national provider of data and workflow solutions for the property due diligence industry. As CEO, Rob oversees EDR's vision and strategy and is ultimately responsible for the company's performance. Since he began his EDR career in 1992, Rob has moved progressively through a variety of cross functional roles which has given him a broad range of experience across EDR's customer segments. Prior to becoming CEO in 2005, Rob served as the president and chief operating officer. Rob has also held multiple positions within the company's national sales organization including executive vice president of sales and marketing.



COO
Dan Gottlieb
dgottlieb@edrnet.
com.



VP Marketing
Patrick Coyne
pcoyne
@edrnet.com



SUMMARY

Technology that makes real estate operations easier. Our cloud & mobile solution enables managers & their people to efficiently coordinate, track, and document property related activity, making day-to-day operations easier. Centralizing property data & modernizing workflows also means that our clients have the on-demand information to make smarter decisions, while achieving greater efficiencies & cost savings.

PROFILE

website
etrackerllc.com

headquarters
Oakland, CA

geographies served
United States

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
Self-Storage

user profile
Asset Manager
Researcher
Owner
Service Provider
• Construction/Project Manager
• Software
Tenant/Occupier
Property Manager

PRODUCT

- Commercial property operations demand countless time-intensive, capital-intensive tasks
- Overseeing maintenance, vendor coordination, tracking insurance certificates, leases, inspections, CAM, TI's, the list goes on... Yet, the coordination of these high-value tasks is fragmented between paperwork, phone calls, emails, excel spreadsheets, calendar reminders, even text messages & post-it notes
- eTRACKER centralizes this coordination and ensures that time & capital is not lost

WORKS ON

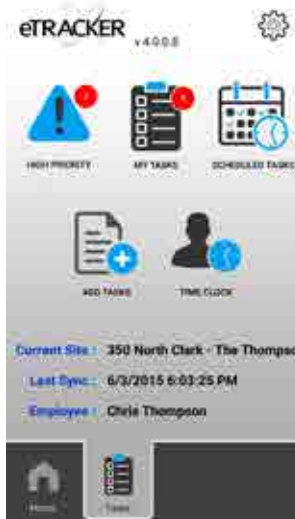
- Phone Android
- Desktop/Laptop

RECENT NEWS

- eTRACKER in final negotiations to add 11 Million square foot portfolio

WHAT'S NEXT

- Remain focused on continued client growth across the U.S.



LEADERSHIP



EVP

Chris Thompson
chris
@etrackerllc.com
(510) 928-6599



Managing Partner

Adrian Hunter
adrian
@etrackerllc.com
(510)-703-2030,



SUMMARY

F9Analytics was founded to deliver superior technology centric financial solutions to the commercial real estate industry. F9Analytics, through its direct and corporate enterprise cloud services, provides companies, property investors, and property service firms exceptional cloud technologies to simplify the complexity of property finance. Whether you are a Property Services Firm, an Institutional Investor, or a Small or Large Company that leases space, we build the intelligent tools so you can lease smarter.

PROFILE

website
f9analytics.com

twitter
@f9analytics

headquarters
Tucson, AZ

geographies served
Worldwide

money raised
Self-Funded

relevant types of property
Office,
Retail,
Industrial

user profile
Asset Manager
Owner
Service Provider
• Tenant
Representation
Broker
• Landlord
Representation
Broker
Tenant/Occupier
Valuation Analyst/
Appraiser

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

PRODUCT

- Lease Optimizer – The first-of-its-kind Financial API that creates hyper-efficiencies in solving real world problems in lease finance, providing corporate end-users the capability to solve, structure, and optimize leases in nearly real-time
- Lease Comparison – The industry-leading financial lease valuation, reporting, and analytic service (built by true investment professionals), providing simplified yet robust lease reporting and analytics to both financial and non-financial practitioners

RECENT NEWS

- Was selected Top 10 Technology at DisruptCRE - New York out of 30 competing technologies, during the industry “pitch” session hosted by top global CIO’s
- Lease Offering Update - Lease Financial Service now includes limited monthly free public service Lease Optimizer API - Released new iOS 8+ version and Server Version of the Lease Optimizer API
- Lease Comparison – Released new Lease Comparison to provide enhanced lease analytics and reporting

WHAT'S NEXT

- Microsoft Azure - Migrating to a multi-instance, load dynamic, Microsoft Azure – Cloud Service, offering enhanced corporate API and SaaS performance
- Lease Optimizer API - Releasing improved UI for iOS 8+ and Server Versions w/ New Hurdle Rate Algorithm
- Lease Comparison – Enhancing UI to include latest advancements in SaaS based UX design and performance
- Lease Optimizer/Lease Comparison API – providing a mobile data-link for users between Lease Comparison Metrics and Lease Optimizer Interface. Streamlining User Usage Time



LEADERSHIP



CEO

John J. Cona
jcona
@f9analytics.com
(213) 444-1678

John J. Cona is Founder and Chief Executive Officer of F9Analytics, LLC and Managing Director of Codeworks, LLC its' parent company. Mr. Cona was involved in multi-continent asset management initiatives for the likes of GE Capital Global Asset Management and DEXUS Property Group of Australia (ASX:DXS). In balancing mental-work with physical-health he maintains a regimented routine; including running 8 to 12 miles per week, maintaining a strict diet, and reading academic literature in his free time. He is an INTJ and graduate of the University of Arizona.



PROFILE

website
floored.com

twitter
@Floored3D

headquarters
New York, NY

geographies served
Worldwide

money raised
\$6,350,000

angellist
<https://angel.co/floored>

crunchlist
crunchbase.com/organization/floored

relevant types of property
Office,
Retail,
Industrial,
Multifamily,

prominent clients
Related Companies
Tishman Speyer
Vornado
Taconic
SL Green

user profile
Asset Manager
Developer
Researcher
Owner
Service Provider
• Landlord Representation Broker
• Investment Sales Broker
• Architect
• Software
Tenant/Occupier

SUMMARY

Floored is the leading 3D software company in the commercial real estate industry.

Floored's flagship product, Luma, provides an interactive 3D model visualization replacement for architectural & marketing renderings. These interactive models become the core of leading edge CRE developers & brokers' marketing collateral. The content is distributed both through the web, mobile and in virtual reality. Floored's newest product, Profitfit, is a first-of-its-kind software-as-a-service for brokers & developers to create test fits themselves, in both 2D & stunning 3D, without having any background in architecture or space planning. Finally, Floored has an R&D arm that has been working on capturing as-built environments into 2D & 3D. Floored's largest customers include innovative developers such as Related, Hines, Tishman Speyer, Macerich, Vornado and 150+ others. Floored was founded in 2012 in New York City and has 45 employees.

PRODUCT

- Luma: an award-winning, web-based, interactive 3D model visualization software suite for visualizing new development. Compatible with the latest virtual reality hardware
- Profitfit: a groundbreaking tool for brokers & developers to create test fits themselves, in both 2D & 3D
- Scanning: Floored has an R&D arm that has been working on hardware & software to tackle scanning as-built environments into BIM

WORKS ON

- Wearable
- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Just launched Profitfit, the most innovative test fit software since AutoCAD
- Multi-media presentations in Luma
- Several quarters of cash flow positive operations

WHAT'S NEXT

- Profitfit DIY 2D to 3D; incredible software
- Supporting newest VR headsets
- Series B in 2016



LEADERSHIP



CEO & Founder
David Eisenberg
@eisenberg
dave@floored.com



CTO & Founder
Dustin Byrne
@dustbyrn



VP of Sales
Peter Alden
peter@floored.com
(248)-330-3459



Founder & VP Engineering
Judy He
@hehejube



SUMMARY

GeoData Plus is the go to source for property data in New York and New Jersey. Appraisers and lenders use GeoData to get the most up to date comparables and property data available to complete their transactions. Investors and brokers use GeoData's comprehensive but easy to use search tools to find their next transaction.

PROFILE

website
geodataplus.com

twitter
@geodataplus

headquarters
Melville

geographies served
New York State & New Jersey

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
Residential

user profile
Researcher
Service Provider
• Investment Sales
Broker
Valuation Analyst/Appraiser
Lenders

PRODUCT

- GeoData is a web application available from any mobile or desktop device. Clients can quickly find any property and get the most up to date ownership, building details, taxes, sales and mortgage transactions, learn if the property is facing foreclosure and get the comparables needed to determine an accurate value

RECENT NEWS

- Substantial enhancements made to NY properties in the "upstate" region, from Westchester north
- Expansion into New Jersey
- Rent roll and square footage data added to every commercial property in Nassau County
- Building attribute data added to Suffolk properties in the towns of Brookhaven and Babylon

WHAT'S NEXT

- Enhanced searching tools, such as searching for comparables on a hand drawn shape on a map.
- Commercial rent roll data in New York City.
- Additional building attribute data to all areas.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

LEADERSHIP



Founder

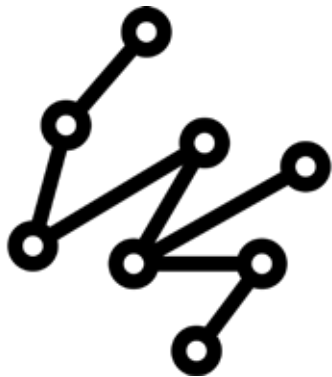
Erik Wind
erik@geodataplus.com

Erik Wind is the president of GeoData Plus. Since returning to GeoData in 2013, he has overseen GeoData's rapid growth. Erik has a unique blend of expertise, having both a background as a software engineer and a real estate practitioner. In 2012, National Mortgage Professional Magazine named Erik one of the 40 Most Influential Mortgage Professionals Under 40. Erik volunteers his time helping United States Veterans find meaningful work by helping to write their resumes and sharpen their interview skills.



Founder

Robert Whiddon
robert@geodataplus.com
516-663-0790



SUMMARY

GeoGekko is the commercial real estate industry's most sophisticated data analytics platform - Zillow for commercial real estate. The platform aggregates and analyzes data from 100+ traditional and alternative data sources to help evaluate and price commercial real estate properties.

PROFILE

website
geogekko.com

headquarters
San Francisco, CA

geographies served
New York & San Francisco

money raised
We are starting our seed fundraising later this summer

relevant types of property
Retail,
Office,
Multifamily,

user profile
Asset Manager
Developer
Owner
Researcher
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker
Tenant/Occupier
Valuation Analyst/Appraiser

PRODUCT

- We use natural language processing, machine learning algorithms and large amounts of data to digitalize location and property attributes, find correlations among them and estimate real estate pricing and trends
- The extreme granularity of data and analyses which GeoGekko offers has never been available before. It is especially valuable in densely populated metro areas where traditional data and analytic tools do not work well

WORKS ON

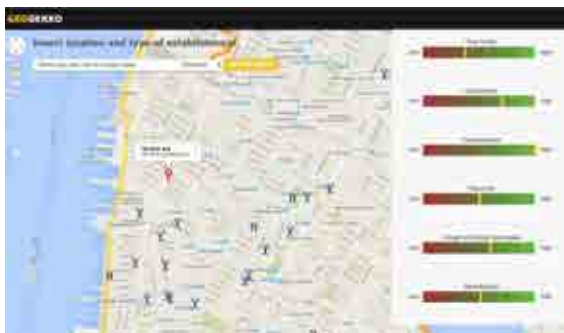
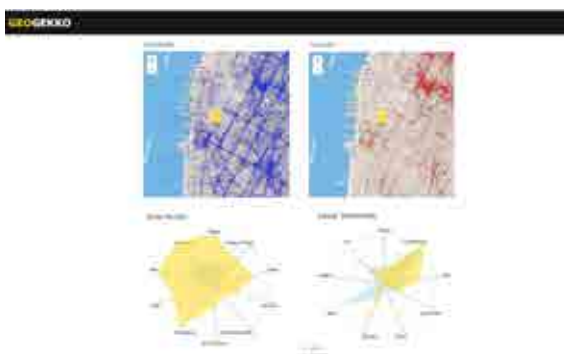
- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Launched new predictive signals
- Launched retail rent analyzer
- Expanded to SF Bay Area

WHAT'S NEXT

- Adding new insights and data analytics capabilities
- Expanding geography to nationwide
- Doubling the number of alternative and traditional data sources on the platform



LEADERSHIP



CEO

Laura Krashakova
laura@8qlabs.com
+1 (888) 666 0433



CTO

Rajiv Roopan
rajiv@8qlabs.com
+1 (888) 666 0433

We have a strong team with a unique combination of experience in real estate finance, software development and data science.



SUMMARY

Goby is the recognized North American leader in enabling Better Run Buildings. In addition to leading the industry in ENERGY STAR benchmarks and LEED certifications, Goby's award winning SeaSuite™ Software as a Service platform captures and distills multiple data sources into simple, contextualized dashboards, tasks, and reports to cost-effectively monitor, optimize, report, and track whole-building energy and sustainability performance.

As a result of Goby's outstanding contributions to energy and greenhouse gas reduction in commercial real estate, the U.S. Environmental Protection Agency (EPA) recently recognized Goby with a 2014 ENERGY STAR Partner of the Year Service and Product Provider Award.

