CG

CASE STUDY

DRIVE INSIGHTS FOR EVERYONE

AT GLIMCHER GROUP, THE ENTIRE COMPANY RUNS ON DATEX

datex
PROPERTY SOLUTIONS

CASE STUDY IN BRIEF

Glimcher Group, a developer, operator, and manager of retail shopping centers, needed a better way to derive actionable insights from their data. Datex integrated their MRI data and provided them with robust, easy to use dashboards that transformed how their team worked.

Glimcher Group gained a single source of truth that saved them **15% of their total time** and enabled their team to make smarter data-based decisions.
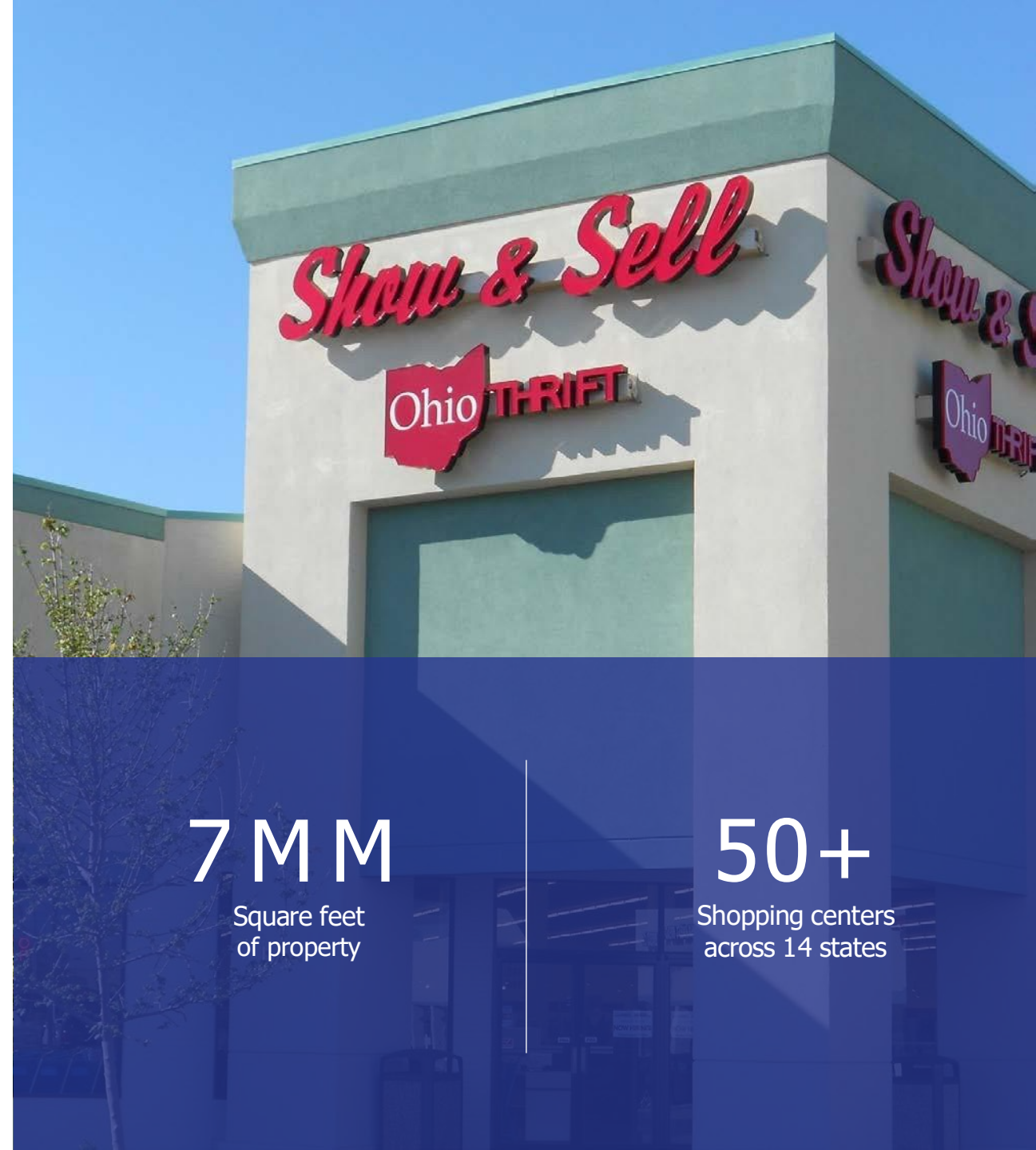
15% TOTAL TIME SAVED

IMPROVED COLLABORATION

MORE DATA-BASED DECISIONS

ABOUT THE GLIMCHER GROUP

"Glimcher Group has focused on developing premier retail shopping centers and acquiring under-performing retail assets in order to maximize their value through first-class redevelopment, re-leasing, and management."

