

# OAG Reaches Beyond Audit Traditions With BrokerSavant in One-Year Contract

## Entertaining Possibilities by Utilizing Machine Learning

The **Occupancy Cost Audit Group (OAG)**, one of the country's largest and oldest real estate lease recovery audit firms, is not unique in its frustrations - or its aspirations. Regardless of size or technological capabilities, every lease auditing firm experiences relatively the same challenges.

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While the frustrations within the industry might look alike, the solutions are as unique as the companies that seek them. Case in point: OAG's annual contract with BrokerSavant, a SaaS platform that utilizes artificial intelligence technology to facilitate better, faster, cheaper lease diligence and abstraction review for brokerage firms, audit firms and 3rd party lease abstraction companies.

"We've been doing this for 25 years and it is very old school. It's about time someone used technology to increase efficiency," says OAG's CFO Jim Daniel, referring to BrokerSavant's Machine Learning Engine.

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"Our biggest frustration is that this is a very slow, very manual process," says Daniel. "Leases and reconciliations are, for the most part, not always PDFs – they come to us binder-clipped, onion-skinned and stapled. There can be so much prep time to even get the documents scanned in the first place, it takes longer to even start the audit process, and that puts us behind. Anything we can do to speed that process up is something that will catch the entire industry's attention."

"The BrokerSavant tool is intriguing, we really like what it does. It makes us more efficient and puts what we need at our fingertips. We definitely will be able to analyze a lease quicker. Exactly how much quicker, we are still finding out," says Daniel.

Robert Wageck, OAG's senior auditor, also sees the importance of the BrokerSavant solution "saving us time, providing a more productive and efficient engagement for our clients."

Tom McCarthy, one of the paralegals at BrokerSavant responsible for training the machine to get smarter, agrees: "What this tool does immediately is save you time. A ton of time. No more paging through a manual lease. No more super tedious reading or scanning. No more hunting for information manually."

Before working with BrokerSavant, OAG was, like many auditors, using different off the shelf programs. The top frustration with this approach: the multiple applications different people were using were not synergistic at all. "Clients each have their own platform - some are better than others, some are good and some are antiquated - but they are all different. We have to learn all these other systems," says Daniel.

Another considerable benefit, then, is that the BrokerSavant tool is a single platform across the entire user base, allowing users to have the data all in one place, on one platform. "Management likes the concept of a single platform for their users," says Wageck. "It would assimilate new hires, help the current user base be more productive and have everyone speaking the same language. And since we don't get paid by the hour, it's to our advantage to be more productive with the software we use."

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*- Robert Wageck, OAG Senior Auditor*

For every lease Wageck enters, the machine gets that much smarter. "The biggest selling point so far is that the machine learns the information we are trying to isolate," he says. "It's a knowledge repository that gets better with use."

"Our technology cuts through the clutter. It augments and complements what you do, it doesn't – can't-replace it," explains McCarthy. "The more you use it, the more intelligent it gets. The more leases you feed it, the more efficient it gets."

"Plus the team Clay has in place covers the entire spectrum and has a wide breadth of experience in doing this kind of work," Wageck says. "They have an answer to every question and are very responsive. We're both betting big on this tool, but both our companies believe it's worth it."

Beyond BrokerSavant's time savings and software efficiencies, OAG looks to the possibilities and probability of using the tool to find more recoverables. "We'd like to be able to use BrokerSavant's tool to tackle the big projects - to analyze a lease in five minutes and be able realize the deal is going happen or not and then rule those projects out," says Daniel.

"So we have a long term goal of wanting and believing that the BrokerSavant solution will work. And doing whatever it takes to make it happen." This includes securing the buy-in of the more senior auditors who have been doing their work manually for decades – professionals for whom such change might be difficult. However, it hasn't taken long for OAG to glimpse the potential inherent in the BrokerSavant solution – that potential value alone should be enough to bring everyone on board.

And there's something to be said for establishing your company as a thought leader as well. "This could help take our company to the next level," concludes Daniel. "The possibilities are almost endless as to what we can do together. For now, BrokerSavant allows us to say, 'When it comes to lease auditing, we are on the cutting edge. We are the leaders of the pack.'"

*See how BrokerSavant's lease review technology can complement your audit efforts and gain a competitive advantage. Schedule your personal demo with our Founder today at [www.brokersavant.com](http://www.brokersavant.com).*