

SITE partners with LeaseEagle to give the Australasia market the best possible service and solution

SITE Property Limited (SITE) has become a market leader in the tenant services property area in NZ and specialises in eliminating property risks so that their clients, who include some of New Zealand's biggest retailers, can concentrate on their core business – free from complex property concerns.

To achieve this goal, SITE leverages powerful LeaseEagle property management software. The retail industry specific solution allows SITE to capture and share vital sales, lease and portfolio data with their customers, helping them clearly understand and better manage their occupancy costs. This unique offering gives SITE a strong advantage in the competitive property market – the company's recent sales turnover from combined property portfolios climbed to more than \$1.2 billion.



CLIENT

SITE

INDUSTRY

Property Services

CHALLENGES:

- Finding a property management solution partner with deep retail industry expertise
- Generating lease and property information reports that are accurate, easily accessible and meaningful to SITE's customers
- Timely 24x7 support to fix software issues quickly and advance notice about software updates to minimise potential business impact to SITE's business

BENEFITS:

- Seamless implementation and round the clock technical support results in zero down time for SITE
- Availability of accurate business intelligence drives insightful decision making for SITE customers
- LeaseEagle gives SITE access to unprecedented levels of accurate, up to the minute industry data



BACKGROUND

Over the past seven years, SITE Property Limited (SITE) has become a market leader in the tenant services property area in NZ, focused on delivering the best property results for their clients. SITE is a professional corporate services company. That is, they are Tenant advocates and look after all property related matters, in conjunction with their clients. They are contracted to advise, source, lease, manage, facilitate and divest the property portfolios for a number of national tenants throughout NZ. Their clients include Noel Leeming, Bond + Bond, Kathmandu, No1 Shoes, Warehouse Stationery, adidas, 3 Wise Men, Bendon, YooBee (apple), Sharing Shed and others. The company's mission is to

consistently deliver the best property solution, secure the best deals and deliver the best results for their clients.

"We work with a range of retailers from local boutiques to large national corporates and pride ourselves on the breadth and quality of our service. We specialise in eliminating property risks so that our clients, including some of the biggest retailers in the NZ, can rest easy about their property concerns and concentrate on their core business," said SITE Director, Mr. Braden Stanton.

This uncompromising approach to providing top-of-the-line service extends to the property management system that SITE offers its clients.

“Lease and property data is knowledge and key to our business, and when you’re providing property intelligence, that data needs to be impeccably accurate, easily accessible and meaningful. That’s why we partner with LeaseEagle.”

“Our client base is predominantly retailers and LeaseEagle is the ideal solution for retailers. We can capture sales and occupancy costs across multiple properties on a daily, weekly, yearly basis. It sounds simple but the capability is invaluable to us.”

Braden Stanton,
SITE Director



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POWERFUL PARTNERSHIP YIELDS STRONG RESULTS

SITE has been working in partnership with the LeaseEagle team since 2007. With more than 400 properties in their property management portfolio, finding a partner that understood their needs and the needs of their clients was essential to the SITE team.

“We needed software that would stand up to the task, yes. But equally important was finding a team behind our software solution that we could really work with. LeaseEagle has been that team for us,” said Mr. Stanton.

Despite having more than 400 stores worth of data, implementing the LeaseEagle solution went without a hitch and continues to impress with its capabilities.

DELIVERING A 360 DEGREE VIEW OF THE BUSINESS

“We package LeaseEagle into our service offering because it is a retail property management system built for retailers. SITE assists clients with lease audits, cost reduction, operational support, lease administration and negotiation, rent reviews, terminations, renewals, redevelopment, subleasing and licensing. LeaseEagle allows us to do this to the best of our ability because with just a press of a button, we can generate in-depth occupancy cost reports or even benchmark the leasing costs across towns and regions for our clients,” added Mr. Stanton.

And as the LeaseEagle software develops, any capabilities that are relevant to SITE’s business are communicated promptly.

“The support LeaseEagle provides is top notch. If at any time we need support, it’s there at the other end of the line. The software runs so smoothly that it’s rare we need to resolve a problem with the product, but I have every confidence in our partnership with the LeaseEagle team and their ability to solve any problem with aplomb.”

COMPELLING OFFER DRIVES BUSINESS GROWTH

The annual sales turnover from combined property portfolios for SITE has climbed to more than \$1.2 billion with a rent roll of \$75 million.

“LeaseEagle has strengthened our position in the market because our combined solutions are geared towards our clients more than any other in the industry,” added Mr. Stanton.

More than any other property management software solution, LeaseEagle is designed to gather the sales information of retailers and provides the ability to understand and manage occupancy costs in fine detail.

INDUSTRY EXPERTISE PROVIDES THE ADVANTAGE

Mr. Stanton concluded, “Our client base is predominantly retailers and LeaseEagle is the ideal solution for retailers. We can capture sales and occupancy costs across multiple properties on a daily, weekly, yearly basis. It sounds simple but the capability is invaluable to us. The fact that our property management solution has a retail focus for retail clients allows us to trump our competitors in the retail property arena. We could not be happier with our decision to partner with LeaseEagle.”

LeaseEagle

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