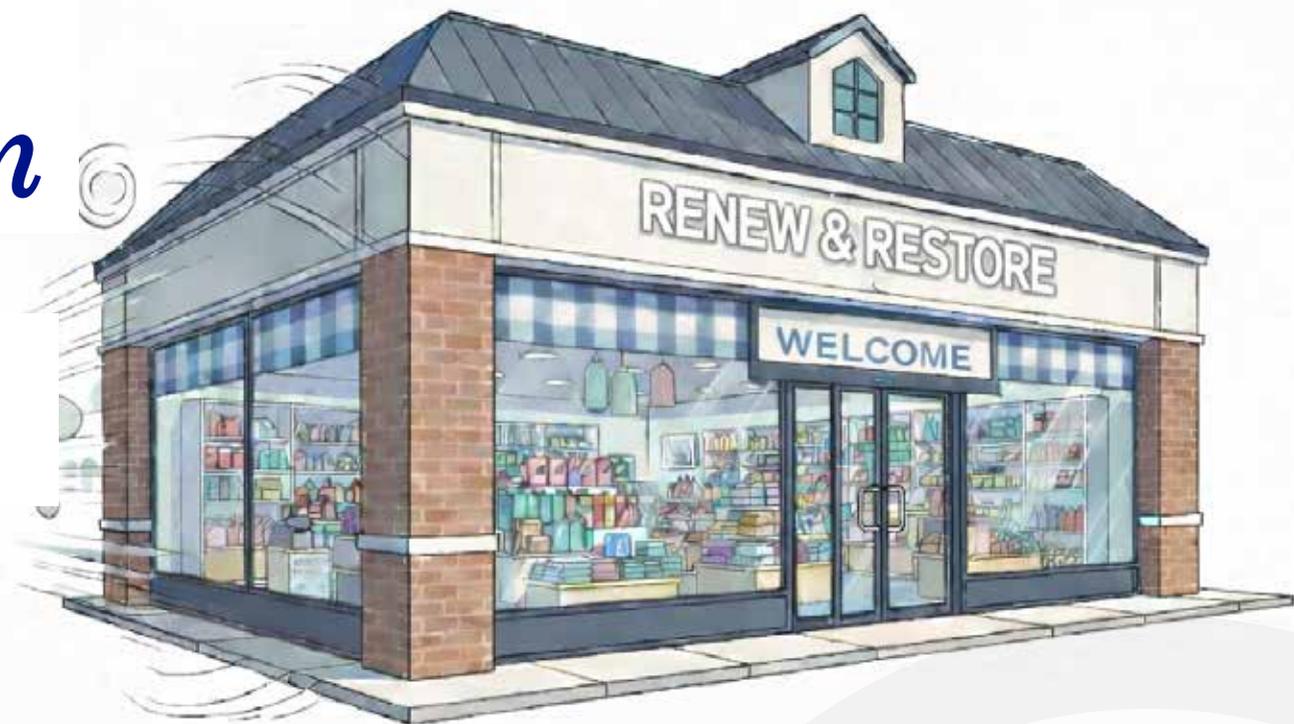


CASE STUDY

GLOBAL SPECIALTY RETAILER

When Legacy Systems Collapse
Speed and Trust Win

2,000+ Leases Migrated in Six Months
with Zero Escalations



THE CHALLENGE

After separating from their previous lease management team, our client was **stuck with a legacy on-prem real estate system** that was no longer supported, with no clear migration plan.

An **attempted transition to the new real estate platform proved costly and ineffective**, leaving the retailer without a functional solution and a ticking contract expiration clock.

Our client used the legacy system to manage **all aspects of its Real Estate Lifecycle**, including strategy; store planning and construction; deal-making; and lease management/accounting.

A Global Specialty Retailer engaged ASG to migrate real estate processes and historical data to a new platform – while re-engineering workflows in parallel.

OUTCOMES

2,000+ Leases Abstracted in 6 Months

ASG migrated more than 2,000 leases with over 10,000 documents onto the ASGEdge platform, our cloud-based real estate lifecycle management platform, all within six months, including abstraction, validation, cleanup, and system configuration.

Stability and Redundancy

The retailer now operates on the ASGEdge platform, our fully cloud based system, with automated backups and geographic redundancy, avoiding the single-point-of-failure risks of their legacy platform.

2,000+ Leases
ABSTRACTED IN
6 MONTHS



Reduced Overhead and Manual Work

Redundant processes and offline tools (Excel tracking, manual P&Ls, iPad data uploads) were replaced with automated systems, reducing manual process by 36%. As a result, the retailer freed capacity equivalent to five full-time team members, who were redeployed to higher-priority initiatives elsewhere in the company. Standardized data and automated reporting also increased compliance with audit reporting.

Executive-Level Trust

The project was delivered on time, on budget, and without escalation – the retailer described it as “the most successful outsourcing engagement” the company has ever completed.

HOW DID WE DO IT?

CASE STUDY

GLOBAL SPECIALTY RETAILER

Customized, Fast-Track Migration

ASG moved quickly to define a path forward. We (ASG) built a migration model that aligned closely with their internal systems and offered a full-service abstraction plan, pulling over 10,000 documents into a live system in record time. We ran multiple processes in parallel to accelerate data delivery, including dedicated Friday abstraction sessions for their teams and real-time system testing.

Automating for Scale and Accuracy

We (ASG) helped the retailer's team clean up and standardize core functions:

- Replaced hand-drawn market boundaries with census-driven zones
- Automated iPad data syncs (previously run manually once per month)
- Introduced financial summaries into deal profiles to reduce review time
- Converted disconnected Excel-based P&L reviews into real-time, queryable dashboards.

Building Confidence at the Top

From abstracting thousands of leases to solving reporting inefficiencies, our focus was on dependability. Compared to prior options, ASGEdge proved more responsive, affordable, and adaptable – and it showed. The retailer's CFO and CEO noted the project remained “on track, on time, and on budget” throughout, with zero internal escalations.

Rebuilt Relationships with City Officials

Our team helped reset expectations and improve communication with local municipalities – a critical move after previous missteps created roadblocks and inspection delays.

Brands trust ASGedge to track every store decision, guide smarter growth, and turn strategy into *action*.



ASGEDGE

CASE STUDY

GLOBAL SPECIALTY RETAILER

Brands trust ASGEde to track every store decision, guide smarter growth, and turn strategy into *action*.



- Efficient & Informed Decision-Making
- Real-Time Insights On Demand
- More Organized Workflow
- Powerful Predictive Capabilities
- Streamlined Collaboration
- Nimble Operations Ready for Scale
- Timely & Actionable Market Visibility
- Centralized Data Management

See ASGEde in Action
Email info@consultasg.com

THE LASTING IMPACT

Our client needed a partner who could step in under pressure and deliver a full system migration before a critical deadline – and ASG delivered.

With a fail-safe, cloud-based real estate management platform now in place, our client's team operates with more clarity, accuracy, and speed than ever before.

What began as a project to fix a legacy system has become a launchpad for future-ready operations and stronger internal alignment.



THE PROJECT TEAM



Carrie Barclay
President & CEO



Jennifer Hilger
Lease Management



Michelle Headley
Design



Dawn Bazinet
Lease Management



Jessica Witzky
Lease Management



Michael Holt
Lease Management



THANK YOU