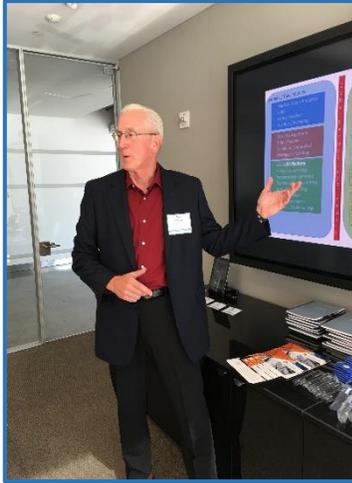




NYC Investment Management Forum Oct 19, 2017



Event Summary



Howard Berger, Managing Director for Realcomm, opened the Forum by thanking the sponsors and presenters, then by introducing the Forum's Facilitator, **Chuck Niswonger** (left), President, NiceNETS Consulting, LLC. Chuck opened the session with a discussion on "Lego Theory" using the analogy of Lego's interlocking tube, patented in 1958, to connect legacy blocks to those with more modern designs – similar to how legacy enterprise systems are leveraging API's and Web Services to connect to more modern, cloud-born applications. Following a video compilation of Realcomm 2017 interviews that highlighted these themes, the group reviewed the previous work done at the June Networking Workshop where teams identified the requirements for the "ultimate" Investment Management Platform as a Service (PaaS). Chuck then gave the assignments for today's workshop.

Networking Workshop

Teams reviewed the previous requirements for Property/Fund Accounting, Fund/Portfolio Performance, Fund Raising / Capital Management, Buy/Sell/Hold Analytics, Management Agreements, and the Investor Experience. They broke into groups to identify additional requirements for Data Storage, Governance, Data Flow/Transference, and Security.



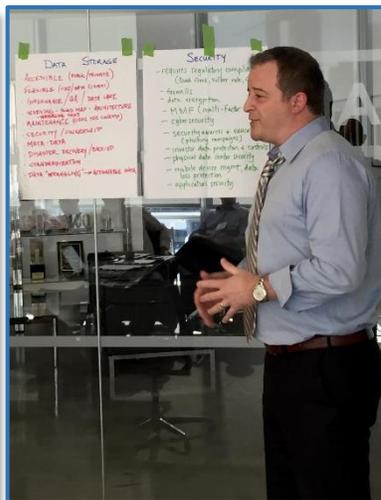
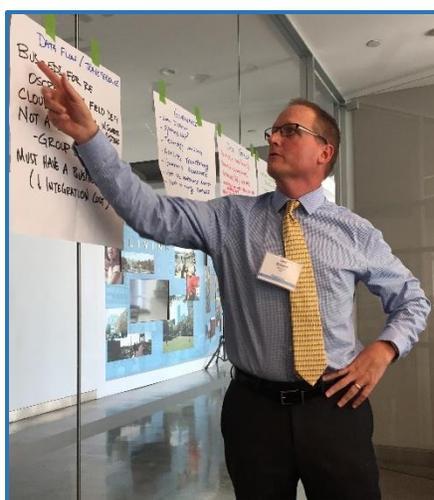


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<p>Governance</p> <ul style="list-style-type: none"> - Data Dictionary - Systems Map - Technology Landscape - Measured Transparency - Governance Framework - What the Investors Want - Point of Entry Controls 	<p>Data Storage</p> <ul style="list-style-type: none"> - Accessible (Public / Private) - Flexible (Size/Data Format) - Governance / QA / Data Lake - Indexing – Road Map – Architecture (Waterline Tools) - Maintenance (Clean the Swamp) - Security / Ownership - Meta-data - Disaster Recovery / Back-up - Standardization - Data “wrangling” – Actionable data
<p>Data Flow / Transference</p> <ul style="list-style-type: none"> - BUS-EDI for Real Estate - OSCRE is the Field Definitions - Cloud-based Data – In-Source Systems - Not a Data Warehouse - Group of API’s, Etc. - Must have a business case - Drive down integration costs 	<p>Security</p> <ul style="list-style-type: none"> - Requires regulatory compliance (Dodd-Frank, Volker Rule, DGPR) - Firewalls - Data Encryption - MMF (multi-factor authentication) - Cybersecurity - Security awareness & education (phishing campaigns) - Investor data protection & controls - Physical data center security - Mobile device management, data loss protection - Application security