PROFILE

website
seasuite.com

twitter
@GobyGreen

headquarters
Chicago, IL

geographies served
North America

prominent clients
AEW,
Liberty Property
Trust,
Piedmont REIT,
Brandywine Realty
Trust,
MetLife

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
Hospitality,
Education,
Medical

user profile
Asset Manager,
Energy Sustainability
Specialist,
Owner

PRODUCT

- SeaSuite is a single place where building owners and operators can manage energy, sustainability, tenants, vendors, projects, billing and reporting. SeaSuite removes the silos of data prevalent in real estate today
- SeaSuite users annually manage more than 1 Billion square feet from the cloud including regulatory compliance with energy reporting ordinances nationally, more than 1,000 ENERGY STAR benchmarks, and over 100 LEED EB:O+M projects. In addition, SeaSuite™ users and buildings have collected reduced average energy consumption by more than 20% since 2010
- SeaSuite uses the near infinite amount of data in order to protect the finite resources available to the planet. Through cost effectively capturing, socializing, and visualizing building data for commercial real estate owners and operators, we are able to reduce their costs and improve the performance of their buildings

WORKS ON

- Wearable
- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- SeaSuite ONE release July 2015 |
- Adds to our award winning energy and sustainability data automation and reporting tenant, vendor, billing, real time energy and water, projects, and utility bill management.

WHAT'S NEXT

- We are focused on rolling out the ONE release as each of the new modules will be live within our customer base. Utility payment and enhanced real time data tracking are on the roadmap for early 2016. Expansion into our key customers to replace multiple systems and data silos.

LEADERSHIP



Founder

Chris Happ
@chrishapp
chapp@gobyllc.com

Mr. Happ has more than 15 years in enterprise software and management consulting experience including supply chain software implementation and process optimization for fortune 500 companies including ExxonMobil, Disney, Southwest Airlines, Pfizer, and JP Morgan. He began his career with PricewaterhouseCoopers management consulting and went on to Ariba where he lead the technical strategy and architecture group. After Ariba, he co-founded blueSolutions, a supply chain optimization and software implementation consultancy which was acquired by SAP reseller, Hubwoo. Since 2009, Happ has been focused on enabling owners and managers to run better buildings through cloud based energy management and best practices.



Founder

Ryan Nelson
@gobychicago
rnelson@gobyllc.com



Sales Lead

Chad Gilpin
@chadgilpin

SUMMARY

growth IQ matches multi-unit chains with the ideal location for their next unit using the first comprehensive database of retail real estate. By bringing complete market transparency to the retail real estate market, we are able to accelerate quality matches for property owners, tenants, and brokers. Further, using market network effects, our platform will become the tool of choice for these players as they manage demand, track opportunities, and maximize ROI industry-wide. Our first product is a mobile application that allows all interested parties to discover complete information about any retail property in the United States.

PROFILE

website

growthiq.com

headquarters

Washington, DC

geographies served

East Coast (currently)

relevant types of property

Retail

prominent clients

Founding Farmers
Restaurant Group
Jose Andres Think
Food Group

user profile

Developer

Owner

Service Provider

- Tenant Representation Broker
- Landlord Representation Broker
- Tenant/Occupier

PRODUCT

- growth IQ mobile search tool allows anyone to find comprehensive information about any retail property with the click of a button.
- growth IQ Expert Edition offers retailers, brokers, and property owners complete visibility into market demand for retail space.

WHAT'S NEXT

- gIQ will launch its initial products including a mobile app and SaaS platform
- gIQ will raise a seed round of funding

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

LEADERSHIP

*Founder*

Nathaniel
Houghton

nathaniel.houghton@growthiq.com



SUMMARY

Hightower is the leading end-to-end leasing management platform for the commercial real estate industry. Hightower helps owners and brokers save time, improve visibility, and reduce risk in their portfolio. Founded in 2013, Hightower has thousands of customers from around the world using its platform, with enterprise customers including Vornado, CBRE, NGKF, Beacon Capital, Shorenstein and more.

PROFILE

website
gethightower.com

twitter
@hightower

headquarters
New York, NY

geographies served
North America & Europe

money raised
\$21.6 million

angellist
angel.co/hightower

crunchlist
crunchbase.com/organization/hightower

prominent clients
Vornado
CBRE
NGKF
Beacon Capital
Shorenstein

relevant types of property
Retail,
Office,
Industrial
Biotech
Medical Office

user profile
Asset Manager
Developer
Owner
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

PRODUCT

- Hightower is transforming commercial real estate through intuitive technology. The company currently offers three products: Landlord 360 for commercial landlords, Landlord Advisor for agency brokers, and Tenant Advisor for tenant rep brokers. The three products work in concert, creating a truly end-to-end leasing management platform that helps brokers and owners save time, improve visibility, and reduce risk.

RECENT NEWS

- Announced \$13 million Series B funding
- Strategic investment from Newmark Grubb Knight Frank Corp, Barry Sternlicht, Bill Rudin, and returning investor Aaron Levie
- Opened LA and San Francisco offices and crossed 55 employees
- Launched redesigned mobile experience

WHAT'S NEXT

- Opening offices in 1-2 additional markets
- Launching advanced asset management capabilities
- Announcing a major product partnership



LEADERSHIP



Co-Founder & CEO
Brandon Weber
@BrandonGWeber

Brandon is CEO and founder of Hightower. Prior to launching Hightower, Brandon was a First Vice President at CBRE where managed the leasing strategy for over 4 million square feet of institutionally owned office/biotech assets. He began his career in software product development, first as a Program Manager at Microsoft developing Excel, and later at Zillow as a Senior Program Manager. He received two degrees in computer science from Carnegie Mellon and holds 5 patents in software design.



Co-Founder & CPO
Donald DeSantis
@donalddesantis



Co-Founder & CTO
Niall Smart
@niallsmart


HONEST BUILDINGS

SUMMARY

Honest Buildings is rapidly becoming world's leading online marketplace for commercial real estate projects. From architects and engineers to contractors, Honest Buildings helps real estate decision makers find and meet the perfect people, fast. We're helping the real estate community make the smartest decisions, one project at a time. With an innovative suite of products and over \$300 million in deal flow to date, Honest Buildings is changing the way real estate connections are forged.

PROFILE

website
honestbuildings.com

twitter
@honestbuildings

headquarters
New York, NY

geographies served
New York State & New Jersey

prominent clients
Kushner Companies
ABS Partners
Equity Office
Madison Realty
Capital
Time Equities

PRODUCT

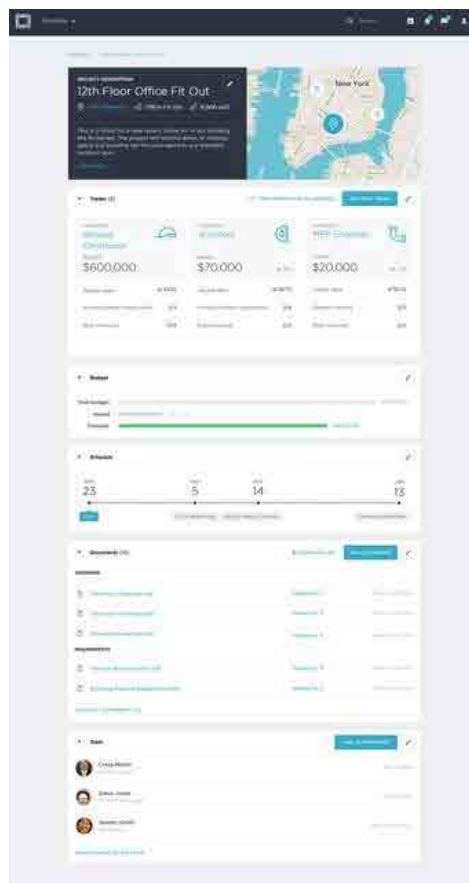
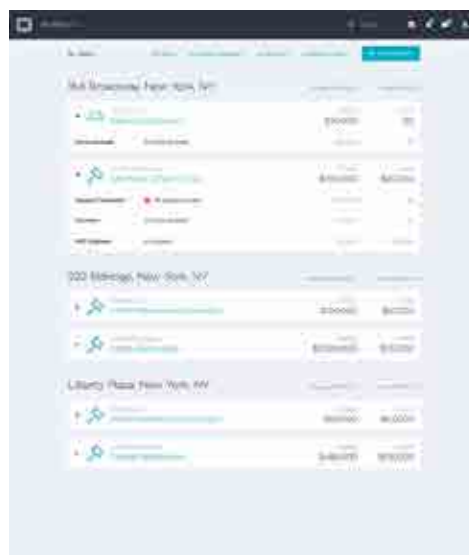
- A free online tool to post projects, receive pre-qualified lists of applicants, and manage bids. Use Honest Buildings to make informed and cost-effective decisions

RECENT NEWS

- Developed enterprise bid management software for portfolio owners
- Surpassed \$330 million in project volume transacted through the HB marketplace
- Grew headcount to 30 employees and expanded to new space in 222 Broadway

WHAT'S NEXT

- Expansion into new markets
- Pricing intelligence available to project decision makers



LEADERSHIP



CEO
Riggs Kubiak



VP of Business Development
Geoff Lewis



VP of Product
Max Engel



VP of Engineering
Adam Fleming



SUMMARY

LiquidSpace is the leading online marketplace connecting people with workspace, offering more than 5,500 workspaces in over 600 cities across the U.S., Canada and Australia. Members can find their next office easily at LiquidSpace.com, and owners can share their underutilized space in the LiquidSpace marketplace.

PROFILE

website
liquidspace.com

twitter
@liquidspace

headquarters
San Francisco, CA

geographies served
United States, Canada, Australia

money raised
\$26 million

relevant types of property
Office,
Multifamily,
Hospitality

user profile
Asset Manager
Developer
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Architect
Tenant/Occupier

PRODUCT

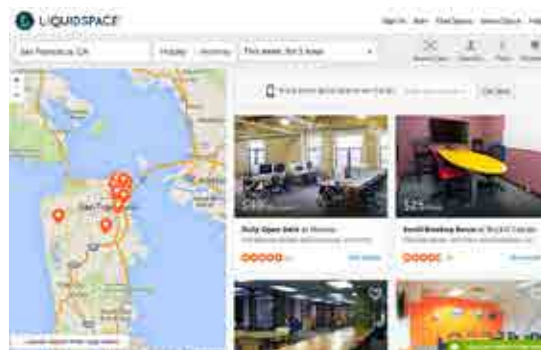
- To help you find a space that's perfect for your personal style and needs. We know that the right meeting room or personal workspace makes a difference in helping you be more productive, host a creative brainstorm session or close a deal with clients
- Our platform gives everyone access to the many great spaces that surround us, which is more efficient for each of us as individuals, for companies, and good for the planet, too

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- LiquidSpace recently launched a new app for iPhone: <http://www.prnewswire.com/news-releases/liquid-space-introduces-new-app-for-iphone-bringing-workspace-freedom-to-the-mobile-workforce-300066959.html>
- LiquidSpace launched an API to integrate with a broader ecosystem of partners: <http://www.prnewswire.com/news-releases/liquid-space-launches-api-to-unite-the-workspace-universe-300045992.html>



LEADERSHIP



Founder & CEO

Mark Gilbreath
@markgilbreath
mark@liquidspace.com
208-720-8107

Mark Gilbreath is the Founder and CEO of LiquidSpace, the leading online marketplace for flexible workspace. Since its inception in 2010, the company has supported more than 1 million transactions through its marketplace, enabling anyone to book a great place to work by the hour, day or longer. Mark is a serial entrepreneur and has spent 25+ years in the technology industry in roles ranging from design engineer to startup CEO.



VP of Sales

Jeff Johnson
@jeffjohnson05
jeff@liquidspace.com

loop & tie

SUMMARY

Loop & Tie provides a seamless client gift exchange that saves time, integrates with existing workflows and puts an end to the outdated gift basket. Our interactive gift experience places the real estate professional's brand front and center, allows clients to choose a gift they want and facilitates continued conversation. With Loop & Tie client gifting shifts from being a time-consuming formality into an efficient tool that supports strong client relationships.

PROFILE

website
loopandtie.com

twitter
@LoopAndTie

headquarters
Austin, Tx

geographies served
United States +
International Coverage
on request

crunchlist
crunchbase.com/organization/loop-and-tie

relevant types of property
Retail
Office,
Multifamily,
Hospitality

user profile
Asset Manager
Developer
Owner
Service Provide
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker
• Architect
• Construction/Project Manager
• Software
Tenant/Occupier
Valuation Analyst/Appraiser

PRODUCT

- A convenient gift builder: enter client emails, choose a gift collection, customize the email with a logo + choice of card, clients select their gift
- Workflow integrations make sending quick and easy, gifting dashboard means follow up and feedback is seamless

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Selected by Google for Entrepreneurs for Google Demo Day, Joined NAR/Second Century Ventures' REach Accelerator Class of 2015
- \$1m Series Seed Financing
- Release of Self-Serve Applications

WHAT'S NEXT

- Release Gift API
- 3rd Party Integrations
- Enhance Gifting Customizations
- Increase of Gift Offerings and Supplier Functionally

LEADERSHIP



CEO

Sara Rodell

Sara@LoopAndTie.com



CPO

Scott Murtaugh

Scott@LoopAndTie.com



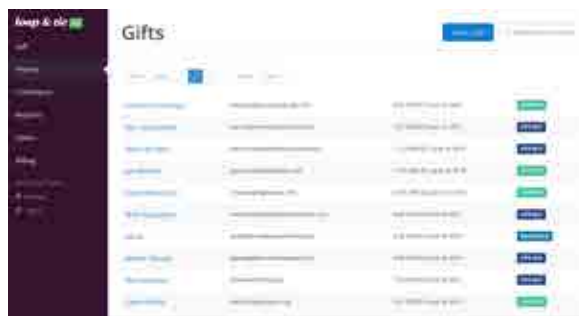
CTO

Dimitri

Sales Lead

Lindsey Jordan

512-660-2766





Managed by Q

PROFILE

website
managedbyq.com

twitter
@managedbyq

headquarters
New York, NY

geographies served
New York, Chicago,
San Francisco

money raised
\$17.4 million

angellist
angel.co/man-
aged-by-q

crunchlist
crunchbase.com/
organization/man-
aged-by-q

prominent clients
Bitly,
VaynerMedia,
Bark&Co.
Blue Apron
ZenPayroll

relevant types of property
Office,
Retail,
Industrial

user profile
Asset Manager
Owner
Service Provider
• Tenant
Representation
Broker
• Landlord
Representation
Broker
• Architect
• Construction/
Project Manager
Tenant/Occupier

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

SUMMARY

Managed by Q is building the operating system of the built world, making it easy for tenants to run an office space. At its core, Q provides office cleaning and other smart services to keep office operations running smoothly – all managed via an iPad that's installed for free. Q helps office managers and teams manage cleaning schedules, monitor and restock supplies, and request on-demand handymen.

