

**NAIOP**

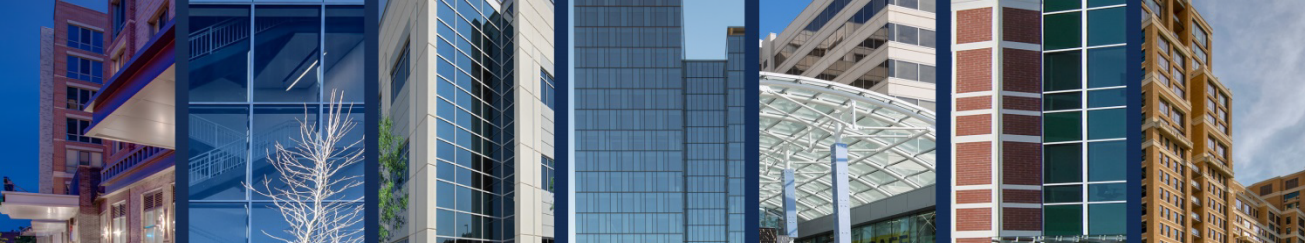
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER

# NAIOP Northern Virginia

## PropTech 4.0

*Disruption and Advances in the  
Real Estate Technology Marketplace*



**NAIOP**

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER

**Susan Lilly Gerock**

*Washington REIT*

# PropTech 4.0 – How did we get here?

Phase 1.0  
1985 - 1995

- ERP Systems, CoStar, and Argus DCF
- Building Automation
- Client/Server Technologies

Phase 2.0  
1995 - 2006

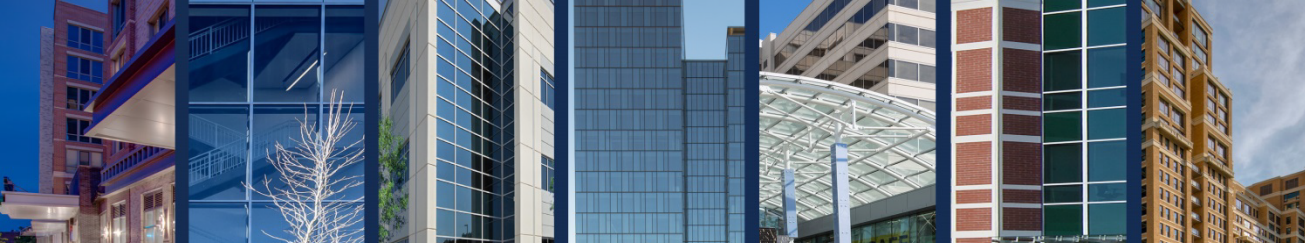
- Company and Property websites
- Email
- Mobile in the form of Blackberry (1999)

Phase 3.0  
2006 - 2016

- Cloud technologies (and Cyber threats)
- Mobile/Social explodes (iPhone released 2007)
- Internet of Things (IoT)