Each Group Presented Their Findings





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Sponsor Presentations



Yardi: *Scott Tavalacci* (bottom right) highlighted several aspects of Yardi Software including their [Standard Interface Partnership](#) (SIP) Program that allows Yardi Voyager to interconnect with other cloud-born applications using web services, API's, ETL, and more.

Altus Group: *Matt Harnett* (top left) explained the current strategies behind [Altus Analytics](#) and [Argus Enterprise](#) that support the theme of this Investment Management Forum – application integration.

REDIRECT: *Josh Malinoff* (top right) introduced the reality of Robotic Process Automation (RPA) and how it could be used to handle mundane tasks such as lease entry, transaction processing, data manipulation, triggering responses, and communicating with other digital systems. REDIRECT did several evaluations using [UiPath](#), a low-cost RPA tool, with promising results. Check out this [video demonstration](#).

NOI Strategies: *Howard Barash* (bottom left) provided an overview of NOI Strategies's services along with a vision for Investors and Investment Managers with insight into Investment Operations leveraging technology.

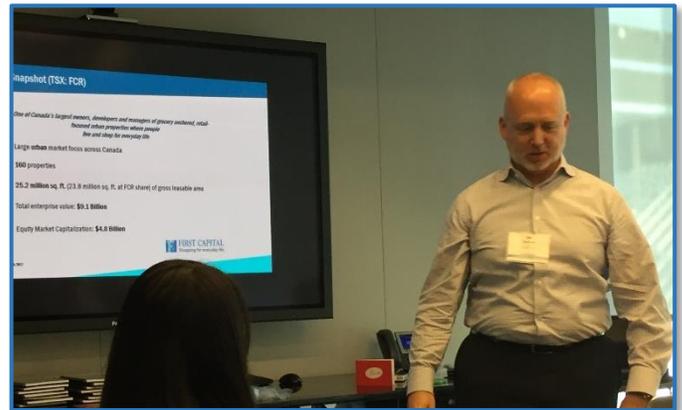


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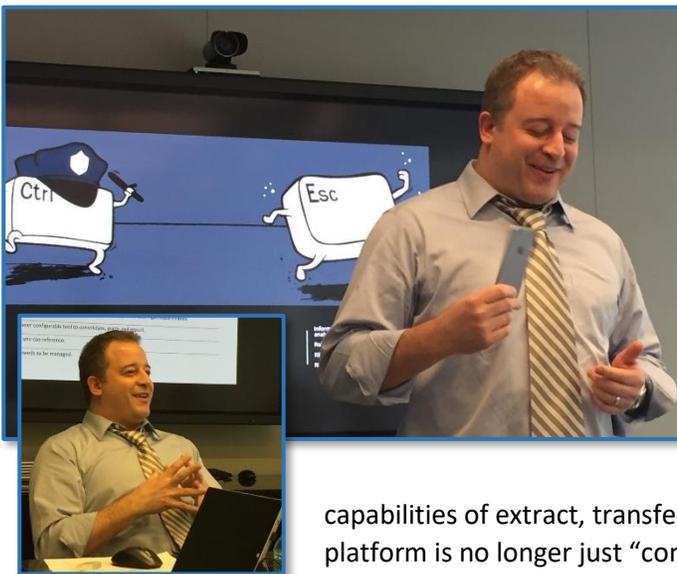


Hazel Mann, Strategic Business & Technology Intelligence Manager from KBS Realty, presented a glimpse of the “Data Driven Future”. She highlighted several aspects of how data taken from a wide variety of sources (product images, energy utilization, satellite imagery, stacking plans, etc) will be used to enhance every aspect of commercial real estate – specifically tenant and investor relations. KBS’s strategy focuses on Availability, Accessibility, and Accuracy with a strong emphasis on specific metrics – saving time, saving money, improving accuracy, and increasing returns. They also look for outcomes that are mobile friendly, provide automated reporting, and take on a portfolio perspective. The Realcomm Investment Management Team welcomes Hazel’s vast knowledge of CRE Finance & Technology Management, Commercial Mortgage-backed Securities, and Institutional Investment Management!

