



The WinStack Tenant Management System (TMVu) Overview

WinStack TMVu or the *WinStack* Tenant Management system was designed to turn tenant data into actionable, profitable information.

Tenant and landlord reps typically “walk” an office building in selected submarkets and need some method to store and maintain the data. Then they want to be able to run reports across the database of properties and tenants reflecting lease expirations and leasing opportunities. And then they want to quickly generate a color-coded stacking plan for one or several buildings at one time. Many reps have tried to use a contact management system (CRM) as a solution but find that while these CRM systems are excellent at keeping notes about phone calls and maintaining To-Do lists, they are not really suited to track multi-suite tenants nor for generating stacking plans easily and accurately. They definitely don’t enable the rep to display how correct or accurate the data is and quantifiably demonstrate to prospects their knowledge of the market.

The *WinStack TMVu* system was developed to be:

- A single database of property and tenant data
- Simple to import tenant data from a spreadsheet
- Easy to change and maintain tenant data
- Easy to select professional-looking reports and statistics displaying how accurate and complete the tenant data is
- Simple to display color-coded stacking plans to “proof” tenant data and for marketing purposes
- Compare the accuracy and completeness of data derived from other sources such as CoStar with what has been gathered by your prospecting team

The *WinStack TMVu* system is the only system on the market to enable the user to maintain a database of properties and tenants and easily generate complete, impressive stacking plans and reports for marketing purposes!

Comparison Between *WinStack32* (Interactive) and the *WinStack Tenant Management Systems*

WinStack32 has been used for many years to generate professional-looking, color-coded stacking plans. How is the *WinStack TMVu* system different and better for maintaining and using tenant information?

WinStack32 (Interactive system)	TMVu	Benefits
One (1) file per property. If you have 50 properties, there are 50 property files probably stored in multiple folders	One (1) database for all properties and tenants.	Much easier to maintain a large number of buildings and tenants.
Store limited information about properties and tenants	Store 20+ property specific items of information combined with more than 25+ tenant oriented items	Store more important information needed for reports and queries
Multiple steps needed to generate a stacking plan	Click one button to generate a stacking plan	Professional-looking stacking plans can be easily generated by someone who knows little about the system.
No ability to store numerous transaction and pursuit notes about tenants	Input unlimited notes for each tenant	Excellent audit trail of activities and information maintained while pursuing tenants
No ability to query or report on tenants across separate properties	Complete ability to query or filter tenants based upon innumerable criteria and then display tenants and buildings selected	Have a treasure trove of data available at your fingertips
Generate only one (1) stacking plan at a time.	Generate stacking plans for many buildings at one time	Much faster and easier to generate many stacking plans at one time without user involvement
Unlimited ability to customize stacking plan formats and save the plans as "templates"	Stacking plan formats are created with the interactive WinStack32 system and then used and selected in TMVu	The interactive WinStack32 system can be purchased or not with TMVu. A TMVu user can just generate stacking plans with needing to know anything about WinStack.
Generate stacking plans ONLY	Generates stacking plans AND many other building and tenant related reports	More reporting capability to display your important data
Import tenant data into a single building file	Import a wide-range of tenant data into the database	Easier to import more tenant data



WinStack TMVu Screen Shots

Building Name	Building Address	SubMarket	Total RBA
Eleven Hundred Peachtree	1100 Peachtree	Midtown	581,893
Escalade Building A	4301 Westbank Dr. Bld.	Southwest	101000
Hartley Plaza	1234 State	Midtown	100000
John plaza	1234 main	Midtown	100000
Marcus Towers	1234 State	Midtown	100000
Steve plaza	123 grand	Midtown	100000
TTG Building	12345 Schema	North	130000