Phase 4.0  
2016 - Future

- Analytics
- Artificial Intelligence/Machine Learning
- 3D Printing



**NAIOP**

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER

**Shane McLaughlin**

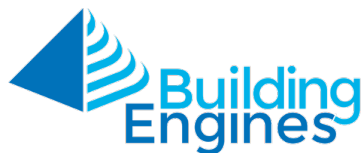
*Beacon Capital*

# TECHNOLOGY AT BEACON

Shane McLaughlin, Asset Manager



## OPERATIONAL IMPROVEMENTS

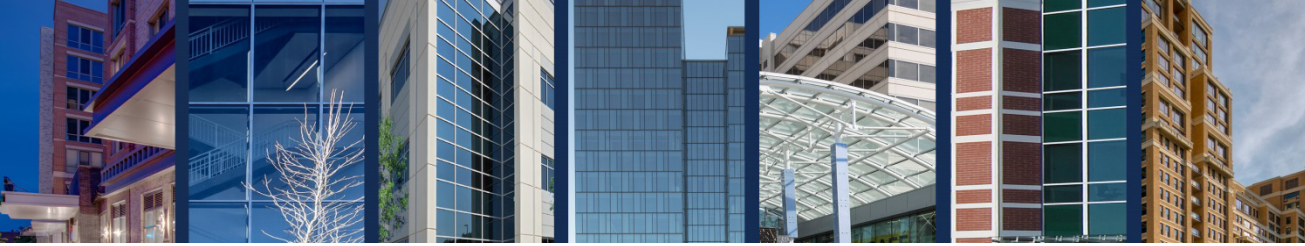


## CORPORATE EFFICIENCY



## TENANT MARKETING





**NAIOP**

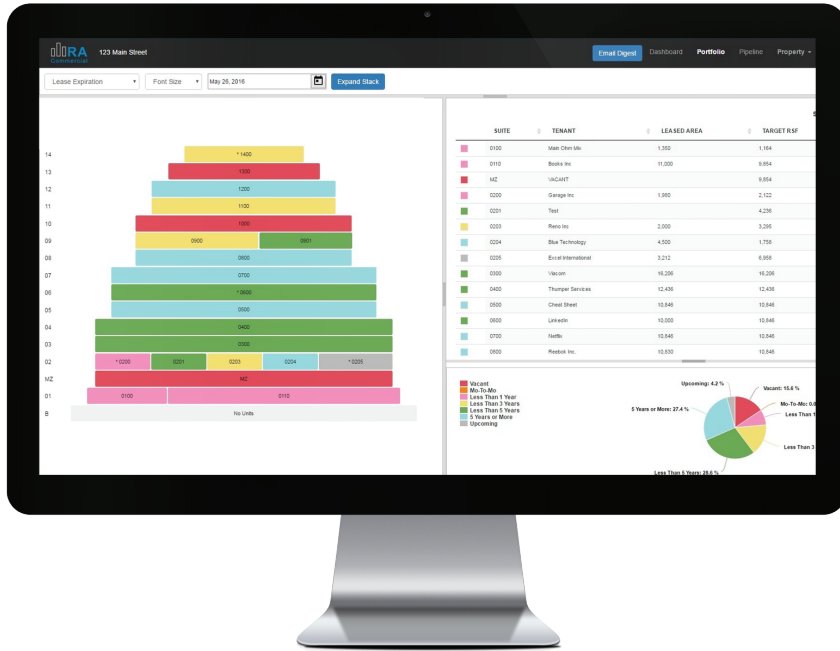
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER

**Scott Finberg**

*Real Data Management, Inc.*

# BUYING. SELLING. LEASING. MANAGING.



RealAccess  
Portfolio Software

Interactive floor plans

Building Measurement  
and Compliance

Fire Protection and  
Evacuation Plans

BOMA & REBNY  
Calculations

MRI & YARDI  
Integrations

## SOFTWARE AND SOLUTIONS FOR THE COMMERCIAL REAL ESTATE INDUSTRY.

Whether you are a broker, investor, landlord, asset or property manager – RDM can give you access to your portfolio data in one easy to use dashboard.

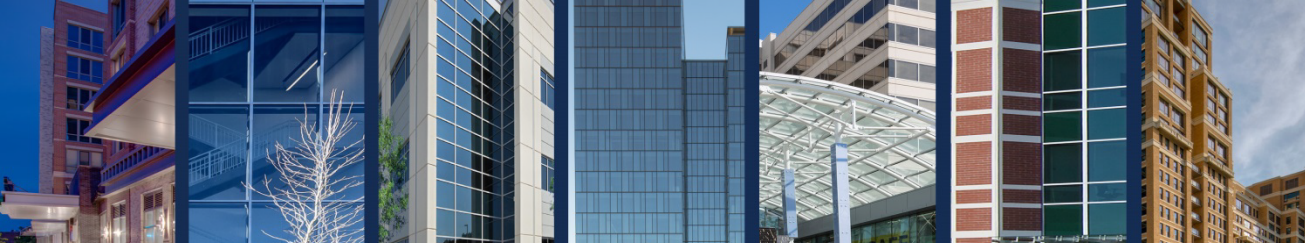
RDM also provides solutions to:

- Verify BOMA calculations
- Develop fire protection and evacuation plans
- Create accurate and updated CAD floorplans

To learn more please contact  
**Scott Finberg**  
sfinberg@rdm1.com | 202.524.4858



rdm1.com



**NAIOP**

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER

**Joe Hirl**

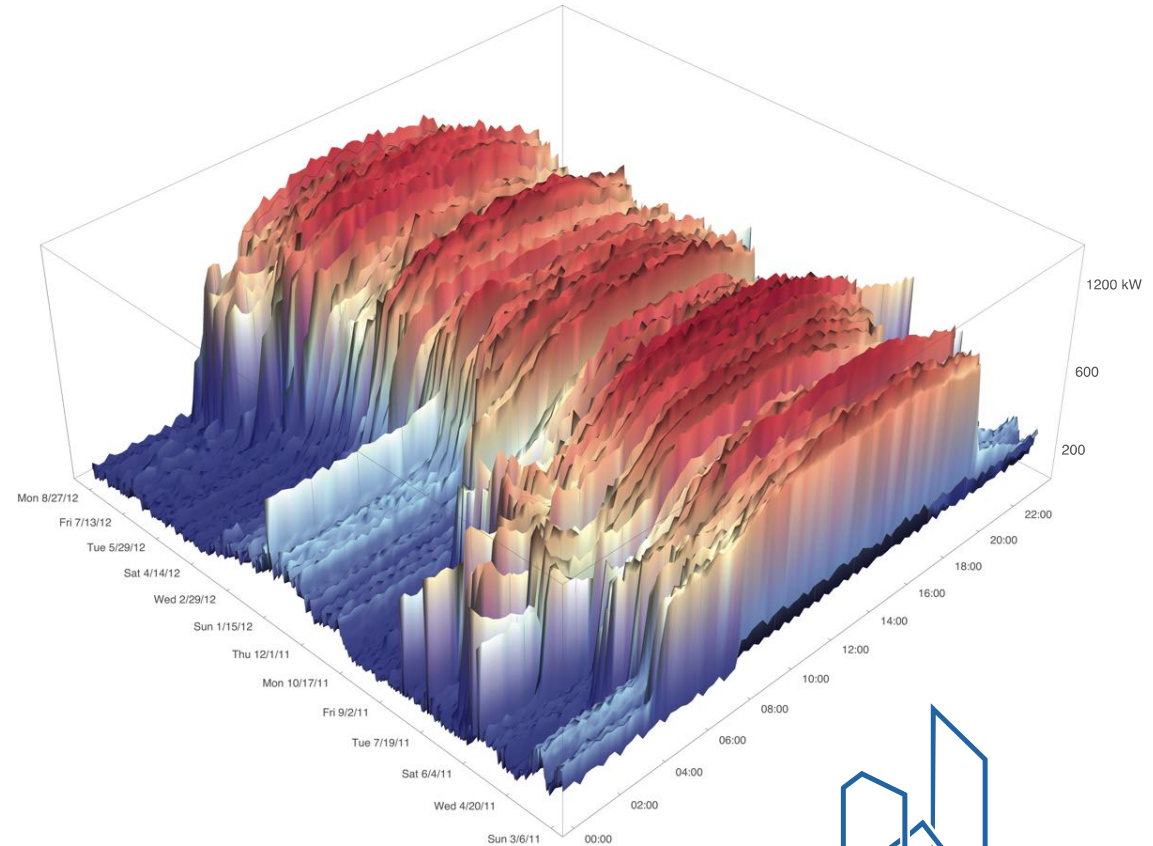
*Agilis Energy*

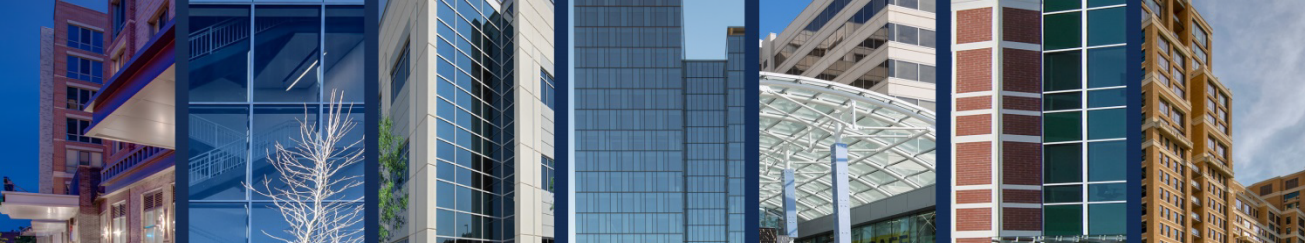


# We make buildings more efficient.

## Identify and realize energy savings with Agilis Energy.

- **Save 10-25% annually with no capital**
- Patented technology
- Used at 1000s of locations globally
- No hardware to install
- Instant insight
- Collaborative process