PRODUCT

- Q provides recurring cleaning, maintenance, and supplies replenishment services to make life easy for office managers, all powered through a suite of beautiful desktop and mobile applications. Available on demand and 24/7, Q's exceptional staff and dedicated account managers ensure five-star quality of service for tenants' office needs



RECENT NEWS

- In a little over a year since its founding, Managed by Q has grown to power millions of square feet of commercial real estate in New York, Chicago, and San Francisco. In June 2015, Managed by Q announced a \$15M Series A to continue on a path towards national expansion
- Q has experienced particularly strong growth in the technology sector, with some of the biggest names in tech signing up for the service, such as VaynerMedia, Coinbase, Oscar Insurance and more
- Creating an enhanced system for communications and operations among its workforce, Q recently released a mobile Operator app on iPhone and Android, enabling cleaning and maintenance staff - Q's Operators - to be routed to their accounts and manage their tasks lists on the go

WHAT'S NEXT

- Q is focused on expanding the business nationally, while continuing to develop and articulate their three core product offerings, cleaning, supplies, and maintenance
- Q hires, trains and manages service providers as full- or part-time employees in every market where it operates - and plans to continue to be a market leader in creating fundamentally good jobs for its workforce in the on-demand economy

LEADERSHIP



Co-Founder

Dan Teran

@dpteran
dan@managedbyq.com

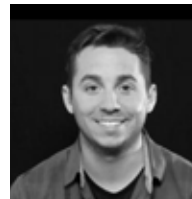
Dan Teran is the co-founder of Managed by Q. In a little over a year since its founding, Managed by Q powers office operations for hundreds of companies in New York, San Francisco and Chicago. Dan is also a partner at prehype, a venture development firm that works with Fortune 500 companies and world class entrepreneurs to solve hard problems. Prior to co-founding Q, Dan worked in community organizing and local government in Baltimore.



Co-Founder

Saman Rahmanian

@saman325
saman@managedbyq.com



Head of Sales

Chris Thompson

@_christthompson
cthompson@managedbyq.com



Head of Marketing & Partnerships

Jacqueline Kurdziel

@jqkurdziel
jkurdziel@managedbyq.com



SUMMARY

Lane is SaaS software that creates a smart workplace; it leverages the Commercial Real Estate (CRE) ecosystem to enable buildings and their tenant companies to communicate and engage with urban-professionals, directly to their mobile devices.

PROFILE

website
www.joinlane.com

twitter
@joinlane

headquarters
Toronto

geographies served
Major metropolitan cities

angellist
angel.co/joinlane

crunchlist
crunchbase.com/organization/mona-networks-inc

prominent clients
Brookfield Properties, Crown Realty Partners, Kipling Group Inc., Menkes Property Management

relevant types of property
Office, Retail, Industrial

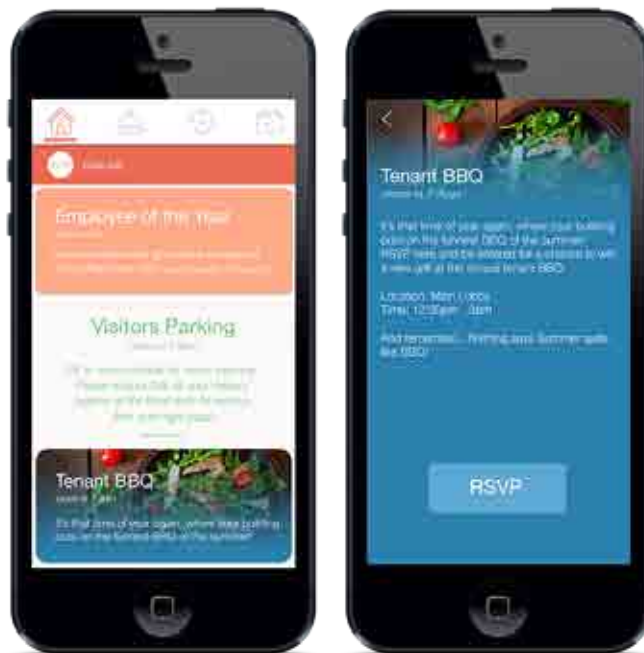
user profile
Asset Manager
Owner
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Software Property Management

WORKS ON

- Phone iOS
- Phone Android
- Blackberry
- Desktop/Laptop

PRODUCT

- Lane is the first mobile engagement platform to connect urban professionals into the building they work at, the company they work for and the vendors and services around them, throughout any city. Co-founder's Clinton Robinson and Kofi Gyekye have disrupted CRE, a relatively untouched sector in tech, with their innovative approach to increasing workplace engagement through communication.
- For the past year, Lane has revolutionized how CRE buildings communicate with their tenants and now represents some of the largest and most recognizable office properties such as Brookfield Office Properties and Menkes, alongside their anchor tenants.



RECENT NEWS

- Increased our clients by 300% within the past 3 months, therefore growing our team to 15 employees
- Development and creation of Lane V2: Added new information funnelling system to include channels and different feeds
- Expanded our notification functionality to be customizable per channel
- Now allow companies and professional organizations to communicate with their members through Lane

WHAT'S NEXT

- The launch of V2 throughout our client buildings creating valuable partnerships with other service providers that will be beneficial to feature on Lane for our End Users
- VC Fund Raising round
- Continue to grow and build our team

LEADERSHIP



Founder

Clinton Robinson
@ClintJRonbinson
clint@joinlane.com
+1877-364-6663

Clinton is a tech entrepreneur with over 10 years experience creating internet & mobile products, launching his first internet startup in 1996 at the age of 15. Clinton sold his second startup, a web based e-health solution in 2008, shortly after graduating from Queen's University with a MSc Computer Science. Clinton founded the multiple award winning design and tech agency Little Room in 2011 and most recently founded Lane in 2014



Founder

Kofi Gyekye
@Kofi_gyekye
kofi@joinlane.com
+1877-364-6663

Born in Africa, raised in Europe, and settled in North America by the age of 20. Kofi has successfully lead the creation of web and mobile technology products for companies such as Rogers, New York Times, Thomson Reuters, Hudson's Bay Company, as a co-founder of Little Room. In 2013, Kofi was recognized as "30 Under 30", one of the top 30 Canadians for his work creating a product to lower infant mortality in Ghana.



SUMMARY

OfficeSpace.com connects brokers and tenants. We help tenants find the right space for their business needs (office, retail, industrial and more) and connect them to the right people in real-time.

PROFILE

website
officespace.com

twitter
@OfficeSpace

headquarters
Seattle, WA

geographies served
United States

prominent clients
CBRE,
JLL,
Colliers,
DTZ,
NAI

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
Flex,
Land

user profile
Service Provider
• Tenant
Representation
Broker
• Landlord
Representation
Broker
• Investment Sales
Broker
Tenant Occupier

PRODUCT

- Want to be where the tenants are searching? Add your listings on OfficeSpace.com! OfficeSpace.com is the perfect platform for brokers to increase their marketing and to reach tenants
- In Q2 of this year, hundreds of thousands of unique users searched for spaces on our website, and over 756,000 building views were recorded
- Adding your listings is easy, and we offer additional marketing tools to drastically increase your tenant exposure and lead pipeline.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Now nationwide with over 400,000 active buildings available to search
- Check out our new mobile site! Now with a new design, better usability, and improved site responsiveness
- Continued success of our Tenant Connect Platform. Over 75,000 tenant inquiries sent to brokers to date.

LEADERSHIP



CEO

Susie Algard
@SusieAlgard
susie@officespace.com
206-462-4178

Susie is the CEO of OfficeSpace.com, a marketing platform that makes finding real estate easier by connecting diverse stakeholders in the commercial real estate space. She drives the company's strategy, primarily focusing on developing products to cultivate stronger connections between tenants and brokers. Susie was also a founding team member at WhitePages.com where she led sales, marketing and product development for their consumer business.



Business Development Manager

Howard Kang
howard@officespace.com
(206) 204-0096





SUMMARY

OppSites connects real estate investors with city-supported development opportunities. Cities use OppSites to highlight properties that they want to see redeveloped. Real Estate Investors use OppSites to discover development opportunities and connect with Local Experts ready to help develop those opportunities. Local Experts including planners, construction firms and land use attorneys use OppSites to connect with new clients and leverage their local knowledge to turn development opportunities into successful projects.

PROFILE

website
oppsites.com

twitter
@oppsites

headquarters
Oakland, CA

geographies served
United States

money raised
\$900,000

angellist
angel.com/oppsites-2

crunchlist
crunchbase.com/organization/oppsites

prominent clients
Denver, CO
Oakland, CA
Salinas, CA
Dublin, CA
Alameda, CA

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
Redevelopment

user profile
Asset Manager
Developer
Researcher
Service Provider
• Investment Sales Broker
• Architect
• Construction Project/Manager
Cities

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

PRODUCT

- Cities post properties for free, real estate professionals search these opportunities for free.
- Cities subscribing to Premier Services can directly market their opportunity sites to interested investors.
- Local Experts can reach new customers via targeted advertising on opportunity site pages

RECENT NEWS

- Over 200 cities have added over 800 opportunity sites to the OppSites platform
- Over 2000 real estate professionals have visited OppSites
- OppSites recently launched City Premier Services which helps cities directly market their redevelopment opportunities to interested real estate professionals
- OppSites has been featured in articles by Urban Land, Bisnow, and Cities Today

WHAT'S NEXT

- OppSites is raising \$2 million in post-seed funding
- OppSites will soon launch its Local Experts service which will help connect real estate investors with local experts to help them turn opportunities into successful projects
- OppSites is also launching Premium Services for real estate investors to help them be among the first to learn about new development opportunities

LEADERSHIP



CEO

Ian Ross
@ianwolfeross
ian@oppsites.com
510-788-0701



COO

Tomas Janusas
tomas@oppsites.com
510-788-0701

Ian Ross has 15 years of expertise as an urban design and economic development consultant and business owner. Ian graduated with a MLA from Cornell University and a BA Economics from University of Rochester.

Tomas Janusas is an experienced real estate professional, team leader, product manager and urban designer. Tomas graduated with a BA Urban Studies from UC Berkeley.



Business Development

Paul Harvin
paul@oppsites.com
510-788-0701





SUMMARY

Businesses are dynamic. Real estate isn't. PivotDesk enables businesses to grow fluidly within the static real estate infrastructure by connecting companies with excess space to companies that need it. Flexible agreements eliminate the risk of a long-term lease, allowing entrepreneurs to offset costs so they can focus on what's most important--growing their business

PROFILE

website
pivotdesk.com

twitter
@PivotDesk

headquarters
Boulder, CO

geographies served
United States

angellist
angel.co/pivotdesk

crunchlist
crunchbase.com/organization/pivotdesk

relevant types of property
Office,
Retail,
Industrial

user profile
Service Provider
• Tenant
Representation
Broker
• Landlord
Representation
Broker
Tenant/Occupier

PRODUCT

- Companies with extra space list their space and set a per seat, per month price. Companies looking for space can review postings in the area they're looking for, communicate directly with hosts, and schedule tours via the PivotDesk platform. Once both parties consider each other a match, the booking is processed. The month-to-month contract and payments are then processed via the PivotDesk platform.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Developed "Cultivate by PivotDesk", a platform for CRE Brokers



LEADERSHIP



CEO & Co-Founder
David Mandell
@dgmandell

David Mandell is Co-founder and CEO of PivotDesk, a TechStars Boulder 2012 company that helps find space for growing businesses. Having served as a TechStars mentor since the start, he has entrepreneurial experience that runs the spectrum from small, start-up organizations to large multinational corporations. David is also the managing partner at VentureVoodoo partners, a consulting firm specializing in brand management for startup organizations.



VP of Sales
Alex Newmann
@anewman

Alex Newmann is the VP of Sales at PivotDesk, an office-sharing marketplace, and is responsible for leading day-to-day operations, increasing awareness, and customer satisfaction. Recently he played a fundamental role expanding PivotDesk from three to 29 markets and launching Cultivate by PivotDesk, a relationship and pipeline builder for Commercial Real Estate broker to find and manage office space for clients of all sizes while never giving up an opportunity, contact, or relationship.



SUMMARY

Commercial Real Estate Portfolio Cloud B2B Platform.

PROFILE

website
propertycapsule.com

twitter
@propertycapsule

headquarters
San Diego, CA

geographies served
North America

money raised
Undisclosed amount

angellist
angel.co/property-capsule

crunchlist
crunchbase.com/
organization/property-capsule

prominent clients
Macerich
Brixmor
JLL

relevant types of property
Office,
Retail,
Industrial

user profile
Asset Manager
Developer
Owner
Researcher
Service Provider
• Tenant
Representation
Broker
• Landlord
Representation
Broker
• Investment Sales
Broker
Tenant/Occupier

PRODUCT

- We have built a Zillow for the Shopping Center Industry - a social CoStar for Retail.
- We completely automate retail site plans, competition aeriels and flyers.
- We can power your website, iPad app, mobile phones, printed materials and more.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- New platform in production Q2 2015
- Capsule Mapping release
- Official ESRI Partnership
- eBlast System
- Brokerage Edition

WHAT'S NEXT

- Beginning roll out of tenant specific tools

LEADERSHIP



CEO

Alex Markson
@AlexMarkson
alex@propertycapsule.com
877-777-9037





SUMMARY

Property.com is a market leader in the transformation of commercial real estate investing into a transparent, accessible, data-driven experience. Property.com is a category defining investment marketplace that aggregates CRE investment opportunities from over 100 data sources around the web, including leading real estate crowdfunding platforms and property listing sites, and provides sponsors and developers with solutions to fill the entire capital stack of debt and equity in one convenient place. Unlock commercial real estate on Property.com.