Building Detail

Building Name: Eleven Hundred Peachtree
Street Address: 1100 Peachtree
City: Atlanta
State: GA Zip: 30309
Total RBA: 581,893 Total RBA Vacant: 73,148
Submarket: Midtown
Landlord/Owner: _____
Leasing Company: _____
Leasing Company Contact: _____
Building Class: A
Year Built (yyyy): 1990 Year Renovated (yyyy): 0
Average Floor Plate: 22,269 Number of Stories: 28
Parking Ratio: 5.100
Common Area %: 0.00
Asking Rate (\$/SF): 0.00

WinStack View

Upload Building Photo: C:\Program Files\WinStack\32\3 galeea.jpg

Seq	Floor ID	Floor Area
1	Floor #1	10,000.00
2	Floor #2	000.00
3	Floor #3	000.00
4	Floor #4	000.00
5	Floor #5	000.00
	Floor #6	000.00
	Floor #7	000.00
	Floor #8	000.00
	Floor #9	000.00
	Floor #10	000.00
	Floor #11	000.00

Number (e.g. 1 or -1): _____
Floor Area: _____
Buttons: New Delete Save
AutoLoad Floors To New Building

You have the option to input floor square footages to shape the stacking plan

The Building / Property screen maintains information about the building, submarket, owners, leasing company and more that can all be used for query purposes and reports.

Tenant Contact

Company: Williams Schoolcraft, M.D.
Contact: Jane Smith
Title: Leasing manager
Street Address: 8910 madison ave
City: new york
State: NY Zip: 11111
Phone: 123-123-1234 Fax: 456-555-5555
Email Address: jmanager@company.com
Website: www.company.com
Next Action Date: 1/24/2011
Prospect Leader: _____
Pipeline Stage: First

Transaction Notes: _____
Pursuit Notes: _____

Buttons: New Save

Tenant Suites

Floor	Floor ID	Suite	Lease Type	Lease SF	Lease End Date
2	Floor #2	300	Sublease	3813	5/2/2014

Buttons: New Delete Save

Input suites and sqft info for tenants with multiple suites

Enter unlimited Transactions and Pursuit Notes

Tenant data can be easily imported into the database and contains basic info, notes, multi-suite information and the ability to indicate what key information has been confirmed such a square footage, decision maker and expiration date.

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Stacking Plans and Indices to Quantify Accuracy

The screenshot displays the WinStack software interface. On the left, a 'Stacking Plan' for '661 Carlisle Ridge Blvd #2' is shown, with a legend below it. The plan is a grid of colored rectangles representing different tenants or spaces. A blue callout bubble points to the plan with the text: 'Metrics display how good your data is'. On the right, there are several control panels. A blue callout bubble points to the 'Create PDF' button with the text: 'Display a stacking plan with one-click'. Below this, there are 'Update Building Image' and 'Create PDF' buttons. Further down, there are 'Update Building KPI's' and 'Update Tenant KPI's' sections, each with a table of metrics and an 'Update' button.

Update Building KPI's	
Per CoStar	
Total SF	104,775
Occupied SF	97,369
SF Vacant	7,406
Occupancy %	92.93

Prospecting Team	
Total SF	105,775
Occupied SF	98,369
SF Vacant	7,406
Occupancy %	93.00

Update Tenant KPI's		DM	RSF	LED
Total Tenants	27	27	0	27
Total Tenants SF	105,775	105,775	0	105,775

Stacking plans in various formats can be displayed in the left section to show “holes” in the tenant data. Stacking plans, again in various formats, can be generated as a PDF file by clicking the Create PDF button.

The Key Property Indices (KPIs) display what was available in CoStar or other database systems versus what your prospecting team has discovered. If the prospecting team is doing what they are supposed to be doing, they are finding tenants NOT in CoStar. The Tenant KPIs are critical in indicating how accurate and complete your data is. These values are displayed in numerous reports so that you can quantify how accurate your data is for the building, the submarket and your entire database. The KPIs are an ideal way to quantify and demonstrate your knowledge of the market and differentiate yourself from the competition.



Query the Database and Prospect for Gold!

