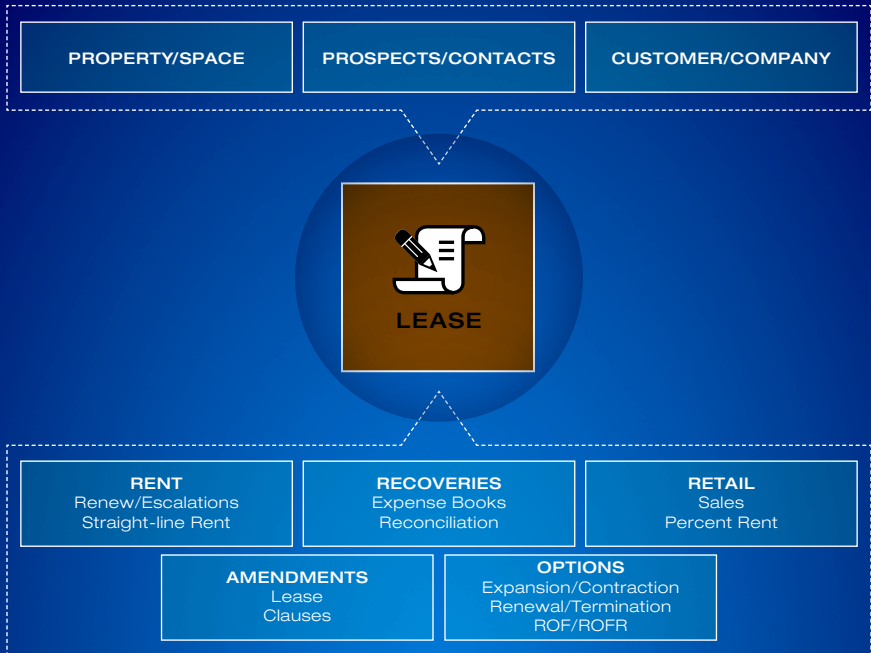


# YARDI VOYAGER™

Commercial Property Management Software



# Lease Management Architecture



## Key Features

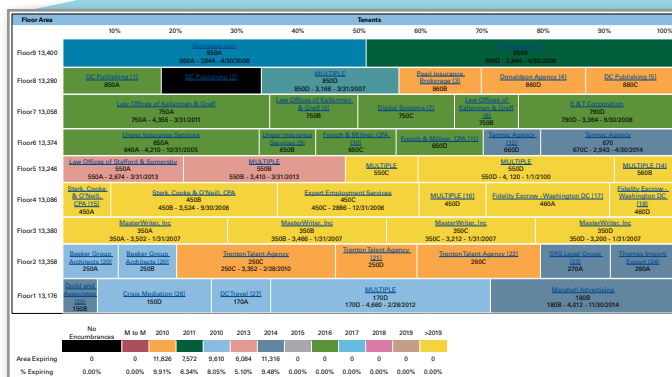
- Controlled administration of leases and amendments
- Lease Option management with encumbrance tracking
- Dynamic critical date management
- Track square footage at property, building, floor and space levels
- Simplified setup of complex expense recoveries
- Complete retail percentage rent calculations
- Easy straight-line rent adjustments for FAS 13
- Full drill-down to underlying lease documents
- Powerful, integrated accounting and leasing
- SAS70 compliance via **Yardi ASP**
- Supports multi-language and multi-currency

# YARDI VOYAGER™ for Commercial

Yardi Voyager for commercial property management provides the most comprehensive set of management and accounting tools for commercial real estate, all built into the fully integrated web-based Voyager platform. From small portfolios to the largest global enterprises, Yardi Voyager automates processes with role-based dashboards, workflows, critical date notifications and analytics, which will help you increase efficiency and improve decision making. The Voyager platform combines commercial property management and accounting with ownership, financials, budgets, forecasts, construction and maintenance for a holistic view of your portfolio.

## Commercial Dashboard

The commercial dashboard maximizes efficiency and transparency by allowing you to see property tasks and performance in a single user-friendly interface. Your property managers can track critical dates, pending lease workflow actions, work orders summaries, and access to key reports like stacking plans. All with the ability to drill-down to transaction level detail.



# Simplified Workflow

The leasing workflow simplifies administration of complex leases.