PROFILE

website
property.com

headquarters
Miami, FL

geographies served
United States

money raised
\$4.7million

angellist
angel.co/pivotdesk

crunchlist
crunchbase.com/organization/pivotdesk

relevant types of property
Retail,
Industrial,
Multifamily

prominent clients
Guggenheim Parnters/
Pillar
FirstKey Lending
Saglo Development
Corp.
Rivergate Partners

user profile
Asset Manager
Developer
Owner
Service Provider
• Investment Sales
Broker
• Debt/Structured
Finance Broker

LEADERSHIP



CEO & Co-Founder

Joanna Schwartz
@EarlySharesCEO
joanna@property.com
305-753-5639

PRODUCT

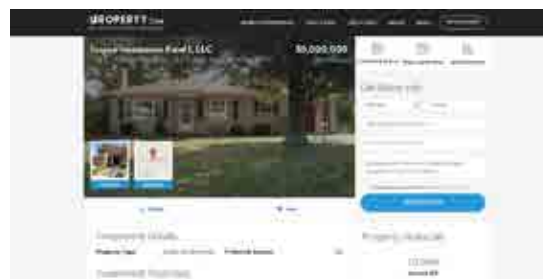
- List deals at no cost
- An intelligent commercial mortgage referral engine connecting borrowers to preferred lenders
- The widest variety of assets and deal types available to real estate investors

RECENT NEWS

- Finalized Property.com joint venture in Q1. Launched of v1 platform in March and v2 in August
- Created of preferred lender referral network to include partners like FirstKey Lending, LLC
- Integrated with crowdfunding platforms to aggregate deals: Patch of Land, PeerRealty, EquityRoots, EarlyShares & more
- Custom-built proprietary tools including mortgage loan referral engine, investment calculator, WSYWIG listing pages

WHAT'S NEXT

- Complete funding round and use proceeds to develop platform, expand staff, and complete broker-dealer registration
- Integrate and merge the features, tools, services, and marketing/branding of EarlyShares & Property.com
- Build new tools including sponsor-company profiles, advanced dashboards, and checkout function for value-add services
- Expand preferred lender network and crowdfunding platform partnerships



WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

Joanna Schwartz is CEO and Co-Founder of EarlyShares and its flagship brand Property.com. Under Joanna's leadership, the company has played a definitive role in the rapidly growing "real estate crowdfunding" industry. An award-winning executive with more than \$2 billion in commercial real estate transaction experience, Joanna has spent 20 years as a successful leader, advisor, and entrepreneur. She is a nationally recognized speaker and thought leader who contributes regularly to CNBC.com and Entrepreneur.com.



CO-Founder & CSO

Heather Schwarz
@EarlySharesCSO
305-340-1174



COO

Richard Swerdlow
305-476-2080



Director of Business Development

Stylianos Vayanos
305-962-1962



SUMMARY

ProspectNow is the dominant prospecting platform for anyone who sells to building owners or tenants. ProspectNow's users benefit from a database of over 100 million properties containing detailed ownership data including phone numbers, decision makers, tenant data, and the tools to automate and manage the marketing process.

PROFILE

website
prospectnow.com

twitter
@ProspectNow

headquarter
Los Altos, CA

geographies served
United States

angellist
angel.co/prospectnow

crunchlist
crunchbase.com/organization/prospectnow

prominent clients
Keller Williams
Wells Fargo
Coldwell Banker
Commercial
Sperry Van Ness

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
SFR Rentals

user profile
Researcher
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker

PRODUCT

- The ProspectNow database enables users to target likely sellers or refinances and to close more deals with less effort
- In addition to offering data on 100 million properties, ProspectNow offers contact management, direct mailing automation and dialing tools to do all your prospecting in one place

WORKS ON

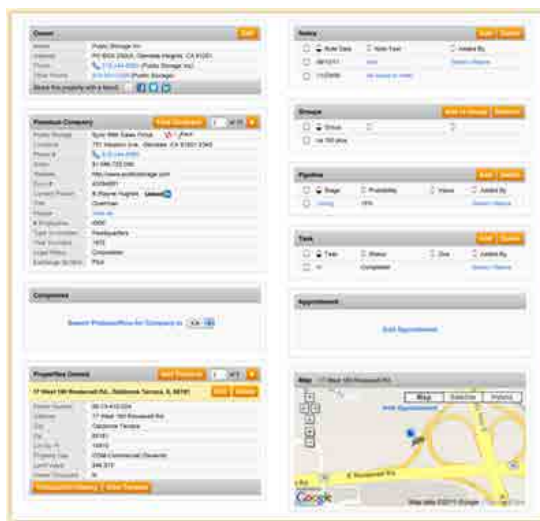
- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- ProspectNow ranked #7 out of 25 on Lipsey's CRE Tech brand survey: <https://lipseyco.com/tech-firms-survey/>

WHAT'S NEXT

- We have two really exciting new products we will launch in the next 6 months



LEADERSHIP



CEO & Founder

Steve Wayne
@stevewayne

Steve Wayne is the founder of ProspectNow. He has grown the company from an idea into a nationwide platform with thousands of customers and millions in revenue.

Prior to launching ProspectNow, Wayne successfully sold retail shopping centers in Northern California at Marcus & Millichap. Having millions of dollars in transaction experience, Wayne understood the need in the commercial real estate industry for an all-in-one database. Using his 10 years of expertise within the software industry, and relying upon the knowledge he gained from founding three other successful technology companies, Wayne set out to make the search process easier for commercial agents.



Operations Manager

Adam Stewart
astewart
@prospectnow.com

SUMMARY



Rail Yard makes it easy for businesses to find and order telecom. By architecting an online marketplace, we are bringing transparency, accuracy and competition to the benefit of our tenant customers.

PROFILE

website
railyard.com

twitter
@railyard

headquarter
Austin, TX

geographies served
United States

angellist
angel.co/rail-yard-inc

relevant types of property
Office

user profile
Asset Manager
Owner
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Construction/Project Manager
Tenant/Occupier

PRODUCT

- The Telecom Concierge is the fastest way to get your tenants and clients connected to essential Internet and other telecom services. Simply enter an address, compare quotes and get the best deal

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Recently Funded
@CapitalFactory Selected as an Accelerator Company

WHAT'S NEXT

- Ask us about our private-label Telecom Concierge, where CRE companies can apply their own branding to our service



LEADERSHIP



Co-Founder & CEO

Christopher T. Harman
chris.harman
@railyard.com



Co-Founder & CMO

Cristi Jakubik
cristi.jakubik
@railyard.com



Sales Lead

Michael Feeley

SUMMARY

RDM's platform empowers owners, management companies and brokers to better market and manage their portfolios. Whether buying, selling, managing or leasing, RDM can help you work better. We are committed to bringing innovative software to the commercial real estate industry.

PROFILE

website
rdm1.com

twitter
@realdatamgmt

headquarter
New York, NY

geographies served
United States

crunchlist
crunchbase.com/
organization/real-da-
ta-management

relevant types of property
Office,
Multifamily

prominent clients
JP,
Morgan Chase,
Newmark
Grubb Knight Frank,
The Feil Organization,
RXR,
Shorenstein

user profile
Asset Manager
Owner
Service Provider
• Landlord Represen-
tation Broker
Tenant Occupier
Facilities Management

PRODUCT

- RealAccess places your portfolio's data at your fingertips
- Floor plans, stack plans, REBNY/BOMA calculations - all in a centralized dashboard

WORKS ON

- Desktop/Laptop
- Phone iOS
- Phone Android

RECENT NEWS

- Closed on an investment from a prominent and strategic partner
- Released our new portfolio analytics dashboard
- Launched our new drawing tool that allows users to modify/change and create scenarios on any floor plan
- In the last 6 months we've onboarded 15 national accounts

WHAT'S NEXT

- We'll be releasing a new feature to our online platform that tracks leases, tours and broker activity



LEADERSHIP



CEO

Peter Boritz
@boritz
peter@rdm1.com
212-213-8190

Peter Boritz is the CEO of RDM, a CRE online leasing and building analytics platform. Peter is the visionary behind RDM's product and platform strategy. With extensive real estate and entrepreneurial experience, he leads the company in its mission to transform the way people manage real estate using technology. He is currently focused on expanding the RDM platform globally.



VP Sales & Marketing

Blake W. Grosh
@bwgrosch
blake@rdm1.com
212-213-8190



SUMMARY

RealConnex is the business platform for Commercial Real Estate. Post or search for Capital, Investments or Services and RealConnex will find your precise match. Powerful CRM tools will engage your audience and build powerful relationships. Connect online or use the RealConnex Concierge service to accelerate your opportunities and deals.

PROFILE

website
realconnex.com

twitter
@realconnex

headquarter
New York, NY

geographies served
United States

money raised
\$6 million

angellist
angel.co/realconnex-com

crunchlist
crunchbase.com/organization/realconnex-com

relevant types of property
Office,
Retail,
Industrial,
Multifamily

prominent clients
Green Oak Capital,
Murray Hill
Properties,
banks and brokers

user profile
Asset Manager
Developer
Energy Sustainability
Specialist
Materials
Manufacturer or
Distributor
Owner
Researcher
Valuation Analyst/
Appraiser
Tenant/Occupier

PRODUCT

- RealConnex is a B2B online real estate marketplace connecting the entire Institutional Real Estate community to facilitate deal making

WORKS ON

- Desktop/Laptop

RECENT NEWS

- Jim Ellsworth joined as an advisor
- Jamie Goldman joined as the SVP of Product Marketing Reached
- \$10B in funds for real estate capital on the platform

WHAT'S NEXT

- Series B raising \$30M
- Official public launch at the beginning of September
- 10 active subscribers by the end of calendar 2015



LEADERSHIP



Founder & CEO
Roy Abrams
@realconnex
roy.abrams@realconnex.com



SVP Product Marketing
Jamie Goldman
@RedJamieG
jamieg@realconnex.com



Chief Institution Revenue Officer
Joseph Stecher
@jdsre
joseph@realconnex.com



VP of Business Development
Mark Kaminsky
@MarkKaminsky
mark@realconnex.com

Service Provider

- Tenant Representation Broker
- Landlord Representation Broker
- Investment Sales Broker
- Debt/Structured Finance Broker
- Architect
- Construction/Project Manager
- Software

SUMMARY

RealMassive is the first source for real-time commercial real estate (CRE) information. The company provides a powerful yet easy way to help CRE professionals collaborate and streamline their marketing and research efforts while gaining critical insight into the performance of their spaces and buildings.

PROFILE

website
reallmassive.com

twitter
@RealMassive

headquarter
Austin, TX

geographies served
United States

money raised
\$8 million

angellist
angel.co/reallmassive

crunchlist
crunchbase.com/organization/reallmassive

prominent clients
Parkway Properties,
TIAA-CREF,
Avison Young,
Colliers,
Cushman & Wakefield

relevant types of property
Office,
Retail,
Industrial,
Flex Space,
Land,
Medical

user profile
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
Tenant/Occupier

WORKS ON

- Desktop/Laptop

PRODUCT

- RealMassive is an open data platform that delivers real-time commercial real estate information.
- CRENow is Twitter syndication for CRE listings where listing brokers can tweet available space through RealMassive Twitter accounts as well as their own Twitter accounts (currently available in Austin @AustinCREFeed).
- Hosted real-time market surveys that enable property owners, brokers and tenants to collaborate throughout the search process.

RECENT NEWS

- RealMassive expanded into 32 additional major markets
- Grown to over 30 employees
- Delivered marketing and real-time market insights for 4.6 billion square feet
- Partnered with many of the nation's leading commercial real estate firms

WHAT'S NEXT

- Launch premium products in the Austin market
- Launch Project Atlas for data aggregation and visualization
- Continued expansion to new markets

LEADERSHIP



CEO & Co-Founder

Craig Hancock
@cfhancock
512.650.8187



President & Co-Founder

Joshua McClure
@joshuamcclure
512.630.1433

Craig Hancock, CEO, and fellow Air Force Academy classmate Joshua McClure, President, founded RealMassive to respond to the commercial real estate marketplace demand for transparent and easy access to availability data. Craig built his career by leveraging a combination of technical expertise and financial strategy in order to drive results. Joshua is a serial entrepreneur with a background in military intelligence and data driven analysis.



SUMMARY

By consolidating multiple point solutions, RealNex offers a comprehensive product suite with greater functionality, utility and ease of use at a most affordable price. Our vision is to become the portal and marketplace for the commercial real estate industry to increase efficiency and enhance liquidity. Our singular solution is designed to improve user success by increasing accuracy, professionalism and productivity, while streamlining activity, enhancing industry collaboration and eliminating redundancies. Our current offering includes CRM, Financial Analysis, Property Marketing and Transaction Management tools.

PROFILE

website
realnex.com

twitter
@pavonisrealnex

headquarter
Houston, TX

geographies served
Worldwide

prominent clients
CBRE,
CCIM,
NAI,
CBC,
SVN

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
Land,
Hospitality

user profile
Asset Manager
Developer
Owner
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
Tenant/Occupier

PRODUCT

- CRM- More than just a contact manager, this robust CRE centric CRM manages all the details about your properties, people and activities.
- Financial Analysis: A complete intuitive toolset to create Investment and comparative lease analysis with compelling reports.
- Property Marketing: Our suite includes template driven property proposals, flyers, brochures, offering memorandums, deal rooms, websites, plus hosted and public property listings.

