

DAY IN THE LIFE WITH DATEX

# LEASING THAT RUNS BETTER

Learn how having better **data**,  
better **reporting** and better **process**  
makes leasing **run better**.





# BUILT FOR LEASING

Solutions for Leasing Agents, VPs of Leasing, and Leasing Admin

Leasing is all about keeping on top of current and upcoming vacancies, renewals and expansions, and doing so in a strategic, systematic and repeatable manner. Datex provides actionable intelligence tools that are simple, easy to use and based on industry best practices.

Datex is built to make your whole Leasing Team run better:



**VP of Leasing:** Drive clear strategy and have complete visibility into your team's operations in just a few clicks.



**Leasing Agent:** Datex helps you proactively manage your daily leasing activities, drive better deals and close deals faster.



**Leasing Admin:** Manage people, processes, and paperwork seamlessly from one simple interface.





# ACCESSIBLE INSIGHTS

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Datex empowers you with the data you already have. **“I have everything I need at my fingertips,”** says Darren Bovard, VP of Leasing with NewMark Merrill. **“I can check tenant rent, sales, terms, options—everything. All from a click of a button!”** With Datex, **“Information is power,”** insists Bovard. **“When I do lease extensions, I’m going into the deal very informed.”**

- Integrated Document Management
- Global Search with Filter and Drill-down
- Key Lease Provisions & Lease Expiration Reports



***“I wouldn’t be able to do my job without it!”***

Darren Bovard | Vice President of Leasing  
NewMark Merrill Companies

# SMARTER DECISIONS

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Danny Annibale, Director of Leasing at ACADIA Realty Trust also loves leveraging his data's power. **"Getting daily updates on Tenant sales has been amazing,"** he says. **"I can pull up information on the fly or while I'm giving a presentation!"**

- Leasing Deal Analysis Tools
- Benchmarking Retail Sales & Rent Collection Trends
- National Tenants Grid with Drilldown



***"Datex saves us hundreds of hours of man-time."***

Danny Annibale | Director of Leasing  
ACADIA Realty Trust





# FASTER DEALS

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Datex enables you to get more done in less time. **“Datex gives me back HOURS of my day,”** Bovard shared excitedly. **“It makes me more efficient at what I’m hired to do.”** Datex gives Bovard the time to increase his productivity in new leasing deals. **“Momentum is important for deals, so being able to do things more quickly is a huge benefit.”**

- Simpler and Faster Deal Status Tracking
- Data Pre-Population on New Leases & Renewals
- Leasing Workflow Automation



***“What would have been 30 minutes now takes 15 seconds.”***

Darren Bovard | Vice President of Leasing  
NewMark Merrill Companies



# BETTER COLLABORATION

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Danny Annibale loves how Datex improves collaboration. **“The lease application system is hugely impactful and a huge timesaver. We can submit it online and our team can access it from anywhere in the world!”**

Datex keeps your whole team aligned and on track. **“We can see who has and who hasn't approved it, the budgets, attorneys— it's been an awesome improvement!”**

- Lease Application Creation
- Lease Approval Process Governance
- Leasing Assumptions (Income Budgeting) Workflow



***“Datex is like a collective memory for the company.”***

Danny Annibale | Director of Leasing  
ACADIA Realty Trust





# EVERYTHING RUNS BETTER

Samantha Dubon, Leasing Admin Manager at NewMark Merrill

Companies notes, **“It’s so accessible. If we need to know anything, anyone can just go into Datex and get it.”** Samantha also uses Datex to abstract leases and praises how it helps coordinate the team. **“When I push a lease through, every department gets an email with how their role is going to come into play next.”**

- Processing of New Leases & Renewals
- Unified Lease Abstract Detail
- Sales Reporting Compliance Tracking