**NAIOP**

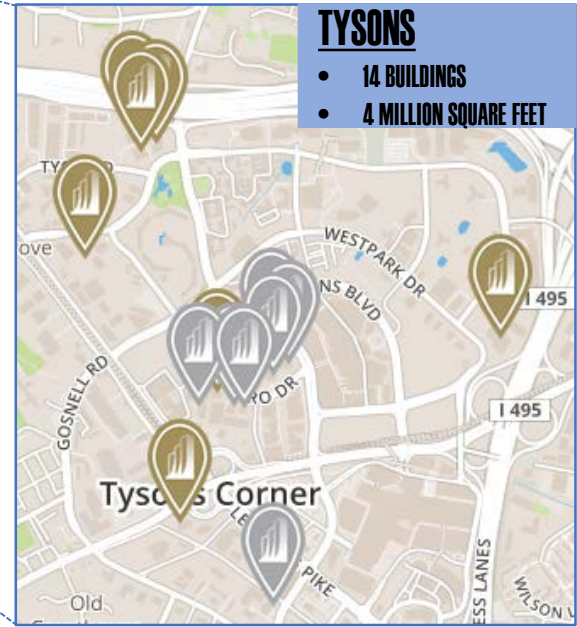
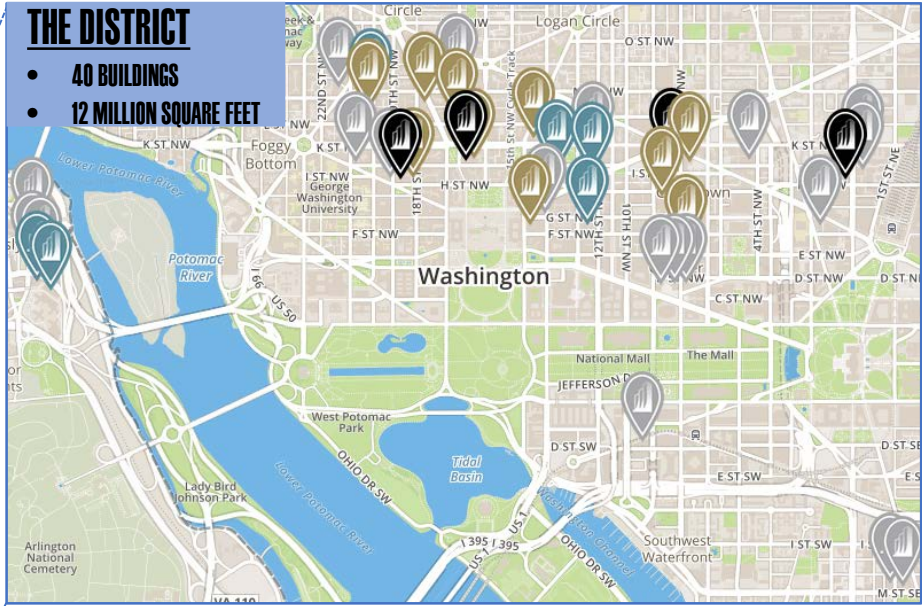