**Lease Summary**

Lease		Summary	
ID	t0000036	Property	coment01 - Bakery Square
Name	Rose Connection	Location	Houston, TX, 77046
DBA Name		Contracted Area	1,050,000.00
Customer	pc0001 - Philly Connection	GLA	1,050.00
Lease Type	retfc	Rent	208.33 /Mo 2,500.00 /Yr
Status	Current	Rent/Contr. Area	0.20 /Mo 2.38 /Yr
NAICS	722110 - Restaurants - Full Service	Lease Term	05/03/2004 08/31/2014

Type	Status	From	To / Inactive	Term	Description	Unit(s)	View/Edit
Original Lease	Activated	05/03/2004	08/31/2010	124	Rose Connection		
Remeasure	Ready	05/03/2009	08/31/2010	64	Remeasure	UNIT-8	
Renewal	Activated	09/01/2010	08/31/2012	24	Early Renewal Accepted	UNIT-8	
Expansion	Activated	01/01/2011	08/31/2014	44	Adding adjoining space	TUNIT-12	

# Complex Calculations

Advanced retail features for complex overage calculations, forecasting and sales entry through the tenant portal.

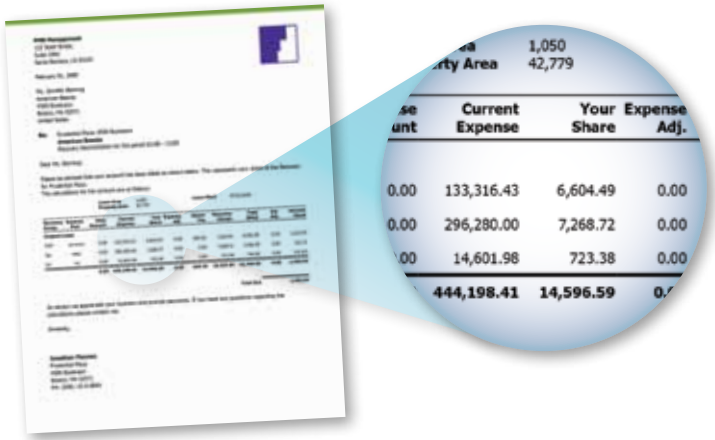
**Overage Breakpoints**

All amounts of type Type: Flat Amount

Sales From	Sales To	Percentage
0.00	500,000.00	0.0000
500,000.01	900,000.00	5.0000
900,000.01	1,300,000.0000	6.0000
1,300,000.01	2,000,000.0000	70.0000

## Lease Administration

The Yardi lease administration system forms the backbone of the commercial billing process, which accommodates indexation, complex recoveries, retail overages, non-currency leases, and much more. The **Yardi Voyager** automated leasing workflow allows lease administrators to set up the terms of the most complicated industrial, office, and retail leases and amendments, while reviewers can compare the abstract to the actual legal documentation before activation. All lease modifications such as expansion, contraction, relocation, holdover or renewals are stored with the lease details for easy drill-down and historical reference. Leases can be organized by customer making the billing and analysis of multiple leases for national tenants simple.



The image shows a document with a circular callout highlighting a table of financial data. The table has the following structure:

Lease Unit	Current Expense	Your Expense Share	Expense Adj.
0.00	133,316.43	6,604.49	0.00
0.00	296,280.00	7,268.72	0.00
0.00	14,601.98	723.38	0.00
<b>444,198.41</b>	<b>14,596.59</b>	<b>0.00</b>	

## Advanced Retail

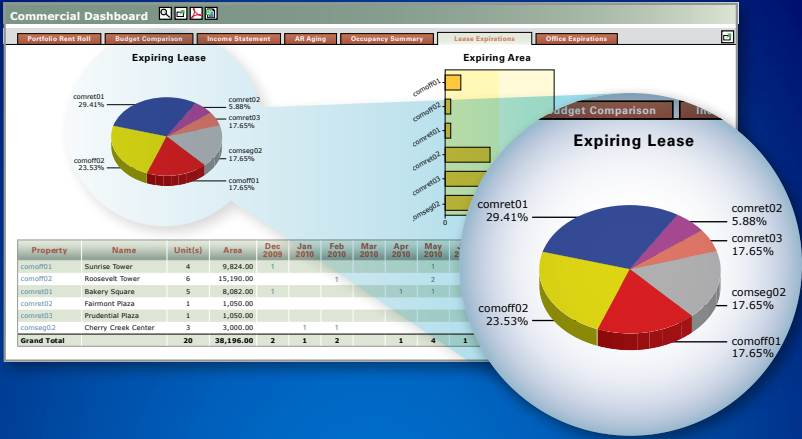
**Yardi Voyager** makes it simple to track sales and charge percentage rents. The tenants retail parameters allow you to easily define Sales Types, Reporting and Billing Frequencies and Breakpoints, including an automatic calculation of Natural Breakpoints. The Overage function automatically calculates and creates your percentage rent charges. Retail Analytics provide up to the minute reporting on Sales, comparing MTD, YTD, Moving Annual Total (MAT) and calculates the tenants Occupancy Costs.