RECENT NEWS

- Launched the company with the acquisition of REA, REI Wise, Property Line, Ten Eight and Buzz Target
- Consolidated companies into one integrated organization
- Developed common portal to access all solutions
- Brought the RealNex Suite with overwhelming price:value to the market

WHAT'S NEXT

- Our focus is on creating a common streamlined UI/UX across the portfolio, integrating our data and enhancing mobility



WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

LEADERSHIP



Chairman

Mark Kingston
@Markkingston_p
mkingston
@realnex.com
281-916-1238

Mark was the President of ARGUS Software, the standard for analytical and investment management solutions to the commercial real estate industry, and the Chief Knowledge Officer of Altus Group. In 2005, Mark led a leveraged buyout and subsequent turnaround of ARGUS.



CEO & President

Jeffery Finn
@Jeff_Finn
jfinn@realnex.com
646-389-0950

Jeff was President and Chief Executive Officer of NAI Global, the world's leading network of commercial real estate brokerage firms. Jeff was one of the founders of NAI, and over the past decade led the organization to its position of industry prominence. Twice Jeff earned REALComm's Digital Impact Awards for real estate technology.



EVP Business Development

RJ Colosimo
@rjcolosimo
Rj@realnex.com
281-916-1239.



SUMMARY

(RE)meter is revolutionizing underwriting for commercial real estate through our on demand customizable reports, utilizing exclusive data from the IRS, U.S. Census Bureau, and the Department of Labor. Know more about your tenants than they know about themselves; improve your building cap rates; and choose your tenants using a standardized process delivering facts on their financial and economic viability. What standardized process are you using to assess the risk of your decisions before you make them?

PROFILE

website
re-meter.com

headquarter
Chicago, IL

geographies served
United States

relevant types of property
Office,
Retail,
Industrial

user profile
Asset Manager
Developer
Owner
Researcher
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt Structured/Finance Broker
• Software
Tenant Occupier
Valuation Analyst/
Appraiser

PRODUCT

- (RE)meter's TIL Score assesses a tenant's credit; our Industry Reports rate local tenant industries; and we perform Background Checks

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Est. 2014, Beta Testing 2014-2015
- Selling Jan. 15, with active client users
- Constantly creating the best in market underwriting tools

WHAT'S NEXT

- Brand awareness, customer expansion, industry integration



LEADERSHIP



CEO

Jack Buck
jbuck
@freemarket-ventures.com

Jack Buck, President and Founder of Free Market Ventures, spearheads all acquisitions, development, finance and real estate related investments. Jack serves as CEO of (RE)meter, a company dedicated to revolutionizing underwriting for Commercial Real Estate. Prior to FMV, Jack served as a Principal of the John Buck Company, where he led a vast range of office, retail, hotel and residential projects. Jack is a board member of the Big Shoulders Fund and Vice Chairman of One Chance Illinois; a charity dedicated to advancing public policy to serve today's children. Jack is a Notre Dame alumnus and holds a MBA from University of Chicago



Director of Strategic Accounts
Sarah Andersen
sarah@re-meter.com



COO/Founder
Scott H. Openlander



SUMMARY

Commercial real estate analytics reimagined. Reonomy empowers brokers, lenders and investors to locate hidden opportunities and risks instantly.

PROFILE

website
reonomy.com

twitter
@reonomy

headquarter
New York, NY

geographies served
NYC & LA

money raised
\$17.9 million

angellist
angel.co/reonomy

crunchlist
crunchbase.com/organization/reonomy

prominent clients
Cushman & Wakefield
Eastern Consolidated
JLL
Meridian,
Tishman Speyer

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
Vacant Lots

user profile
Asset Manager
Developer
Owner
Service Provider
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker
Tenant/Occupier
Valuation Analyst/
Appraiser

PRODUCT

- Reonomy's data intelligence engine offers access to high quality, validated datasets including validated property ownership data, building attributes, zoning, debt information, financials, taxes and, for multi-family buildings, the number of regulated units.
- Reonomy's canvassing and sourcing tool enables users to quickly identify and evaluate new opportunities.
- Reonomy's comps and analytics tool helps users to find and compare relevant properties instantly.

RECENT NEWS

- Complete rebrand, including new company website, logo and color palette. Product also updated to reflect new brand
- New larger HQ location
- Improved algorithm, delivering richer and more precise ownership information
- Key leadership hires of CTO, Chris Fischer, and VP Sales & Client Success, Matt Oley
- More than 100 clients are now using Reonomy

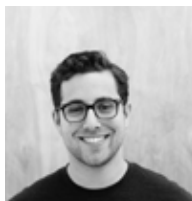
WHAT'S NEXT

- Scaling of our deal sourcing product across the U.S. and internationally
- Continuing to build out and enhance our data intelligence engine
- Ongoing development of tools to enable brokers, lenders and investors achieve specific goals more efficiently

LEADERSHIP



CEO & Co-Founder
Richard Sarkis
@richardsarkis
rsarkis
@reonomy.com
646.882.6260



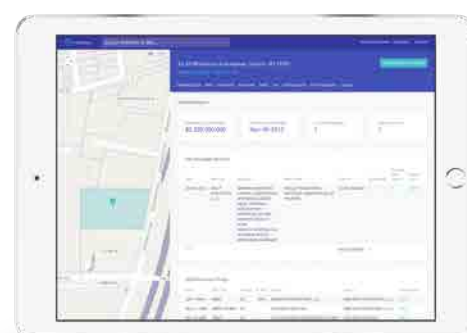
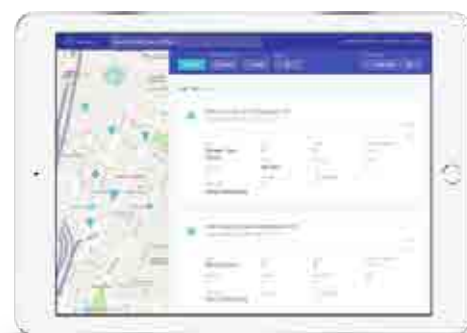
Co-Founder & Chief Product Architect
Charlie Oshman
@CharlieOshman
coshman
@reonomy.com
646.882.6260



VP of Sales & Client Success
Matt Oley
@MattOley
matt
@reonomy.com
646.882.6260

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop





SUMMARY

REScour helps CRE professionals make better, more data-driven decisions by aggregating, visualizing and analyzing massive amounts of relevant data.

PROFILE

website
rescour.com

twitter
@Rescour

headquarters
Atlanta, GA

geographies served
United States

angellist
angel.co/rescour

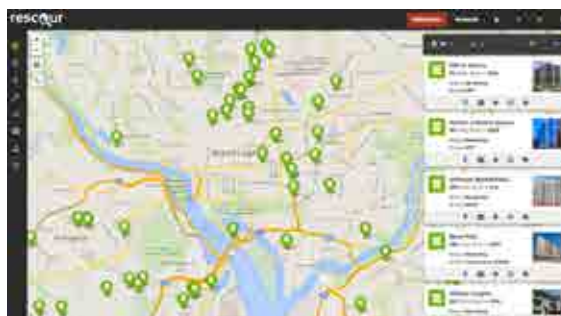
crunchlist
crunchbase.com/organization/rescour

relevant types of property
Multifamily

user profile
Asset Manager
Developer
Owner
Researcher
Service Provider
• Tenant Debt Structured/Finance Broker
• Software
Valuation Analyst/Appraiser

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

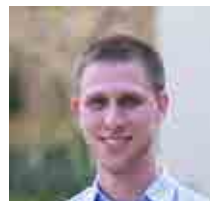


LEADERSHIP



Co-Founder & CEO
Jake Edens
[@jakeedens](#)
jedens@rescour.com

Jake Edens is currently the Founder and Chief Executive Officer of REScour. Prior to founding REScour, Jake served as COO of Apphelter, a social gaming company based in Atlanta, where his primary focus was on customer acquisition and strategic partnerships. In his five years at Apphelter, he grew the user base to over 14 million users. Previously, Jake held multiple sales roles at Trammell Crow Company's Corporate Services Group and brokerage division in Atlanta. He holds a bachelor's degree in Real Estate from the University of Georgia and his master's degree in Business Administration from Georgia Tech.



CTO
Chris Lexmond
[@chrislexmond](#)
chris@rescour.com



VP of Sales
Chad Lane
chad@rescour.com



SUMMARY

ResiModel was created to revolutionize how deal information is shared and analyzed for the roughly \$250 billion of multifamily transactions completed in the U.S. each year.

In the current highly competitive multifamily investment market, it is critical that brokers and buyers be able to efficiently and thoroughly evaluate potential investment opportunities. As the leading platform for evaluating multifamily transactions, ResiModel helps clients understand investment opportunities better and faster than they can today.

PROFILE

website
resimodel.com

twitter
@resimodel

headquarters
New York, NY

geographies served
United States/vw

money raised
\$3.5 million

angellist
angel.co/resimodel-1

crunchlist
crunchbase.com/organization/resimodel

prominent clients
CBRE,
JLL,
Alliance Residential,
Milestone,
Carmel Partners

relevant types of property
Multifamily

user profile
Asset Manager
Owner
Researcher
Service Provider
• Investment Sales
Broker
• Debt/Structured
Finance Broker
Valuation Analyst/Appraiser

WORKS ON

- Desktop/Laptop

PRODUCT

- By combining sophisticated data analytics and visualization tools with a superior underwriting model, ResiModel allows clients to unlock hidden value and make better investment decisions by aggregating and mining disparate data from rent rolls and operating statements
- It helps clients understand investment opportunities better and faster than they can today by:
 - Reducing the time required to capture rent roll and operating statements
 - Analyzing and mining operating data to identify trends and anomalies
 - Aggregating operating comps from the vast number of deals that come across your desk

RECENT NEWS

- Osage Venture Partners led ResiModel's latest round of funding
- ResiModel announced new rent roll processing and analytics functionality
- New clients include Milestone Group, Redwood Capital, Simpson Housing, and Stream Realty Partners, as well as offices of CBRE and JLL

WHAT'S NEXT

- ResiModel will be continuing to accelerate our sales velocity through the addition of an SVP of Sales and the expansion of our sales team
- ResiModel will be unveiling significant enhancements to our rent roll processing capabilities



LEADERSHIP



CEO

Elliot Vermes
@evermes2013

Elliot Vermes has over 17 years of experience in both the real estate and technology sectors. Before founding ResiModel, Inc., he was a member of the real estate investment teams at Citi Property Investors and Sequoia Debt Ventures, as well as the real estate investment banking team at JPMorgan. Prior to obtaining his MBA from Columbia Business School, he spent four years as a consultant at Accenture, where he was responsible for designing and implementing complex, cross-indexed database structures for a number of leading clients.



CTO

Joaquin Soto



VP, Product Development

Art Melikyan



SUMMARY

Think Tech Labs builds vertical industry solutions on top of the Salesforce.com platform. We are best known for REthink, the software industry's most widely deployed brokerage management system for commercial and residential real estate firms.

PROFILE

website
rethinkcrm.com

twitter
@REthinkCRM

headquarters
Austin, TX

geographies served
REthink is used on every continent except for Antarctica.

crunchlist
crunchbase.com/organization/rethink-real-estate-crm

prominent clients
CBRE,
DTZ,
JLL,
Keller Williams

relevant types of property
Office,
Retail,
Industrial,
Multifamily

user profile
Asset Manager
Developer
Owner
Researcher
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker
• Architect
• Construction/Project Manager
Valuation Analyst/Appraiser

PRODUCT

- REthink is CRE Brokerage Management Software that is transforming how real estate gets done for 130,000+ people at nearly 500 firms.
- REthink delivers contact, marketing, transaction, property and business process management in one integrated solution.

RECENT NEWS

- Established 3 offices (Austin, TX, Dallas, TX, and San Francisco, CA)
- Surpassed 100,000 users - Used in over 20 different countries
- Voted Best Place to Work by Austin Business Journal
- No. 344 on Inc. 500's list of fastest growing private companies

WHAT'S NEXT

- Product Focus: We are constantly developing new product enhancements influenced by the feedback received directly from our customers. We are focusing on strengthening our CRE technology partnerships resulting in tighter integrations and powerful new features
- Customer Success: 50% of our company is dedicated to our Client Success team. Currently, we are rolling out several new programs to further ensure successful user adoption and prosperity with REthink for each and every one of our clients
- Growth: Last year we experienced >1000% revenue growth. This year we continue to grow our team and our client base at rapid rates. We want REthink to be a household name in CRE
- Geographic Expansion: REthink is used in over 20 different countries across every continent except for Antarctica and we will continue to expand our footprint



LEADERSHIP



Founder & CEO

Vijay Mehra

@VijayMehra_TTL
vijay@thinktechlabs.com
646-882-6260



Sr. Director of Sales

Egan Skinner

egan@thinktechlabs.com
512-650-6683



Sr. Director of Strategic Partnerships

Gregory Stewart

@GregoryFStewart
greg@thinktechlabs.com
908-727-0184



SUMMARY

Rifiniti is a software company providing analytics for business intelligence that enables companies to reduce office space by up to 50%. Optimo, our software-as-a-service (SaaS), assists real estate executives to understand how effectively their offices are being used so that they can rightsize wasted space and improve designs to maximize employee collaboration and productivity while reducing costs. Our customers include Microsoft, EMC, Fidelity, Cisco, Exxon Mobil, Lenovo, Boston Scientific, Northern Trust and Uber, among others. Rifiniti has over 250 customer buildings (~40 million square feet) under continuous monitoring worldwide. Rifiniti has offices in Boston, Santa Clara and Sofia (Bulgaria).

