

Management Consulting | Operational Innovation

Optimizing Operations for Greater Profit Margins

RealFoundations' Operational Innovation service professionals work with you to understand your business model and everyday business activities, from development/acquisition to disposition. Our Operational Innovation services are designed to improve and optimize your operations in ways that are unique and appropriate to your business. Leveraging our years of experience studying the operations of hundreds of real estate companies, RealFoundations identifies innovations that can improve your daily operations to maximize profit margins.

Components

Our Operational Innovation service comprises the following components:

- **Diagnostic Assessment:** A diagnostic assessment takes a critical look at the operations of your business and aims at identifying or diagnosing how your operations can be modified to better support your business strategy. During our diagnostic assessment we review your operations, interview key individuals to understand your strategy and future business plans, and conduct several group interviews or work sessions to understand daily operations. We then measure our findings against our experience with similar and best-in-class organizations, and recommend methods for optimizing your operations.
- **Capability Enhancement:** Our Capability Enhancement service aims to address the following questions: Are the requirements of the business articulated? Can the needs not currently being met be identified? Are the process and productivity measures of the work understood? Are the required capabilities necessary to drive the execution of the strategic plan known? Is the human capital necessary to execute the work in place? Are there regional or localization differences and are they appropriate? What is the best method to build and develop the right set of capabilities to meet emerging business needs?
- **Procurement and Spend Optimization:** Historically, procurement has been a decentralized function in real estate, with operators, developers and contractors driving purchase decisions, managing supplier relationships and overseeing contract management. Consequently, many real estate companies do not recognize and achieve the benefits of volume leveraging, spend visibility and spend optimization. RealFoundations offers a targeted solution for Procurement that leverages our extensive industry experience to address the needs of all real estate sectors, helping you transform spend management, achieve superior operational efficiencies; and realize continuous cost savings.
- **Capital Project Management:** Capital projects involve significant dollars and risk—a combination that makes it essential to have a proven methodology for managing such projects. RealFoundations helps set up processes, policies, procedures and systems to understand and manage risk every step of the way, ensuring that you don't spend more than necessary and that projects are completed on time and on budget.
- **Revenue Enhancement:** Enhancing real estate operating income can be a complicated endeavor, with significant potential for leaking and losing revenue. The two goals of a Revenue Enhancement engagement are ensuring that these leaks are plugged and converting lost revenue to actual dollars. The service encompasses a range of activities, including finding simple mistakes and developing processes to eliminate them in the future; ensuring billing accuracy; and translating lease or contract terms—all resulting in the capture of revenue to which you're contractually entitled.

Making Real Estate Run Better

To learn more about our Operational Innovation service or putting RealFoundations' global real estate focus and experience to work for your organization, visit www.realfoundations.net or contact us at info@realfoundations.net

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Benefits

RealFoundations' Operational Innovation service improves operational efficiencies, maximizes profits and provides ongoing cost savings. Further, we reduce the risk inherent in capital projects, and we design processes and procedures for converting lost revenue to hard dollars.

With a rich and proven history of identifying operational innovations for hundreds of real estate companies around the globe, RealFoundations has a unique perspective on how to optimize your daily operations in the context of your business strategy.