## Streamlined Recoveries

**Yardi Voyager** automates the recoveries process. You can configure the varying numerators and denominators, base years, caps, gross-ups, management fees for the terms defined in the lease. And since the calculations differ for each tenant, **Voyager** will eliminate the daunting job of reconciling all variables and compiling an accurate accounting of what your tenants owe. The billing results are invoiced to your tenant in an easy to understand format that will help to reduce tenant billing disputes and increase cash flow.

# Portfolio Reporting

Analyze your portfolio performance by property or utilize user-defined property attributes for consolidated views.



## Property Analysis

Dig deep into property performance – drill down from portfolio reports to view source transactions

**Portfolio Reports**

Property: afflusa\*cnof01 | Client: | Recoverability: | PDF |  
 Book: | Accrual: | Country: | Schedule: | Excel |  
 Account Tree: ysi\_ie | District Manager: | Fund Objective: | Display |  
 Account Node: 41100000\*4100 | Industrial: |  
 Period: 01/2008 to 01/2008 | Grid  Graph  Decimals  Detail  Suppress Zero   
 Report Type: Budget Comparison  
 Summary By: Country

	PTD Actual	PTD Budget	Variance	% Var	YTD Actual	YTD Budget	Variance	% Var
<b>Canada</b>								
Airport Plaza (cnof01)	60,396	212,512	152,116	-71%	272,908	60,396	212,512	352%
Dotz Mall (cnret01)	76,039	176,889	100,850	-57%	1,068,446	76,039	992,407	1,305%
<b>Total Canada</b>	<b>136,435</b>	<b>389,401</b>	<b>252,966</b>	<b>-65%</b>	<b>1,341,354</b>	<b>136,435</b>	<b>1,204,919</b>	<b>883%</b>
<b>US</b>								
Central Business park (comind01)	174,388	203,993	-29,606	-15%	174,388	203,993	-29,606	-15%
Central Storage (comind02)	163,366	169,627	-6,261	-4%	163,366	169,627	-6,261	-4%
Sunrise Tower (comoff01)	533,257	303,543	229,714	76%	533,257	303,543	229,714	76%
Roosevelt Tower (comoff02)	546,855	0	546,855	N/A	546,855	0	546,855	N/A
Bakery Square (comoff01)								
Fairmont (comoff01)								
Prudential (comoff01)								
Cherry Cr (comoff01)								
<b>Total US</b>	<b>1,177,846</b>	<b>677,163</b>	<b>500,683</b>	<b>74%</b>	<b>1,177,846</b>	<b>677,163</b>	<b>500,683</b>	<b>74%</b>
<b>Grand Total</b>	<b>1,313,281</b>	<b>1,066,564</b>	<b>246,717</b>	<b>23%</b>	<b>2,519,198</b>	<b>1,066,564</b>	<b>1,452,634</b>	<b>136%</b>

**Charge**

Property: comind02 | Central Storage | Ctrl 69699 | Batch 1171 | Status: Fully Paid by Ctrl # 33137 Posted 01/2008  
 Unit: 8000 |  
 Tenant: 10001195 | General Tire Center (Current) | Reference: | Post | Category: 0  
 Charge Code: rentind | Rent - Industrial | Recoverability: | Schedule: |  
 Amount: 8,500.00 |  
 Tax: None |  
 Account: 4330.0000 | Rent - Industrial |  
 AR Account: 1310.0000 | Receivable - Tenants |  
 Charge Date: 01/01/2008 |  
 Post Month: 01/2008 |  
 Hold:  | Notes: Rent - Industrial (01/2008) |  
 Help

Created 11/18/2009 at 14:46

Amount	Date	Check #	Notes	Rec'd
8,500.00	01/18/2009	23456		33137

## Yardi Analytics

Designed to meet the needs of managers who want to analyze information in a fast and flexible way, **Yardi Analytics** is a new breed of reporting tools that enable real-time key performance indicators. Analytics are built to facilitate drilldown to source transactions, and flexible enough to *slice and dice* property data by attribute like portfolio, region, period, and currency.