Generate stacking plans for many buildings automatically

The screenshot shows the WinStack software interface. At the top, there are tabs for 'Building Information', 'Tenant Details', and 'Queries'. The 'Queries' tab is active, showing a query named 'Lease Area >= 5000 and led >=2013'. Below this, there are fields for 'Data Type', 'Compare', 'Value', and 'And/Or'. A table below these fields shows the query criteria: 'Lease Area >= 5000' and 'Lease End Date >= 2013' with an 'AND' operator. To the right of the query fields are buttons for 'Add Item', 'Delete Item', 'Save Query', 'Update Item', 'Delete Query', 'Reset Query', 'Run Query', 'Building Detail Report', and 'Tenant List Report'. Below the buttons, there are summary statistics: 'Total SF Returned: 1,010,809', 'Total Tenants Returned: 73', and 'Total Buildings Returned: 15'. At the bottom, there is a large table with columns: SubMarket, Bldg Name, Bldg Class, Bldg Address, RBA, RBA Va., Floor ID, Suite ID, and Tenant Name. The table contains 15 rows of data, including buildings like 'City Tower', 'Brady Tower', and 'Marcus Towers' with various tenants listed.

SubMarket	Bldg Name	Bldg Class	Bldg Address	RBA	RBA Va.	Floor ID	Suite ID	Tenant Name
East	City Tower	B	345 State San Diego, CA	500000	28642	Floor #2	100	Santa Barbara Bank
Midtown	Brady Tower		1234 State Minn, MN	300000	73148	Floor #5	550	Between Markets
Midtown	Brady Tower		1234 State Minn, MN	300000	73148	Floor #1	101	Compass Bank
Midtown	Brady Tower		1234 State Minn, MN	300000	73148	Floor #1	199	Full Service Deli
Midtown	Brady Tower		1234 State Minn, MN	300000	73148	Floor #4	420	Land & Austin Title
Midtown	Brady Tower		1234 State Minn, MN	300000	73148	Floor #6	600	Millward Brown & Kantar Operations
Midtown	Marcus Towers		1234 State Dallas, TX	100000	73148	Floor #1	100	Sky Ridge Surgery
Midtown	Marcus Towers		1234 State Dallas, TX	100000	73148	Floor #2	230	Integrated Ear, Nose & Throat
East	City Centre Use This One	A	555 Main New York, NY	400000	0		800	Cybase
East	City Centre Use This One	A	555 Main New York, NY	400000	0		950	Sheldon Wood
East	City Centre Use This One	A	555 Main New York, NY	400000	0		1000	Concord Grapes
Midtown	Marcus Towers		1234 State Dallas, TX	100000	73148	Floor #2	280	Rocky Mtn. Ob-Gyn, PC
Midtown	Marcus Towers		1234 State Dallas, TX	100000	73148	Floor #3	370	John Stallworth MD, PC

Query the database based using any criteria that you want to display of list of building and tenants that match the selection. You can use ad hoc queries or previously saved queries for ease of use.

Now that you've imported and "CONFIRMED" your tenant data, you can slice and dice ACROSS the entire database to mine for data. Above, we created a query to display all the tenants with a Square Footage greater or equal to 5,000SF and an Expiration Date greater or equal to 2013. Reports can be generated for all the buildings or tenants selected. Additionally, stacking plans can be automatically generated for all the buildings at one time. Creating stack plans for a portfolio of properties has never been easier or faster!!