PROFILE

website
rifiniti.com

twitter
@Rifiniti

headquarters
Boston, MA

geographies served
North and South America, Europe, Asia, Africa

money raised
\$2.26 million

angellist
angel.co/rifiniti

crunchlist
crunchbase.com/organization/rifiniti

prominent clients
Microsoft, Exxon Mobil, Fidelity, Cisco, EMC

relevant types of property
Office

user profile
Tenant/Occupier
Owner

PRODUCT

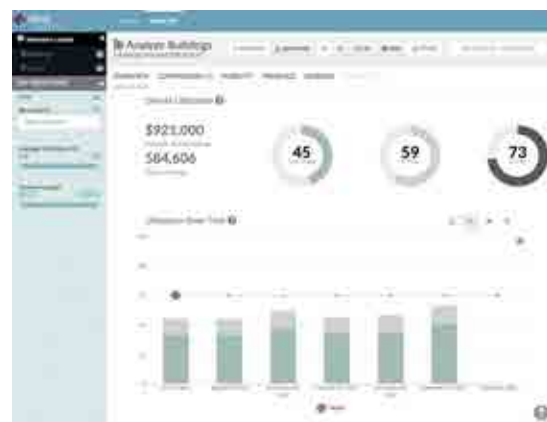
- Optimo Essential: building-level workplace utilization and employee mobility analytics.
- Optimo Advanced: granular zone- and room-level workplace utilization and employee mobility analytics.
- Optimo Predict: scenario modeler for capacity planning leveraging utilization and mobility analytics.

RECENT NEWS

- Contracted with Microsoft to monitor 20MM SF (50% of their global portfolio) on three year term
- Launched version 3 of core product and new predictive module
- Opened regional office in California and incorporated Rifiniti Bulgaria (subsidiary in Europe)

WHAT'S NEXT

- 2015 revenue projected to be 4X 2014 revenue
- Integrate with legacy real estate IT systems
- Close series A round in next 6 months (target: \$5 million)



WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

LEADERSHIP



CEO

Michael Gresty
@michaelgresty
mgresty@rifiniti.com

Michael Gresty has 25 years of experience advising senior executives at Fortune 500 companies across multiple sectors on real estate and sustainability. He previously worked on large infrastructure and design projects in the US and France and for over five years was a system analyst for engineering and technical software in South Africa. Michael received his Master's in Architecture from Ecole d'Architecture de Paris-Belleville.

President & EVP
Product Strategy

Irina Mladenova
imladenova@rifiniti.com

Irina is the lead author of about 1,500 pages of published management best practices for high-performing real estate and Alternative Workplace Strategies. Irina has worked as an urban planning consultant for large-scale, strategic development projects in China, India, Argentina, Morocco, Bulgaria, Singapore, UAE, US. Irina holds a Bachelor's and Master's degrees in Urban Planning from Harvard University.



VP of Sales East

Joe O'Connor
jconnor@rifiniti.com

VP of Sales West

Daryl Horn
dhorn@rifiniti.com



SUMMARY

SharpLaunch is a full-feature digital marketing platform for commercial properties. Save time, save money and win more deals.

PROFILE

website
sharplaunch.com

twitter
@SharpLaunch

headquarters
Boston, MA

geographies served
United States

angellist
angel.co/sharplaunch

prominent clients
Cushman Wakefield,
JLL,
CBRE,
The Dilweg Companies,
Lincoln Property

relevant types of property
Office,
Retail,
Industrial

user profile
Asset Manager
Owner
Service Provider -
• Landlord Representation Broker
• Service Provider - Investment Sales Broker

PRODUCT

- **Property Website:** Give potential tenants and investors 24/7 access to key property information and let them register on your website.
- **Document Sharing:** Secure virtual file room enables you to upload and store all your documents and marketing collateral in once place, control client access and monitor activity.
- **Contact management:** SharpLaunch tells you when a client views a document so you can follow up. Better followup = more deals.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Launched on September 28
- First clients live, +2M square feet using the platform

WHAT'S NEXT

- Email management tool
- Template design library
- Expanded analytics & reporting

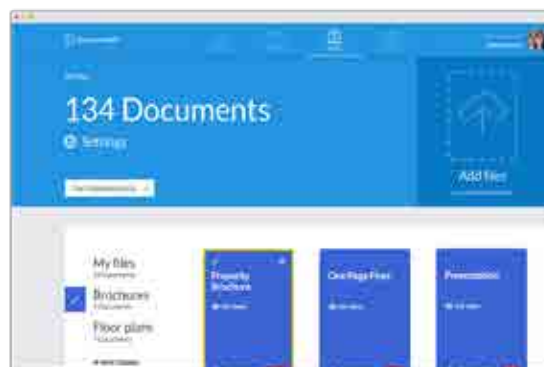
LEADERSHIP



Founder

Bob Samii
@cultureslurp
bob@sharplaunch.com
800-831-9256

Bob has more than a decade of experience in high-growth internet startups. This includes 9 years as Founder of inMotion Real Estate Media, a CRE marketing and web development agency. Prior to this, Bob was a Marketing Director for the largest eCommerce company in Europe (EDR:SM). Bob received his MBA from Brandeis and spends his time between Boston and Barcelona.





SUMMARY

Second Century Ventures is an early-stage technology fund, backed by the National Association of Realtors®, that leverages the association's 1 million members and an unparalleled network of executives within real estate and adjacent industries. SCV systematically launches its portfolio companies into the world's largest industries including real estate, financial services, banking, home services, and insurance.

REach® is a unique strategic accelerator created by Second Century Ventures, the investment arm of the National Association of Realtors®, which helps technology companies launch into the real estate vertical and its adjacent markets. REach® is a 9-month program that provides education, mentorship and market exposure to help its companies access the trillion-dollar real estate market.

PROFILE

website

secondcenturyventures.com
narreach.com

twitter

@narREach

headquarters

Chicago, IL

geographies served

Global

angellist

angel.co/second-century-ventures
angel.co/narreach

crunchlist

crunchbase.com/organization/second-century-ventures
crunchbase.com/organization/reach

prominent clients

CBRE,
JLL,
Sperry Van Ness,
Realty brands,
Keller Williams,
RE/Max,
Berkshire Hathaway
Home Services

relevant types of property

Office,
Retail,
Industrial,
Multifamily,
Residential

user profile

Asset Manager
Developer
Energy Sustainability
Specialist
Materials Manufacturer
or Distributor
Owner
Researcher
Tenant/Occupier
Valuation Analyst/Appraisal
Residential Real Estate

PRODUCT

- As a venture fund and accelerator program we focus on how we can strategically help our portfolio companies. The four components that summarize our process to launch companies into an industry include:
 - Education - Industry 101 to learn the real estate ecosystem
 - Mentorship - 1:1 mentorship from 200+ industry leaders managing billions in revenues
 - Insight Panel - 3,000 industry practitioners that help companies shape their products
 - Exposure - Attending industry events and promotion through trade association channels and media

WORKS ON

- Wearable
- Phone iOS
- Phone Android
- Desktop/Laptop

LEADERSHIP



Founder / Managing Director
Constance
Freedman

@cofreedman
cfreedman
@secondcenturyventures.com

Constance Freedman is the Managing Director of Second Century Ventures (SCV), the strategic investment arm of the National Association of Realtors® (NAR) and the Founder and Managing Director of REach™, its technology accelerator program. In 2014, Constance was recognized by Crain's Business in its prestigious 40 under 40 award and was also named as one of Crain's Chicago Top Tech 50. She was also recognized as Swanepoel's top 200 in real estate. Constance served on the Advisory Board for the National Venture Capital Association's Corporate Venturing Group from 2010-2013 and is on the board of overseers for the non-profit, From the Top.

Service Provider

- Tenant Representation Broker
- Landlord Representation Broker
- Investment Sales Broker
- Debt/Structured Finance Broker
- Architect
- Construction/Project Manager
- Software

RECENT NEWS

- Companies coming into REach...
 - Ranged from \$0-\$11M in Revenue
 - Valuations ranged from Seed to over \$100M
 - Doubled their customer bases during the program on average
 - Raised financing to the tune of \$16M+ and \$18M+ in 2013 and 2014 respectively

WHAT'S NEXT

- As a venture fund and accelerator program, we continue to partner with exciting new technology companies. We look forward to continuing to help our portfolio companies grow in the industries that we have developed deep relationships in which include real estate (commercial and residential), mortgage, financial services, insurance, home services and insurance.



Principal

Mark Birschbach
@Markbirschbach
mbirschbach
@secondcenturyventures.com



Senior Associate

Shalin Sheth
@susheth
ssheth
@secondcenturyventures.com



SUMMARY

SiteCompli is NYC's leading compliance-monitoring technology, keeping thousands of buildings safe and compliant with local laws by analyzing data from local government and turning it into actionable insights for real estate owners, managers, developers and institutions. SiteCompli provides breakthrough technology that automatically and continuously updates and aggregates critical data on violations, complaints, inspections, fines, hearings, jobs, and permits, efficiently tracking and notifying customers through timely alerts and analysis on compliance issues from the city's key agencies including the DOB, ECB, HPD, DEP, DSNY, FDNY, among others. SiteCompli customers avoid fines, save time, and can get their arms around the increasingly complex and high stakes regulatory environment.

PROFILE

website
sitecompli.com

twitter
@SiteCompli

headquarters
New York, NY

geographies served
United States

angellist
angel.co/sitecompli-2

prominent clients
Brookfield Properties
Tishman Speyer
Boston Properties
The Durst
Organization

relevant types of property
Office,
Retail,
Industrial,
Multifamily

user profile
Asset Manager
Developer
Owner
Service Provider
• Construction Project
Manager
Tenant/Occupier
Property Manager

PRODUCT

- SiteCompli Monitoring technology continuously updates and aggregates critical data on violations, complaints, inspections, fines, hearings, jobs, and permits for NYC property owners and managers
- SiteCompli Premium Reports provide quick access to hard-to-find real estate data such as County Clerk liens, FDNY Permit
- Accounts and due diligence information



RECENT NEWS

- July 2015: SiteCompli acquired EMPOWER NY. EMPOWER has built a powerful suite of software tools that is incredibly complementary to SiteCompli and will allow us to provide our customers with a host of new products and product enhancements that will continue and accelerate our tradition of innovation
- July 2015: EMPOWER's talented team will also join SiteCompli, deepening our company's ability to deliver product and technical expertise and world-class support to our customers
- August & September 2014: SiteCompli was named a Crain's Best Place to Work in NYC, and was ranked the fastest-growing software company in NYC by the Inc. Magazine's Inc. 500

WHAT'S NEXT

- SiteCompli will be making great enhancements to our core platform in the upcoming months, creating a transformational solution that will continue to revolutionize compliance monitoring, analytics and reporting for our clients, the largest and most demanding real estate organizations in the industry
- SiteCompli clients will this fall/winter be able to seamlessly take advantage of our new premium product for Annual Safety Notice Mailings for multi-family buildings
- SiteCompli is looking forward to 2016, where we will expand our industry-leading compliance expertise, intuitive, actionable research and reporting tools, unsurpassed service and support to national real estate organizations across the country

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

LEADERSHIP



Co-CEO, Co-Founder

Ross Goldenberg

ross.goldenberg
@sitecompli.com



Co-CEO, Co-Founder

Jason Griffith

jason.griffith
@sitecompli.com



*VP of Business
Development*

Ahmad Oloumi

ahmad.olumi
@sitecompli.com



VP of Sales

Jim Dougherty

jim.dougherty
@sitecompli.com



SUMMARY

Source Central is a web platform that modernizes the institutional investor and real asset fund manager interface. The system streamlines sourcing, information exchange, and capital raising for the institutional real estate industry through a secure and friendly interface. Institutions and Fund Managers use Source Central to improve productivity and efficiently engage the real asset capital markets. Based in Singapore, Source Central's framework caters to the unique security, compliance and process-based needs of institutions and fund managers globally.

PROFILE

website

sourcecentral.co

headquarters

Singapore

geographies served

North America,
Europe, Latin America,
Middle East,
Asia Pacific

angellist

angel.co/source-central-pte

prominent clients

State of Michigan
Treasury,
Texas Employees
Retirement System,
Allianz - Asia Pacific,
Hospitals of Ontario
Pension Plan,
Syntrus Achmea,
Vastgoed

user profile

Asset Managers
Institutional Investors
Fund Managers

PRODUCT

- Source Central is a web platform that modernizes the institutional investor and real asset fund manager interface.
- The system streamlines sourcing, information exchange, and capital raising for the institutional real estate industry through a secure and friendly interface.
- Institutions and Fund Managers use Source Central to improve productivity and efficiently engage the real asset capital markets.
- Based in Singapore, Source Central's framework caters to the unique security, compliance and process-based needs of institutions and fund managers globally.