- ↳ Analyze by attribute, entity, GL book, segment, period
- ↳ Drilldown from summary to source transaction
- ↳ Publish to PDF or Excel
- ↳ Email report packages automatically
- ↳ Create your own KPIs with custom analytics
- ↳ Optimized for fast results

## Commercial Analytics

**Yardi Analytics** includes comprehensive commercial property and portfolio reporting. From owner reports to internal exception and management reporting, the suite of commercial analytics is geared toward increasing the performance of individual and consolidated properties and toward identifying outliers in a large portfolio. Commercial analytics provide real-time key performance indicators for lease management, recovery reconciliation, performance statistics and many more, including:

- ↳ Rent Roll and Vacancy
- ↳ Lease Abstracts
- ↳ Occupancy Summary
- ↳ Expense Recovery and Reconciliation
- ↳ Projections for current and future lease expirations
- ↳ Custom commercial reports using custom analytics

## Financial Analytics

**Yardi Analytics** also provides comprehensive financial reporting and key performance indicators. The financial analytics engine leverages the **Voyager** accounting platform by drawing directly from the operating general ledger transactions. Create instant comparisons and analyses, and compile your monthly, quarterly and yearly financial report packages in real-time. *Slice and dice* your income statement by user defined property attributes, view your balance sheet by country and currency, or even publish financial reports to an investor portal with the click of a button.

- ↳ Supports IFRS, GAAP, and international accounting needs
- ↳ Used by publicly traded companies around the world
- ↳ Automated delivery with **Yardi Correspondence Management**
- ↳ Compatible with **Yardi Executive Dashboard**
- ↳ Speed of reporting optimized by Yardi Datamarts
- ↳ Custom financial reports using custom analytics

# Powerful Communication Tools

Communicating with your tenants has never been easier. Create and email high-quality documents to your tenants with the push of a button.



Invoices • Statements • Letters • Investor Reports

**MERGE** property data with MS Word documents & PDFs



Publish Online



Email Attachments



Print & Mail

**PUBLISH** to portal site, bulk email, or print & mail

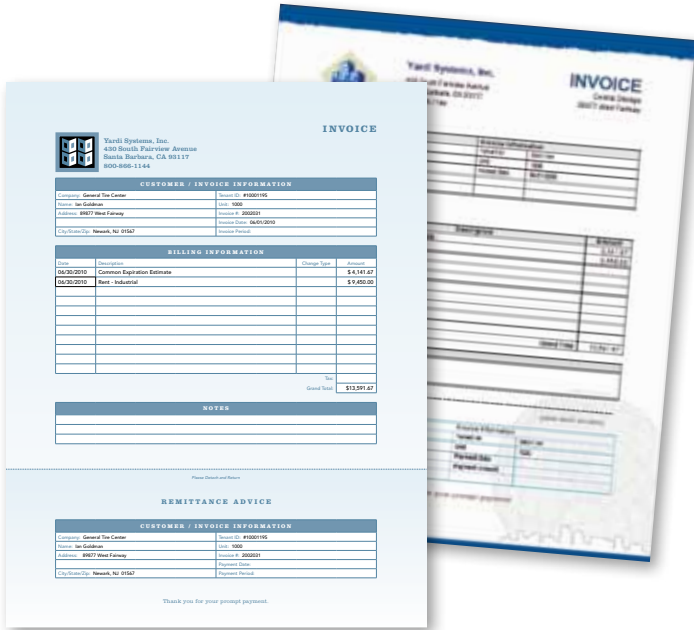


Owners • Tenants • Vendors

**CORRESPONDENCE** received by owners, tenants, & vendors

# Correspondence Management

Yardi Correspondence Management will redefine how you process documents. It allows you to create customized invoices or statements, collection letters, or prospect letter of intent, as well as owner or investor reporting packages. Templates merge with lease data, reports and graphs, and the generated documents can be automatically emailed, printed or saved as PDFs.



# Critical Dates & Notifications

Critical dates, tasks and notifications are an intricate part of the **Voyager** lease management system. Critical dates and tasks are integrated into the user's dashboard, so that important deadlines are never missed. You can automate tasks or email notifications based critical dates you define such as:

- ↳ Lease Expirations
- ↳ Option Notices
- ↳ Tenant Insurance Expiration

In addition, you can use tasks and email notifications to perform valuable internal audit functions. They deliver daily, weekly, or monthly notifications of such items as:

- ↳ Outstanding AR older than 30, 60 or 90 days
- ↳ Financial periods not closed
- ↳ Batches left unposted
- ↳ Whether your NOI is within the acceptable standard