Tenant Summary Report

Tenant Name	Tenant Details			Confirmation Status				Prospecting Information	
	Occupied SF	Lease Type	Lease End Date	RSF Confirmed	DM Confirmed	LED Confirmed	Last Call Date	Prospect Stage	Prospect Leader
Abrams, Davis, Mason & Long	11,000	Direct	2012	0	0	0		Meeting Set	
BDO Seidman	22,269	Direct	2016	22,269	0	22,269		Meeting Set	
Daniel Corporation	9,648	Direct	2012	9,648	0	0		Meeting Set	
Dunson Dental Design	2,937	Direct	2017	2,937	2,937	2,937		Meeting Set	
Global Strategies Investment Management, LLC	3,000	Direct		3,000	0	0		Confirming	
Grant Thornton LLP	22,346	Direct	2020	22,346	0	22,346		Confirming	

IDI
Jackson Sp
JAMS
Kipabrick St
Schreeder
LLP
The Hon Co
The Ocean
Triage Cons
World Finan

Tenant Confirmation Report - Building Detail By Submarket Midtown

Building Name	Tenant Information		Decision Maker				RSF				LED			
	Total SF Occupied	Total Tenant #	SF Confirmed		# Confirmed		SF Confirmed		# Confirmed		SF Confirmed		# Confirmed	
			SF	%	#	%	SF	%	#	%	SF	%	#	%
Eleven Hundred Peachtree	506,685	16	365,562	71.87%	3	18.75%	525,407	103.29%	15	93.75%	490,661	96.46%	11	68.75%
Submarket SubTotal	506,685	16	365,562	71.87%	3	18.75%	525,407	103.29%	15	93.75%	490,661	96.46%	11	68.75%

Building Detail Report - a professional looking report displaying building statistics, vacancies and confirmation metrics

Building Detail



Building Overview		Vacant Suites			Building Matrix			
Building Name:	Eleven Hundred Peachtree	Floor Number	Suite Number	Lease Type	Total RBA	Vacant RBA	Occupied RBA	Total RBA
Submarket:	Midtown	2	200	Direct	12,262	73,748	461,269	536,407
Total RBA:	561,633	4	400	Direct	21,807			
Total RBA Vacant:	73,145	5	250	Direct	13,310			
Landlord/Owner:		6	650	Direct	4,406			
Leasing Company:		8	800	Direct	3,265			
Leasing Agent:		14	1401	Sublease	1,500			
Year Built:	1980	14	1450	Direct	7,729			
Year Renovated:	0	15	1500	Sublease	7,779			
Building Class:	A				73,145			
Average Floor Plate:	22269							
Max Stories:	38							
Parking Ratio:	5:100							

Tenant Name	Tenant Details			Confirmation Status			Prospecting Information	
	Total SF	Lease Type	Lease End Date	RSF Confirmed	DM Confirmed	LED Confirmed	Last Call Date	Prospect Stage
Abrams, Davis, Mason & Long	11,000	Direct	2012	0	0	0		Meeting Set
BDO Seidman	22,269	Direct	2016	22,269	0	22,269		Meeting Set
Daniel Corporation	9,648	Direct	2012	9,648	0	0		Meeting Set
Dunson Dental Design	2,937	Direct	2017	2,937	2,937	2,937		Meeting Set
Global Strategies Investment Management, LLC	3,000	Direct		3,000	0	0		Confirming
Grant Thornton LLP	22,346	Direct	2020	22,346	0	22,346		Confirming
IDI	22,267	Direct	2015	22,267	0	22,267		Meeting Set
Jackson Spalding, Inc.	17,237	Direct	2014	17,237	0	17,237		Confirming
JAMS	3,115	Direct	2011	3,115	0	0		Confirming
Kipabrick Stockton LLP	269,497	Direct	2025	269,497	269,497	269,497		Client
Wynne & Wynne	10,989	Direct	2017	10,989	0	0		Confirming

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WinStack TMVu Pricing

Software	# of Copies	Cost/each	Annual Support
Single User Including <i>WinStack32</i> for Customizing Stacking Plan Formats	1-5	\$2,250	\$550
	6-10	\$2,000	\$500
	11+	\$1,500	\$350
Additional Users		\$500	\$85
Single User Not Including <i>WinStack32</i> for Customizing Stacking Plan Formats	1-5	\$1,500	\$350
	6-10	\$1,250	\$300
	11+	\$1,000	\$250
Additional Users		\$500	\$85

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