***“Datex keeps me from worrying about where everything stands all the time.”***

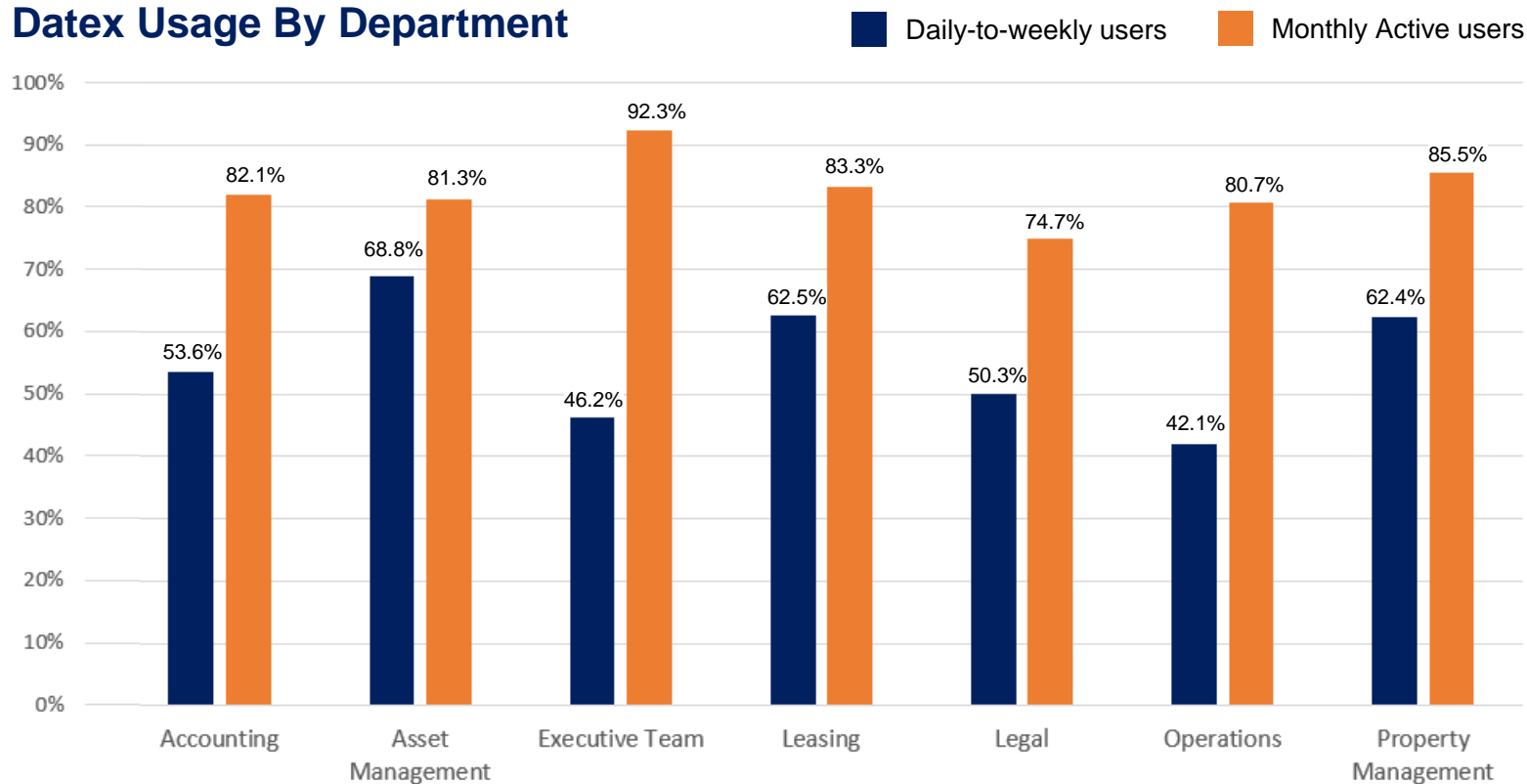
Samantha Dubon | Leasing Admin Manager

*NewMark Merrill Companies*

# DATEX IS FOR YOUR **WHOLE TEAM**

With a deep library of reports and automation capabilities, Datex makes your whole team run better!

## Datex Usage By Department



(Data based on actual, verified usage metrics across Datex clients)





50% \$1MM 65%

TIME  
SAVINGS

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OVERHEAD  
SAVINGS

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REVENUE  
GROWTH

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# DATEX DELIVERS RESULTS

On average, Datex clients save over **\$1MM in overhead** while supporting **65% management revenue growth** by tapping into the power of their data.

Our clients have more than **4 departments** using Datex to simplify their work and break down silos **EVERY DAY!**

# datex



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