WORKS ON

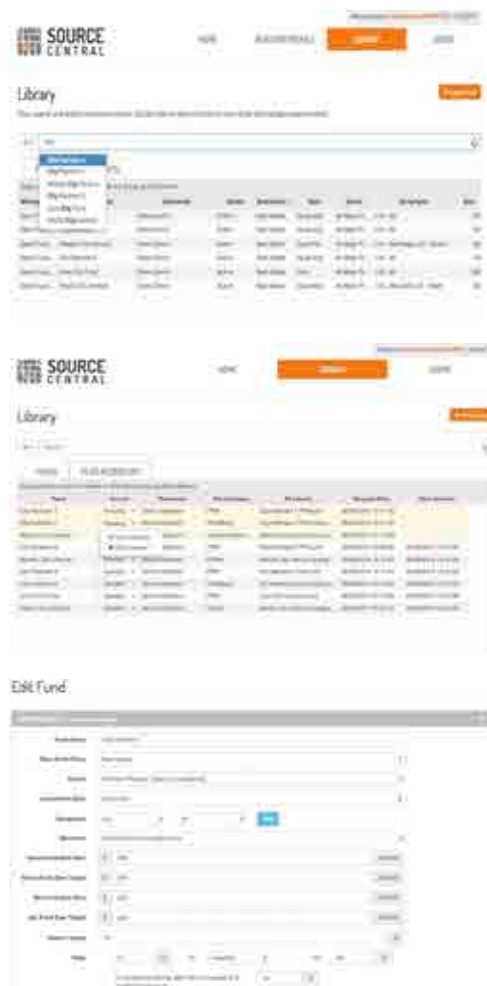
- Desktop/Laptop

RECENT NEWS

- Went live in January and recently surpassed \$110B of active Institutional Real Asset AuM from investors globally

WHAT'S NEXT

- Building out new features that improve productivity in the fund due diligence process



LEADERSHIP



Founder

Rajeev Ranade

rkranade

@sourcecentral.co

+65 8468 57917

Rajeev spent 8 years as an advisor to institutional investors and real estate fund managers globally prior to founding Source Central. His work was in between investors and fund managers globally and much of that experience inspired the Source Central system and solution. Rajeev helped raise over \$1.5B of capital on behalf of real estate fund managers spanning property types and risk styles in the US, Canada, UK, Turkey and India. As the Founder of Source Central, Rajeev focuses on the firm's growth strategy and collaborating directly with institutional users on feature development and adoption. Rajeev and his wife are based in Singapore.



SUMMARY

TermScout provides predictive sales intelligence for commercial brokers to grow revenue. Busy tenant rep brokers don't have the time to research for new prospects and be informed about current accounts - TermScout does that work for them and sends "Scouts": trigger events within a market, complete with the primary and secondary individual buyer information, email, phone number and social profiles.

PROFILE

website
termscout.com

twitter
@termscout

headquarters
Denver, CO

geographies served
United States

angellist
angel.co/termscout

crunchlist
crunchbase.com/organization/termscout

prominent clients
Colliers International,
DTZ/Cassidy Turley,
Cresa

relevant types of property
Office,
Industrial

user profile
Service Providers
• Tenant
Representation
Broker
• Landlord Representation
Broker

PRODUCT

- ScoutFeed: Win more exclusive commercial deals with actionable, timely and accurate sales intelligence.

WORKS ON

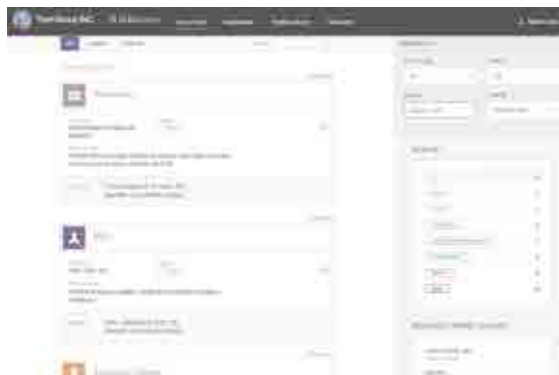
- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Joined the 2015 REach Accelerator class

WHAT'S NEXT

- Developing new product specifically for leasing and listing brokers



LEADERSHIP



CEO

Chris Silvestri

Chris Silvestri was a commercial tenant rep broker for a decade, building a successful commercial real estate business with Cresa



CTO

Brian Schwalm



SUMMARY

TenantRex was created for the sole purpose of taking the CRE leasing industry out of the data stone age. TenantRex connects to your internal comp database (typically raw uninformative spreadsheet data or a regurgitating CRM tool) to produce wonderfully displayed analytics that convert the complexities of the leasing marketplace into easily understood graphics for clients and prospects. TenantRex is a client facing comp analytics platform that optimizes your data; helping brokers win new business and researchers unlock valuable market trends.

PROFILE

website
tenantrex.com

headquarters
Baltimore, MD

geographies served
United States

prominent clients
Private

relevant types of property
Office
Retail
Industrial
Flex

user profile
Researcher
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker

PRODUCT

- TenantRex is a private, internal, secure, closed, proprietary, “not available for outside” data exchange or consumption, data-optimizing platform (vs. a public, open, crowd sourced, data provider platform). TenantRex is typically adopted by an entire multi-market firm or on an individual office-by-office basis. Brokers retain complete control of their data.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop



LEADERSHIP



CEO

Adrian Hessen
@adrianhessen
ahessen@tenantrex.com
443-615-5007

Adrian Hessen is an experienced successful CRE broker in Baltimore. He developed the first multi-variant CRE database in the local area and quickly became the go-to market expert. From 2008-2013, as a Tenant Representation Advisor, he brokered some of the largest deals in the Baltimore metro area. Adrian has a MBA from the University of Baltimore and a Bachelor of Civil Engineering from Penn State University.



COO

Sammy Mah
@stm1223
smah@tenantrex.com
443-564-0971



SUMMARY

CRE Tech develops commercial real estate technology including mobile applications for commercial real estate firms to market their services, listings and company. CRE Tech's flagship product is TheAnalystPRO for iPhone, iPad, Android, PC & Mac.

PROFILE

website
TheAnalystPRO.com

twitter
@CREmobile

headquarters
Austin, TX

geographies served
Worldwide

prominent clients
KW Commercial,
SVN Connect,
NAI Latter & Blum,
Xceligent eXplore

relevant types of property
Office,
Retail,
Industrial,
Multifamily

user profile
Service Provider
• Tenant
Representation
Broker
• Landlord
Representation
Broker
• Investment Sales
Broker
• Debt/Structured
Finance Broker
Tenant/Occupier

PRODUCT

- The AnalystPro for iPhone, iPod, Android, PC & Mac
- The Swiss Army knife for Real Estate Analysis.
- Commercial Real Estate Brokerage applications, including NAI Latter Blum, Sperry Van Ness Connect and KW Commercial.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

TheAnalyst® PRO new version launched March 2015. This new launch included:

- Improved UI - desktop/browser version
- Custom income/expense increases for Investment Analysis
- Property Location Information Report
- Aerial & Location Report

WHAT'S NEXT

Added functionality for TheAnalyst® PRO:

- Location Risk Analysis Reports, including Environmental
- On demand CRE Training tutorials
- Property Tour

LEADERSHIP



Founder & CEO

Todd A. Kuhlman
@todd_kuhlman
todd@cretm.com
(512) 200-APPS
(2777)

Todd Kuhlmann, CCIM is the CEO and Founder of CRE Tech, Inc., specializing in developing and licensing web and mobile technology products. CRE Tech has entered into strategic alliances with companies such as Fidelity National Title, KW Commercial, NAI, Sperry Van Ness, RE/MAX, and many others.





Real Estate News, Personalized.

SUMMARY

The NewsFunnel allows CRE professionals to create free, personalized news feeds containing stories from 3,000+ media sources and original content from several thousand companies

PROFILE

website
thenewsfunnel.com

twitter
@TNF_RE

headquarters
Bernardsville, NJ
geographies served
United States

money raised
\$2.5 million

angellist
angel.co/
thenewsfunnel
crunchlist
crunchbase.com/
organization/the-
news-funnel

prominent clients
CBRE, JLL, Colliers,
DTZ, NAI Global, Lee
& Associates, ICSE

relevant types of property
Office, Retail,
Industrial, Multifamily

user profile
Asset Manager
Developer
Energy Sustainability
Specialist
Materials Manufactur-
er or Distributor
Owner
Researcher
Service Provider

- Tenant Representa-
tion Broker
- Landlord Representa-
tion Broker
- Investment Sales
Broker
- Debt/Structured
Finance Broker
- Architect
- Construction/Proj-
ect Manager
- Software
Tenant/Occupier
Valuation Analyst/
Appraiser

PRODUCT

- For Real Estate Professionals: The News Funnel allows CRE professionals to create free, customized news feeds containing stories from 3,000+ sources in 55 U.S. markets.
- For Real Estate Companies: Companies can contribute by uploading and distributing their news to hundreds of thousands of subscribers at no cost.

WORKS ON

- Phone iOS
- Desktop/Laptop

RECENT NEWS

- New blogging platform for subscribers
- Nearly 3,000 companies using our news distribution tool
- Content creation services launched

WHAT'S NEXT

- Enhanced mobile app
- Aggregating real estate events
- Expanding to new geographies

LEADERSHIP



CEO

Michael
Beckerman
michael@thenews-
funnel.com

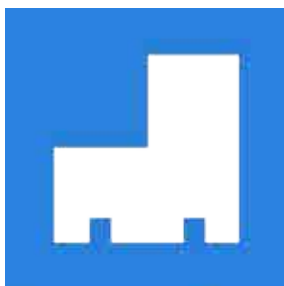
In 1989, Michael Beckerman founded Beckerman Public Relations and subsequently built the company into one of the top 50 largest independently owned public relations firms in the country. While CEO, Beckerman PR acquired two other public relations firms over the past several years including Avalanche Communications, one of the fastest growing young firms in the industry, and Antenna Group in San Francisco, the leading clean energy public relations firm in the country. After becoming Chairman at Beckerman PR in late 2010, Beckerman launched The News Funnel and now serves full-time as the CEO of the company.



Sales Lead

Jen McCabe

jen@thenewsfunnel.com
t



the**squarefoot**

PROFILE

website

thesquarefoot.com

twitter

@TheSqFt

headquarters

New York, NY

geographies served

National with a focus on NYC, Houston, Dallas, and Austin.

money raised

\$2.5 million

angellist

angel.co/thesquarefoot

crunchlist

crunchbase.com/organization/thesquare-foot

prominent clients

Instacart,
Casper,
RRE,
OC Tanner,
MGM Resorts

relevant types of property

Office,
Retail

user profile

Tenant/Occupier

PRODUCT

- Online search and brokerage for tenants
- Marketing platform for landlords and their agents

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Raised \$2m from Primary, RRE, and Triangle Peaks
- Expanded presence in NYC

WHAT'S NEXT

- More geographies served and more transactions



LEADERSHIP



Co-Founder & CEO

Jonathan
Wasserstrum

@jmwass
jonathan@thesquare-
foot.com



Co-Founder & COO

Justin Lee

@JustinDaveLee



Co-Founder & CFO

Aron Susman

@asusman103

Three friends from TX. Jonathan by way of JLL and Justin is a CRE lifer. Aron from healthcare tech. Together bringing technology to the leasing process for businesses across the country.



SUMMARY

Launched in 2013, TransitScreen is a web application providing customized, live displays of all transportation options at a particular location. TransitScreen technologies make transportation information more accessible, such that travelers can quickly and efficiently make informed, transit-based, sustainable travel choices. TransitScreen's service supports 25 North American cities and over 50 transportation agencies and commercial partners, and can be displayed on a variety of devices including TVs, computers, tablets, mobiles, and our SmartWalk sidewalk projection.

PROFILE

website
transitscreen.com

twitter
@TransitScreen

headquarters
Washington D.C.

geographies served
TransitScreen is currently available in 28 urban markets in North America.

money raised
\$600,000

angellist
angel.co/transitscreen

crunchlist
crunchbase.com/organization/transit-screen

prominent clients
Bozzuto,
JBG Companies,
Vornado Realty Trust
Macerich,
Hines

relevant types of property
Office,
Retail,
Industrial,
Multifamily

user profile
Developer
Owner
Property Managers
Universities
Corporations
Transit Agencies
Cities

PRODUCT

- Launched in 2013, TransitScreen is a web application providing customized, live displays of all transportation options at a particular location
- TransitScreen technologies make transportation information more accessible, such that travelers can quickly and efficiently make informed, transit-based, sustainable travel choices
- TransitScreen's service supports 25 North American cities and over 50 transportation agencies and commercial partners, and can be displayed on a variety of devices including TVs, computers, tablets, mobiles, and our SmartWalk sidewalk projection



RECENT NEWS

- Advertisers paying on screens
- Additional product features available, including mapping, wayfinding, and traffic

WHAT'S NEXT

- Internationalization
- Smart screens



LEADERSHIP



CEO

Matt Caywood

@MattCaywood



COO

Ryan Croft

@ryankcroft



Head of Growth

David Nebinski

david@transit-screen.com



City Manager - Boston Metro Area

Marcus Goodwin

marcus@transitscreen.com



SUMMARY

Trepp, LLC, founded in 1979, is the leading provider of information, analytics and technology to the CMBS, commercial real estate and banking markets. Trepp provides primary and secondary market participants with the web-based tools and insight they need to increase their operational efficiencies, information transparency and investment performance. Trepp serves its clients with products and services to support trading, research, risk management, surveillance and portfolio management. Trepp is wholly-owned by dmgi, a division of the Daily Mail and General Trust (DMGT).