# Integrated Solutions

**Debt Information**

Property: comoff Client: Report Type: Rent Roll

Building: Country: From Date: 03/31/2010

Change Code: District Manager: Period: Monthly

Summarize By: Property

Display PDF Excel

Property	Units	Lease	Lease Type	Area	Lease From	Lease To	Rent
<b>comoff02 - Roosevelt Tower, Washington</b>							
<b>Current Leases</b>							
comoff02	1700	Eastern Erect Company	Office - Net	4,660.00	10/01/2009	03/31/2010	18,500.00
comoff02	350A, 350B, 350C, 350D	Master Writer, Inc	Office - Net	13,380.00	02/01/2010	03/31/2011	636,754.00
comoff02	450C	Expert Employment Services	Office - Net	2,755.00	03/31/2011	10/01/2011	9,812.40
comoff02	550A, 550B	Law Office of Stafford & Somersby	Office - Net	6,090.00	03/31/2011	10/01/2011	241,277.50
comoff02	550D	Williams Engineering	Office - Net	4,120.00	03/31/2010	12/31/2010	16,686.00
comoff02	650C, 650D	French & Wilner, CPA	Office - Net	3,672.00	03/31/2003	10/31/2011	13,973.60
comoff02	750C	Digital Systems	Office - Net	2,122.00	02/01/2003	03/31/2011	9,869.96
comoff02	790D	E & T Corporation	Office - Net	3,364.00	10/01/2002	09/30/2010	13,186.68
comoff02	850A, 850B, 850C	DC Publishin	Office - Net	6,094.00	04/01/2004	03/31/2012	24,680.70
comoff02	860B	Pearl Insurance Group	Office - Net	2,268.00	06/01/2006	05/31/2010	6,920.40
comoff02	860D	Design Agency	Office - Net	2,268.00	06/01/2003	05/31/2010	84.00
comoff02	150B	VACANT		680.00			0.00
comoff02	150D	VACANT		2,466.00			0.00
comoff02	176A	VACANT		1,432.00			0.00
comoff02	180B	VACANT		4,012.00			0.00
comoff02	250A	VACANT		1,214.00			0.00

**Commercial Dashboard** Powered By YARDI

**Attributes:** Location: New York, Los Angeles, Denver, Dallas; Property; Region

**Commercial Charts:**

- Net Operating Income (2009):** Line chart showing Income in Millions vs Months (Jan-Dec). Legend: Budget (blue), Problems (orange), Actual (green).
- Lease Area Expiring (Aug-2009):** Line chart showing Square Feet Area vs Next Four Months (Today, Aug, Sep, Oct, Nov).
- Accounts Receivable Aging (Aug-2009):** Bar chart showing Amount vs Last Three Months (May, June, July).

**Statistics:**

- Occupancy:** Gauge showing 78.32%
- NOI Budget Variance:** Gauge showing 2.3
- Lease To Value:** Gauge showing \$0.00 to \$1,000

**SharePoint Library**

SharePoint Library > DocLib > Property Documents > Central Business Park (comoff01) > Appraisal Documents > Version History

**Versions saved for Appraisal Document.docx**

All versions of this document are listed below with the raw value of any changed properties.

Ver	Modified	Modified By	Size	Permissions
5.0	6/2/2010 1:08 PM	shamp@vardi.com	14.0 KB	Full Control
4.0	6/2/2010 1:07 PM	shamp@vardi.com	14.0 KB	Full Control
3.0	6/2/2010 1:06 PM	shamp@vardi.com	14.0 KB	Full Control
2.0	6/2/2010 1:05 PM	shamp@vardi.com	14.0 KB	Version 1, revision to clause #1231
1.0	6/2/2010 1:03 PM	shamp@vardi.com	14.0 KB	Appraisal document

## YARDI CRM™

**Yardi CRM** (Customer Relationship Management) enables you to track and monitor the lease negotiation process and is fully integrated with **Yardi Voyager**™. You can track opportunities, activities, and proposals. The automated workflows move the deal through your organization to ensure proper communication, notification, and approvals are obtained in a timely manner. **Yardi CRM** ensures you are meeting your revenue objectives by comparing the value of the deal to the budgeted amount. Because **Yardi CRM** is fully integrated with commercial management, when the lease is executed it automatically becomes an active lease eliminating the need to enter it manually.

## YARDI Insight™

**Yardi Insight** is an advanced enterprise dashboarding and reporting solution for financial and operational intelligence enabling drag-and-drop reporting, graphs, and charts that reflect real-time business metrics and goal tracking from multiple databases or warehouses. With a library of pre-packaged and customizable key performance indicator (KPI) reports, you can produce timely, accurate, boardroom-quality representations of your entire portfolio.

