

Sage Timberline Office



Advanced Retail

Advanced Retail is an optional add-on application that expands the retail lease administration, sales tracking, reporting and percentage rent functionality of Property Management.

Advanced Retail automates the entire percentage rent process. You indicate the breakpoints, percentages and effective dates. Then Sage Timberline Office does the rest by calculating the overage rent for you, based on tenant sales reports or estimated figures. Advanced Retail also recalculates overage rent at year-end based on audited sales figures. Because percentage rents can vary by department or sales category, Advanced Retail lets you track and calculate them with user-defined sales categories. The software's flexible sales tracking functionality makes monitoring the performance of every tenant—from the small independents to the national chains—easier. For further analysis, use Advanced Retail's store type feature to assess sales performance by business type.

Advanced Retail also makes it easier to investigate sales trends and communicate them to executive management, lenders, investors and tenants. Advanced Retail comes with multiple, pre-defined reports and inquiries, each of which can be modified using Report Designer or Inquiry Designer. The software's flexibility also enables you to create your own report or inquiry from scratch.

Following is a detailed list of the features Advanced Retail offers to help you meet the unique demands of retail real estate management:

Retail lease management

- Calculate overage rent automatically using breakpoints and percentages called for in your leases.
- Perform scheduled overage rent recalculations using audited sales figures after a tenant's fiscal year-end.
- Use preset breakpoint calculations methods—cumulative, non-cumulative, prorated—or formulas to calculate overage based on reported or estimated tenant sales figures.
- Set up natural, artificial or formula driven breakpoints.
- Set up multiple breakpoints per lease.
- Track and calculate percentage rent by user-defined sales categories, such as departments or product types.
- Automatically apply scheduled breakpoint or percentage changes over the life of leases.
- Perform periodic billing, scheduled recalculation or on-demand percentage rent recalculations.
- Accommodate offset or recapture deductions from percentage rent.
- Perform long- or short-year calculations when leases start mid-year.
- Apply caps to overage calculations based on an amount or formula, then compare calculations against overage amount or amount billed.
- Preview percentage rent charges prior to entries being posted.
- Add up to 250 user-defined data fields, such as radius restrictions, relocation, and kick-out clauses, to track additional information.

BENEFITS

- Utilize customizable reports to investigate sales trends with the touch of a button.
- Minimal data entry allows Advanced Retail to administer the entire percentage rent process.
- Create reports & inquiries from scratch, or utilize more than 100 customizable formats already written for your business.

Sales tracking

- Track up to 10 sales types including budgeted, estimated, reported, audited or any other type you choose.
- Log sales volume for calendar year, as well as tenants' fiscal year.
- Track sales by a virtually unlimited number of retail categories.
- Analyze sales by property, tenant or store type (Advanced Retail features a practically unlimited number of user-defined store types).
- Easily enter monthly sales figures on spreadsheet-style grids.
- Retain coverage and sale volume history indefinitely.

Inquiry

- Modify any of the more than 100 inquiries, or create new inquiries using Inquiry Designer, a Sage Timberline Office application.
- Drill down on summary information to view supporting details.
- Apply conditions to restrict displayed information.
- View and insert electronic notes and file attachments.
- Insert additional columns of information on-the-fly.

Reporting

- Choose from a variety of pre-designed Advanced Retail reports to calculate and print information at any time.
- Apply conditions and ranges so you see only the information you need.
- Modify nearly all of the more than 500 reports, or create new reports using Report Designer.

Additional features

- Define and track multiple types of square footage, such as total, rentable, usable or GLA on the sales volume record for reporting sales per square foot.
- Enter electronic notes throughout Advanced Retail to document additional information.
- Attach other files (for example, spreadsheets or word processing documents) throughout Advanced Retail.
- Customize the toolbar for push-button access to reports, inquiries, and tasks.
- Change descriptions that are on the screen to match your company's terminology.
- Set up macros for unattended processing of predefined tasks.
- Define security rights by user or group.

Advanced Retail is a part of Sage Timberline Office, fully integrated software created to streamline work and connect the people you depend on to build your business.