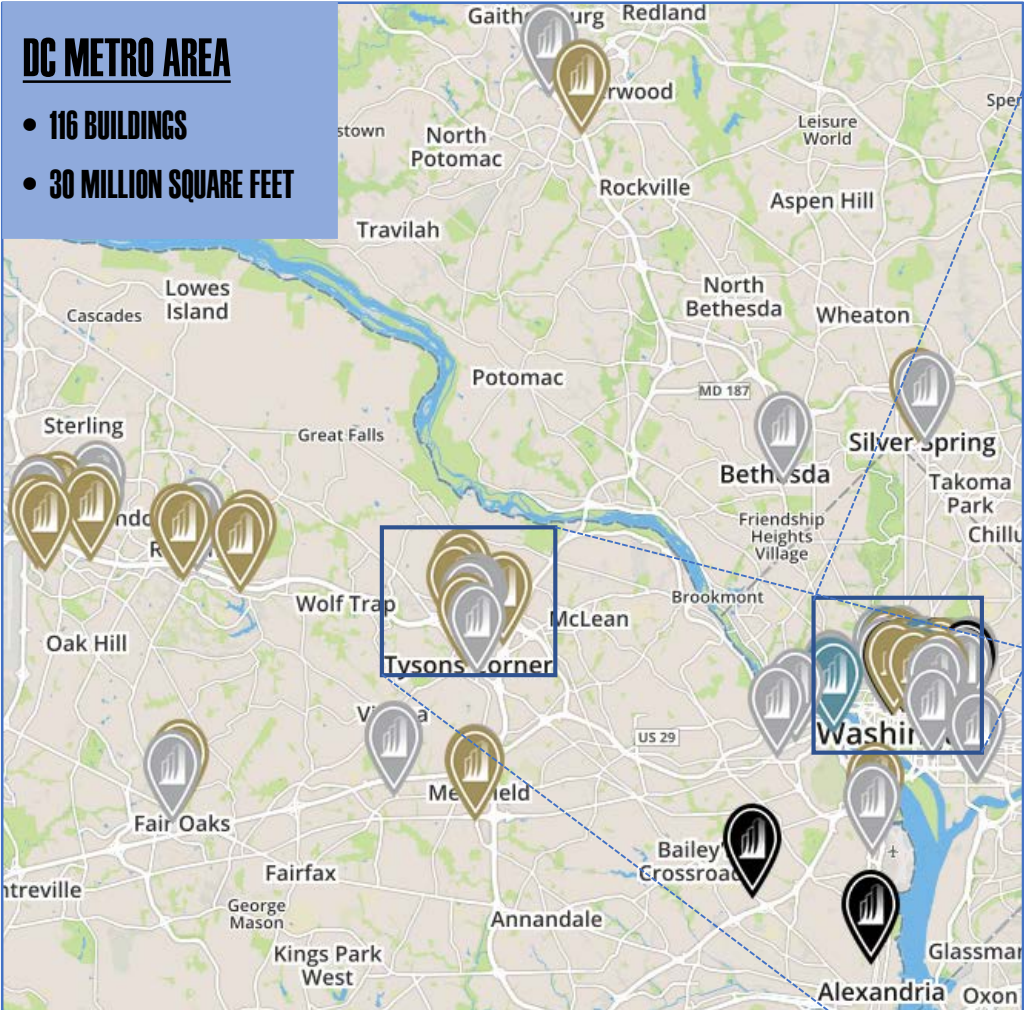
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER

# Phil Kanfer

## *WiredScore*

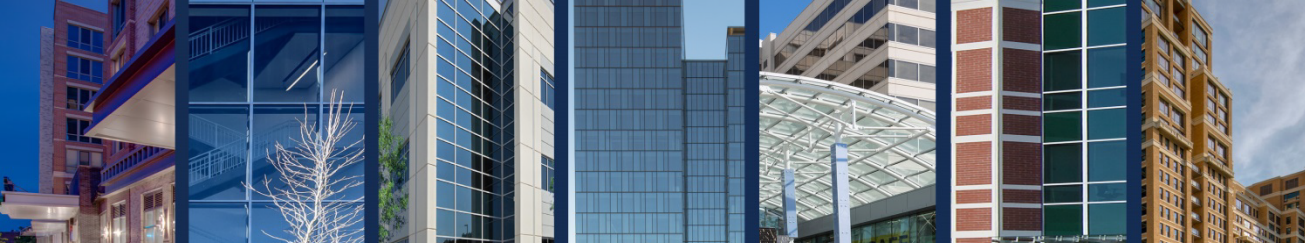
# WIRED CERTIFICATION IN GREATER WASHINGTON DC



- VIRGINIA & MARYLAND CITIES WITH CERTIFIED BUILDINGS**
- ALEXANDRIA
  - ARLINGTON
  - FAIRFAX
  - HERNDON
  - MCGLENN
  - RESTON
  - TYSONS
  - VIENNA
  - BETHESDA
  - GAITHERSBURG
  - ROCKVILLE
  - SILVER SPRING



**FOR MORE INFO CONTACT:**  
 Phil Kanfer  
 National Director of Business Development  
 phil@wiredscore.com  
 646-869-6016



**NAIOP**

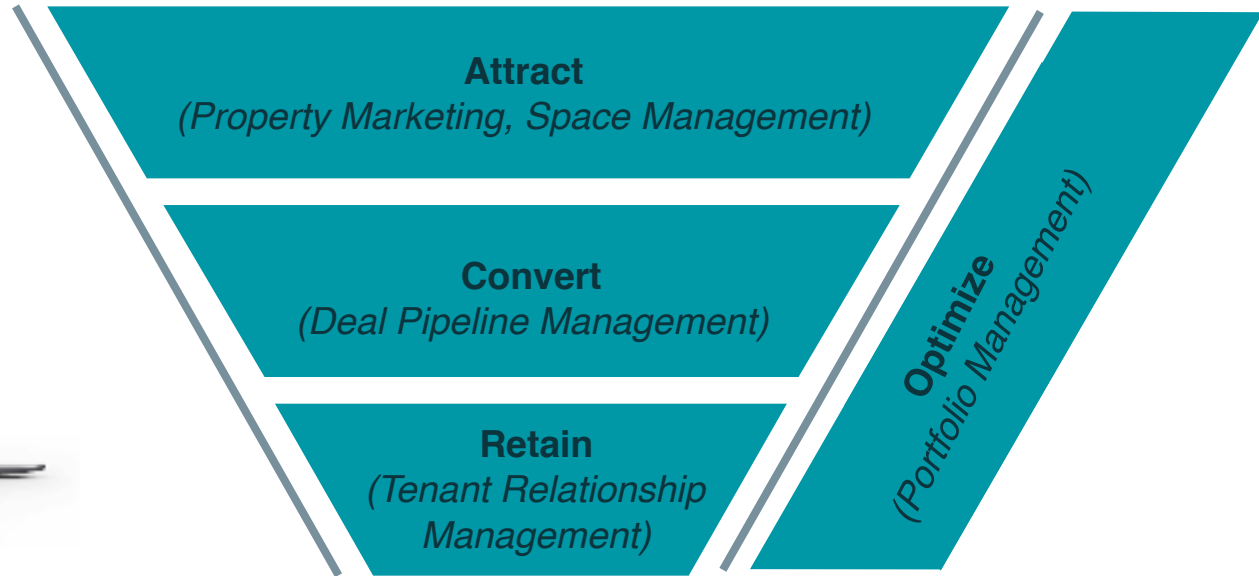
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

