

# Building Engines Checklist



## Key Decision Criteria

### Evaluating Property & Tenant Management Systems

- Commitment and Financial Stability:** Is this the service provider's sole business? Are they distracted by other initiatives or another primary line of business?
- Reputation for Execution:** What do the company's customers say about support levels, pro-active communication, and connection to the needs of their business?
- Technology Leadership:** Where is there evidence of application evolvment, product vision, and a demonstrated ability to meet the unique operating practice requirements of their customers?
- Visions & Values:** Do they demonstrate compatibility with your business vision, including visibility into tenant services, risk, property & equipment assets, and information for data-driven decisions?
- Programs, Process & Support:** Which company has the infrastructure to optimize the full capabilities of the system and process and help you get the most out of your investment?
- Implementation & Deployment Plan:** Who off-loads the data and application setup so your staff stays focused on their jobs? Who has a detailed plan to make you quickly successful, and to optimize your use and results over time?
- Business Outcome Focus:** Do they provide the insights information and services to not only help you operate more efficiently but also achieve a competitive advantage?



### **Score Card:** Count your checks.

**Less than 5** signify a misaligned partnership. To discuss how a partnership might work towards your property & tenant management goals, request a conversation with one of our consultants!

**(866)301-5300**