PROFILE

website
trepp.com

twitter
@TreppWire

headquarters
New York, NY

geographies served
United States

relevant types of property
Office,
Retail,
Industrial,
Multifamily,
Lodging

user profile
Asset Manager
Developer
Energy Sustainability
Specialist
Owner
Researcher
Service Provider
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker
Tenant/Occupier
Commercial Bank
Investment Bank
Advisory Firm
Mortgage Finance
Ratings Agency
Servicer
Gov. Agency

PRODUCT

- Trepp's commercial real estate products provide data, search capabilities, market analysis, and reporting to identify refinancing, workout, and distressed asset investment opportunities

WORKS ON

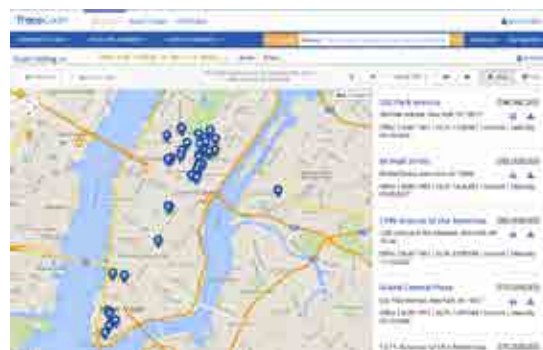
- Desktop/Laptop

RECENT NEWS

- Trepp enhanced its core CRE product, TreppLoan, to make it faster and easier to research deals and markets. New search and report capabilities were added to enable quicker identification of opportunities, while the interface was updated to streamline workflow
- Trepp and Commercial Real Estate Direct published The Mid-Year magazine in June, which was distributed at the annual CREFC conference in New York. The publication contains commercial real estate research pertaining to the first half of the year

WHAT'S NEXT

- Trepp is working to launch a new commercial real estate product, TreppCRE. The solution will enable benchmarking of income expenses for commercial assets, as well as researching property markets



LEADERSHIP



CEO

Annemarie DiCola
@agdicola
annemarie_dicola@trepp.com



VP, Head of Product Management

Steve Baumgartner
steve.baumgartner@trepp.com



VP, Product Management CRE Strategist

Avneet Singh
avneet_singh@trepp.com



Managing Director of Sales

Scott Barie
@JScottBarie
scott_barie@trepp.com

SUMMARY

Voyanta is a data warehouse and analytics tool designed to give you the complete view of your real estate portfolio and to highlight new opportunities for adding value. Voyanta smoothly unifies data from multiple source systems. It has in built data verification, eliminating time-consuming manual work and ensuring your decisions are based on clean, reliable data. Our suite of property, fund and loan reports and an Excel Add-In give you new insights into your portfolio. And, as Voyanta is cloud-based, key information and reports are easy for anyone to access.

PROFILE

website

voyanta.com

twitter

@voyanta

headquarters

London, UK

geographies served

Worldwide

prominent clients

Brookfield Asset Management
LaSalle Investment Management
Cornerstone Real Estate Advisers

relevant types of property

Office,
Retail,
Industrial

user profile

Asset Manager
Developer
Owner
Lenders
Fund Managers
Investors

WORKS ON

- Desktop/Laptop

PRODUCT

- Voyanta allows you to realize the full value of your information by unifying all your data in one place, accommodating data from multiple source systems.
- In built data verification eliminates time-consuming manual work. Powerful analysis tools then allow you to maximise insight from your information.
- Our cloud-based, tablet-supported technology means key information and reports are easy for anyone to access any time, any place.



RECENT NEWS

- In September, Voyanta released a new site design, making it even more responsive and intuitive for its users.
- In February, Voyanta introduced a native integration with ARGUS Enterprise, enabling a seamless workflow between the two systems
- In October 2014, Voyanta was acquired by Altus Group Limited

WHAT'S NEXT

- We will continue to provide regular enhancements to the Voyanta platform to deliver more functionality and power to our clients
- We will be attending CRE//Tech in New York and look forward to seeing you there

LEADERSHIP



CEO

Raj Singh

@Voyanta

raj.singh

@voyanta.com

+442030115580

Raj has spent his career delivering technology solutions that enhance business performance for companies in the real estate and private equity sectors. Before co-founding Voyanta, Raj was an Executive Director of Hipercept Solutions Inc., where he led the successful development and implementation of technology solutions for many of the world's largest real estate investors. Previous roles include Director at Brookfield Asset Management. Raj has an MBA from the University of Calgary



CPO

Zoe Collier

@Voyanta

zoe.collier

@voyanta.com

+442030115580



VP of Sales and Business Development

Steve Fischer

@Voyanta

steve.fischer

@voyanta.com

+16175124393



SUMMARY

VTS (formerly View The Space), a New York-based technology company, is the leading leasing and asset management platform built to provide real-time leasing and asset management data to the top landlords and brokerage firms in the world. VTS allows brokers and owners to manage deal activity, identify trends and quantify portfolio performance from their desktop or mobile device.

PROFILE

website

vts.com

twitter

@viewthespace

headquarters

New York, NY

geographies served

United States, UK, Canada, Australia, Singapore, India, Russia, Germany

money raised

\$13 million

angellist

angel.co/view-the-space

crunchlist

crunchbase.com/organization/view-the-space

prominent clients

TIAA-CREF, Boston Properties, Tishman Speyer, Equity Office, Jamestown, Hudson Pacific, Hines

relevant types of property

Office, Retail, Industrial

user profile

Asset Manager

Owner

Service Providers

- Tenant Representation Broker
- Landlord Representation Broker

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

PRODUCT

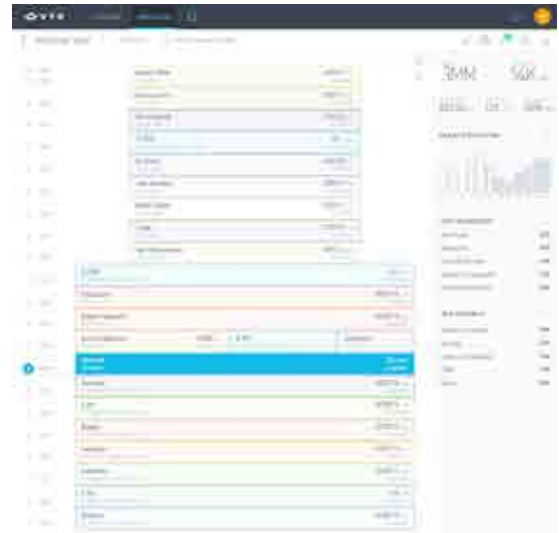
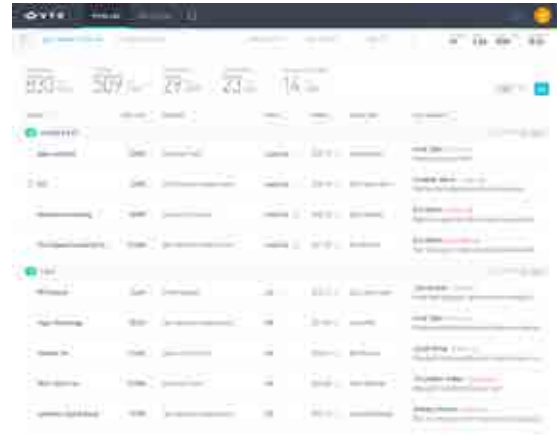
- Leasing Dashboard: Centralize and manage the Deal flow across your entire portfolio while analyzing the data to identify key trends and metrics
- Dynamic Stacking Plan: Drill down to any building and suite to access all details and encumbrance info
- Deal terms & cash flow analysis: Compare proposals, generate key deal metrics (NER, NPV, etc), and visualize full cash flow analysis

RECENT NEWS

- VTS has raised \$13M to date, \$7M in their Series A financing lead by Trinity Ventures, and \$3.3M through a strategic partnership with Blackstone.
- The next generation of VTS was launched June 1, 2015, which includes an intelligent new user experience, robust financial modeling capabilities, improved stacking plans, powerful new portfolio analytics, and native Android and iOS apps.

WHAT'S NEXT

- The next 6-12 months at VTS are about growth, further expanding product capabilities, our team and market share, both domestically and internationally.
- We are aggressively hiring into our product, engineering and customer success teams, with plans to increase overall headcount from 67 to 100 by the end of 2015.
- With over 1.4 Billion square feet under management, VTS has been the driving force behind the industry's shift towards real-time data, quickly become the standard in the marketplace.



LEADERSHIP



Co-Founder & CEO

Nick Romito

@NickRomito

Nick started his career as a tenant rep and landlord broker at NYC's Murray Hill Properties in 2005, where he expanded the U.S. presence of international companies while also assisting in growing the firm's 8-million square-foot office portfolio. Realizing there were no technology platforms to help centralize leasing activity, analytics, and marketing, he began laying the groundwork for VTS. Nick has been featured in *The Wall Street Journal*, *The New York Times*, *Entrepreneur Magazine* and has spoken at Harvard Business School's renowned Technology Cyberposium.



Co-Founder & CRO

Ryan Masiello

@rmasiellonyc



Co-Founder & CTO

Karl Baum

WEALTHFORGE

SUMMARY

WealthForge has become a leader in the private securities industry, reviewing more than a billion dollars in private placement offerings. We provide an integrated solution of risk management, standardized processing and automated technology for issuers and brokers currently raising private capital. WealthForge provides the services needed to maintain full compliance throughout the transaction process including deal and investor due diligence, background checks, flow of funds and more. With the WealthForge solution, a traditionally cumbersome, risk-laden and manual transaction is transformed into a faster, easier and more compliant process.

PROFILE

website
wealthforge.com

twitter
@WealthForge

headquarters
Richmond

geographies served
United States

prominent clients
TIAA-CREF,
Boston Properties,
Tishman Speyer,
Equity Office,
Jamestown,
Hudson Pacific,
Hines

relevant types of property
Office,
Retail,
Industrial
Multifamily

user profile
Developer
Owner
Service Providers
• Investment Sales
Broker
• Debt/Structured
Finance Broker

PRODUCT

- The Invest Button is a paperless transaction processing engine to facilitate secure online investments.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop

RECENT NEWS

- Officially launched the Invest Button at FinovateSpring 2015
- Recognized by AOL's Steve Case as the winner of the Rise of the Rest pitch competition

WHAT'S NEXT

- Planning to launch new technology at Finovate in Spring 2016

LEADERSHIP



Co-Founder & President
Fred Bryant

Fred Bryant founded WealthForge to forever change how private markets function. Since the beginning, Fred has been focused on bringing simplicity and efficiency to the world of private investing. Fred is also driven by his commitment to national service, choosing to serve on Active Duty in the US Army after graduating from the University of Richmond. While on Active Duty, Fred served in Afghanistan and received the Bronze Star Medal, all while helping steer WealthForge forward. Fred holds his Series 7, 24, 28, 63, 79 and 99 licenses and is a leading speaker regarding the emerging world of online private placements.



Co-Founder & President
Mat Delloroso



Head of Sales & Marketing
Arthur Weissman
aweissman@wealthforge.com



PROFILE

website
wiredscore.com

twitter
@wiredscore

headquarters
New York, NY

geographies served
United States

angellist
angel.co/wiredscore

prominent clients
SL Green,
Brookfield,
Empire State Realty
Trust,
CBRE
Cushman & Wakefield

user profile
Owner
Developer
Tenant/Occupier
Service Provider
• Tenant
Representation
Broker
• Landlord
Representation
Broker

SUMMARY

WiredScore is an international real estate advisory that works with landlords, brokers, and tenants to identify and promote buildings with great technology offerings. We own and operate the Wired Certification program, the first ever rating system for Internet connectivity in office buildings, with the goal of ensuring that all businesses large and small can find office space that meets their connectivity needs. Launched in 2013 in partnership with former Mayor Michael Bloomberg, we are based in New York City but are helping building owners across the world to get Wired Certified. Our Wired Certification program has certified over 175 million square feet consisting of over 330 Wired Certified office properties-properties that are leading the charge to make sure they are wired with the best broadband Internet connectivity for their tenants.

PRODUCT

- WiredScore's certification program accurately assesses commercial buildings and assigns a Wired Certification level according to the building's connectivity.
- A Wired Certified building is recognized as achieving the premier mark in connectivity.
- Property owners across the nation use Wired Certification to market their buildings and attract top tenants, and prospective tenants use wiredscore.com to search for buildings with a recognized mark of excellence in connectivity.



RECENT NEWS

- After overwhelming response, Wired Certification is now available in all 50 states and is now certifying buildings in metros such as Washington DC, Boston, Chicago, Atlanta, Philadelphia and San Francisco
- WiredScore has teamed up with CoStar to populate profiles of buildings that have achieved Wired Certification with the first detailed set of telecom information ever on the site

LEADERSHIP



Co-Founder & CEO

Arie Barendrecht
@BarendrechtArie
arie@wiredscore.com
646.869.6000



Director of Partnerships

Phil Kanfer
@philkanfer
phil@wiredscore.com
646.869.6000



Director of Marketing

Josefina Rodriguez
@JustJosefina
josefina@wiredscore.com
646.869.6000



SUMMARY

Xceligent is a leading provider of verified commercial real estate information across the United States. Our professional research team pro-actively collects a comprehensive inventory of commercial properties, buildings available for lease and sale, tenant information, sales comparables, historical trends on lease rates and building occupancy, market analytics, and demographics. This information assists real estate professionals, appraisers, owners, investors and developers that make strategic decisions to lease, sell and develop commercial properties. Xceligent, backed by a new global investor, has launched an aggressive national expansion that will provide researched information in the 65 largest United States markets.

PROFILE

website
xceligent.com

twitter
@xceligent

headquarter
Blue Springs, MO

geographies served
United States

prominent clients
JLL,
CBRE,
Colliers,
NGKF

relevant types of property
Office,
Retail,
Industrial,
Multifamily

user profile
Asset Manager
Owner
Developer
Energy Sustainability
Specialist
Materials Manufacturer or Distributor
Researcher
Service Providers
• Tenant Representation Broker
• Landlord Representation Broker
• Investment Sales Broker
• Debt/Structured Finance Broker
• Architect
• Construction/Project Manager
• Software

Tenant/Occupier
Valuation Analyst/
Appraiser
Banks
EDCs

Chambers of
Commerce
Municipalities
Real estate service
providers

PRODUCT

- CDX is a comprehensive commercial real estate database allowing for the analysis of verified commercial information.
- CommercialSearch is a national platform to market commercial properties for lease and sale to the public.

WORKS ON

- Phone iOS
- Phone Android
- Desktop/Laptop



LEADERSHIP



CEO

Doug Curry



VP of Sales Operations

Chris Lipowicz