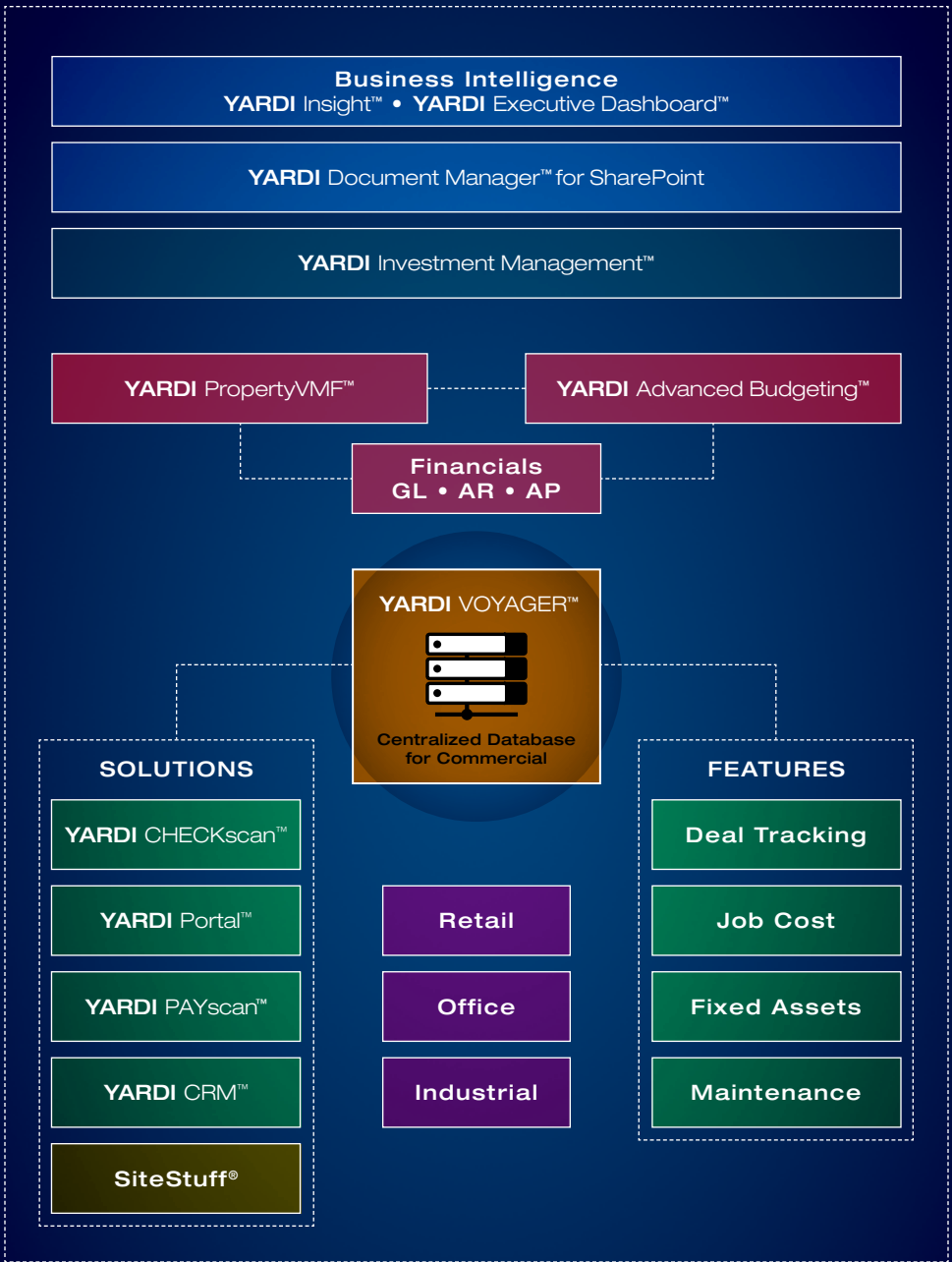
## YARDI Document Manager™

**Yardi Document Manager**™ for SharePoint® is a document management solution providing centralized access, sharing and versions control for your important documents. With the integration of **Yardi Voyager**, **Yardi Portal**™, and Microsoft® SharePoint, this solution improves productivity by providing secure online access to documents for both internal and external parties.



# YARDI Commercial Suite™

Yardi Commercial Suite offers a single platform with convergent products to meet your needs business-wide.



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