Glimcher Group is a fully integrated real estate company that owns, develops, acquires, and manages shopping centers throughout the United States. Since 1984, Glimcher has developed and acquired over **50 shopping centers** with over **7MM square feet** of shopping center space.

7MM
Square feet
of property

50+
Shopping centers
across 14 states

CHALLENGE: SILO'D DATA INHIBITED DECISION MAKING

The Glimcher Group knew they had powerful data, but it wasn't easy to access. **"We never had a great database,"** said Robert Glimcher, President of the Glimcher Group. **"MRI was the magic database of accounting;"** the data was in MRI, but nobody was gleaning insights from it.

"I used to meet quarterly with my CFO and go over finances and what was in each account." But the Glimcher Group wanted to have their data at their fingertips constantly, not just quarterly. Glimcher wanted a system that would be used by all stakeholders, including executives, operations, leasing, accounting, marketing, and property management.

SOLUTION: ACTIONABLE REPORTING THE WHOLE TEAM CAN USE

The Glimcher team turned to Datex because they wanted to have instant access to their data all the time; not just monthly and quarterly.

Glimcher was delighted by the customizability of Datex's platform. **"We loved dealing with Datex from the beginning."** Glimcher said. **"I don't think there's anything we asked for that we couldn't get if we wanted to add it on to our system."**

The secret? Datex integrated the Glimcher Group's dispersed data and consolidated reporting with visual tools that aligned stakeholders around core metrics and trusted information. With Datex, Glimcher's whole team had on-demand access to the core data that drives their business, without the manual compilation of data and documents.

"It's made us more transparent as a company because everything's there for everyone at the same time. It's made what we do easier."
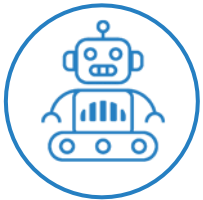
DATEX: HOW IT WORKS

Datex makes managing your retail, commercial, or multifamily portfolio **faster, smarter, and easier!**

Actionable Reporting

Our best-in-class reporting library lets you instantly see your portfolio based on your work, not the data.

Intelligent Automation

Datex integrates, structures, and manages your workflows based on your custom rules.

Insights for Everyone

Extend the reach of your MRI/Yardi data to your whole team.

Designed for:

RESULTS: A SINGLE SOURCE OF TRUTH INFORMING BETTER DECISIONS

The Glimcher Group now enjoys a comprehensive library of more than **40 dashboards**, over **100 reports** and **several dozen controls** for tracking their key dates, dollars, trends and variances.

Glimcher was thrilled by what Datex allowed him and his team to accomplish. **"Datex is exactly what we wanted for a database for our real estate properties. It gives us a dashboard for everything we need. It's great!"**

The National Tenant function even helps Glimcher manage his properties across the nation. **"It's so easy to know where we stand on centers. I can look at any center and find whatever I want in there. I couldn't look at all that before Datex."**

Datex has redefined how the Glimcher group collaborates. **"Everything we needed was right there. It's really nice for collaboration—working together as a team—you can find all the data at the same time."** Every day, dozens of users access hundreds of reports, dashboards and tracked items.

"I think Datex is a great product and I hope it continues to improve, like it has for us. Datex keeps innovating new solutions and we use them a lot."

\- Robert Glimcher, Glimcher Group

TYPICAL DATEX CLIENT RESULTS

50% **$1MM** **65%**

TIME-SAVINGS

OVERHEAD SAVINGS

REVENUE GROWTH

Our clients have **4-6 departments** using Datex to simplify their work and break down silos **EVERY DAY!**

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

CONCLUSION

Datex offered The Glimcher Group a way to make better data-driven decisions and deliver information to their whole team in just a few clicks.

Glimcher has been overjoyed with the results. **"It's made operating our business a lot easier. Financially, looking at numbers, it's been a 100% improvement. Totally great."**

"I would not take the money back and get rid of Datex. I think Datex is a great product for us, and I hope it continues to grow!"

15% TOTAL TIME SAVED

IMPROVED COLLABORATION

MORE DATA-BASED DECISIONS

REQUEST A FREE DEMO