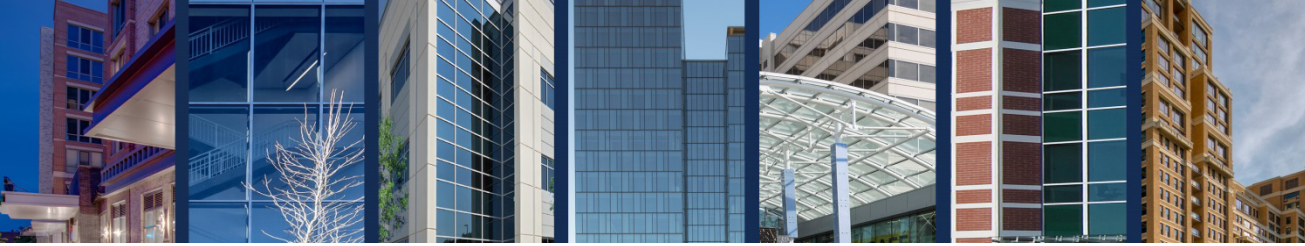
NORTHERN VIRGINIA CHAPTER

**Patrick Kehoe**

*VTS, Inc.*

# VTS Overview





**NAIOP**

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER

# **Alex Shepley**

*Honest Buildings*



HONEST BUILDINGS

Data-driven project management + procurement.

Brookfield

MRP | REALTY



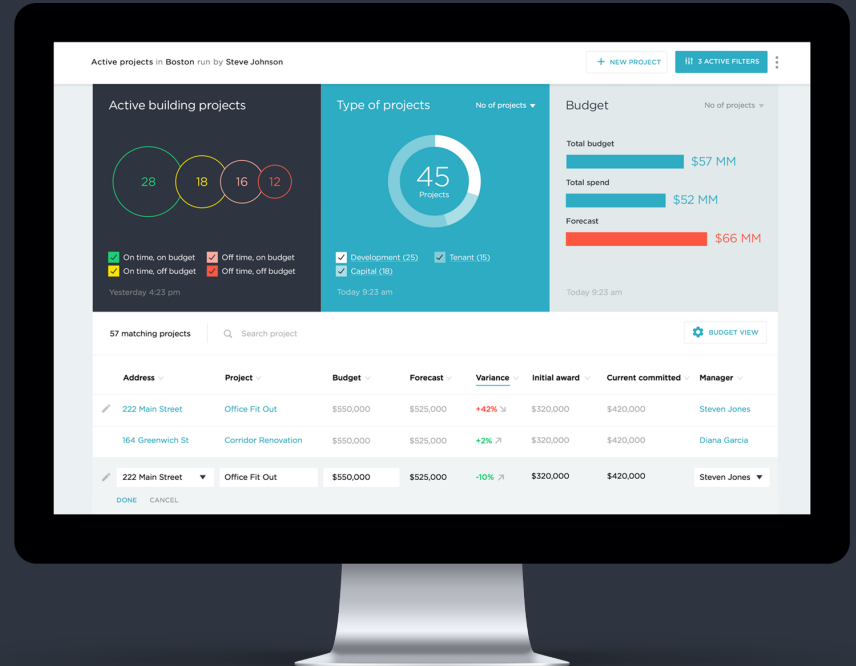
WASHINGTON\*REIT

VORNADO  
REALTY TRUST

We are an industry-specific solution built for and with CRE owners, operators and managers.

Unlock asset value, keeping capital and construction projects on time and on budget with:

- A central system of record
- Organized data for fast decision making
- Digitizing bid management
- Standardizing reporting
- Increased collaboration for asset managers, property managers, project managers, accounting



HONESTBUILDINGS.COM

# NAIOP

---

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

---

NORTHERN VIRGINIA CHAPTER