Ian Turnbull, CIO from First Capital Asset Management ULC (Toronto), outlined their process of going from a home-grown all-in-one solution that was expensive to maintain to a 3rd-party, off-the-shelf application integration solution. Their big challenge was to keep data in sync across multiple on-premise and cloud-based applications. They eventually partnered with [MagicSoftware](#) due to its built-in connectors with JD Edwards, First Capital’s current ERP system. Gary Blake, CIO, Brookfield, added that they are on track to do the same thing using [Mulesoft](#) with 82 application integrations!



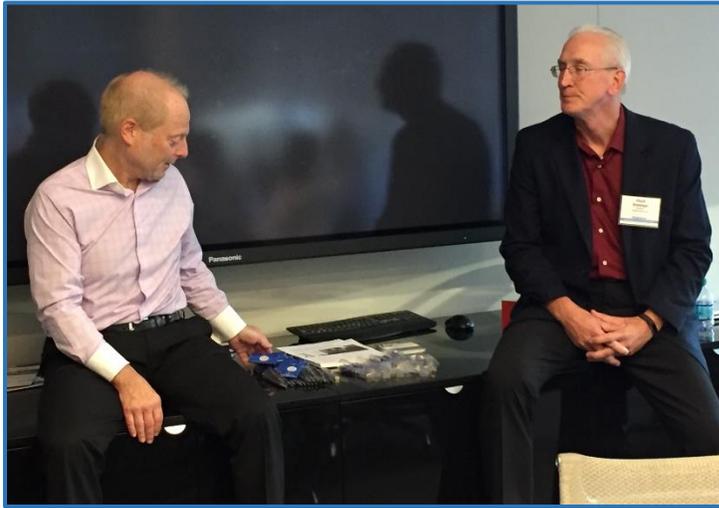
Robert Panetta, Senior Associate from New York Life Real Estate Investors, provided an outstanding live demonstration that thoroughly illustrated the over-arching theme of this IM Forum – Application Integration. He navigated the rent rolls without ever going into Argus Enterprise, pulled up the asset financials without having a Yardi login, and quickly displayed the stacking plans and leases without having to log in to VTS separately! He demonstrated how keeping the data as close to the source as possible reduces the impact of Data Governance and moves beyond the



capabilities of extract, transfer, and load (ETL). It solidified the fact that such a platform is no longer just “conceptual” – it is real and it is live!



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Sandy Jacolow, CIO, Silverstein Properties, Inc., and **Chuck Niswonger**, President, NiceNets Consulting, LLC., closed out this year's NYC IM Forum with a brief discussion on Sandy's experience as a jury member at [MIPIM PropTech](#) (Le marché international des professionnels de l'immobilier), (French for "The International Market for Real Estate Professionals"). Sandy also mentioned Singapore's first [Proptech Hackathon](#) and the incredible disruptive technologies that will continue to promote innovation in CRE.



Howard Berger, Managing Partner & Program Director at [Realcomm](#) thanked all of the sponsors, presenters, Silverstein (our host), as well as Chuck Niswonger, the Chairman of the Investment Management Advisory Council, for developing this IM Forum's program and facilitating the event. Howard also announced that Realcomm 2018 will be held at [The Cosmopolitan of Las Vegas](#), on June 6 & 7 with pre-conference events on June 5th. We're also looking to host another IM Forum in late January / early February (location TBD). Send a note to Chuck Niswonger (chuck.niswonger@nicenets.com) if you would like to participate.