

Client

Waste Management



Location

South Atlantic Region

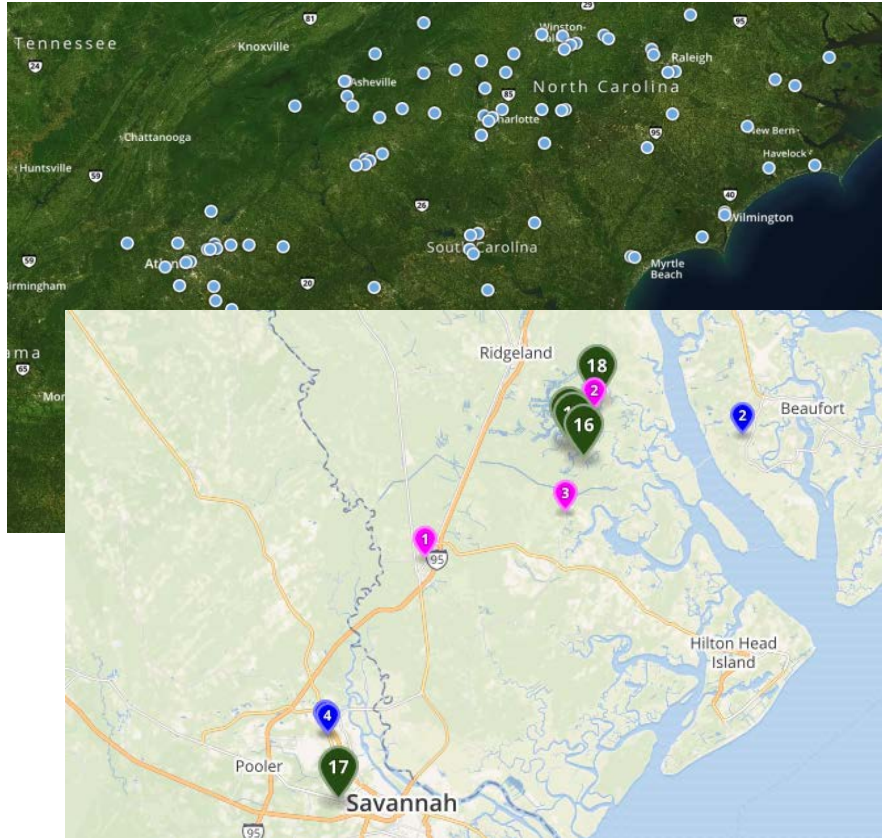
Account Manager

John DeCouto
Atlanta, GA

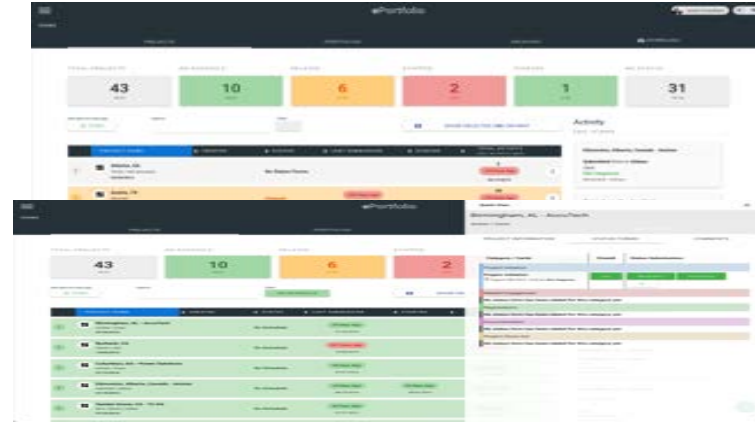
Challenges

Asset Manager inherited the South Atlantic region when a peer left WM. She quickly contacted several CRE professionals in the region to help her get a handle on a list of 20 projects for 2016. We used ePortfolio to do a project overview in an online meeting. Our ability to identify assets, map graphically and provide their data in real time helped LCS win the South Atlantic region for WM CRE. We were given both acquisition and disposition projects for WM and also provided competitor locations and data for use in their 2017 CRE planning sessions for this region.

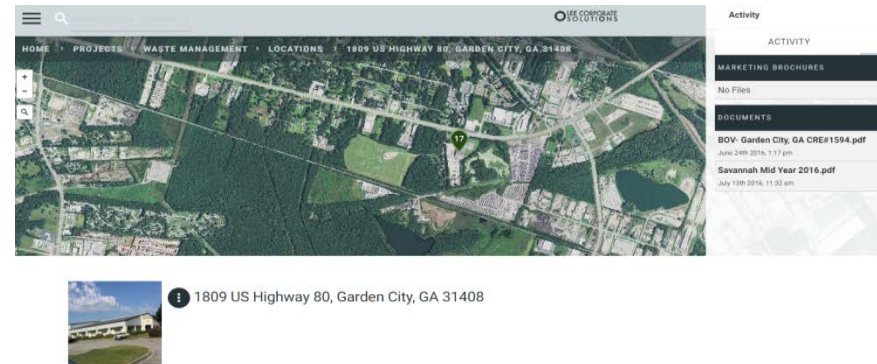
Competitors - Hauling



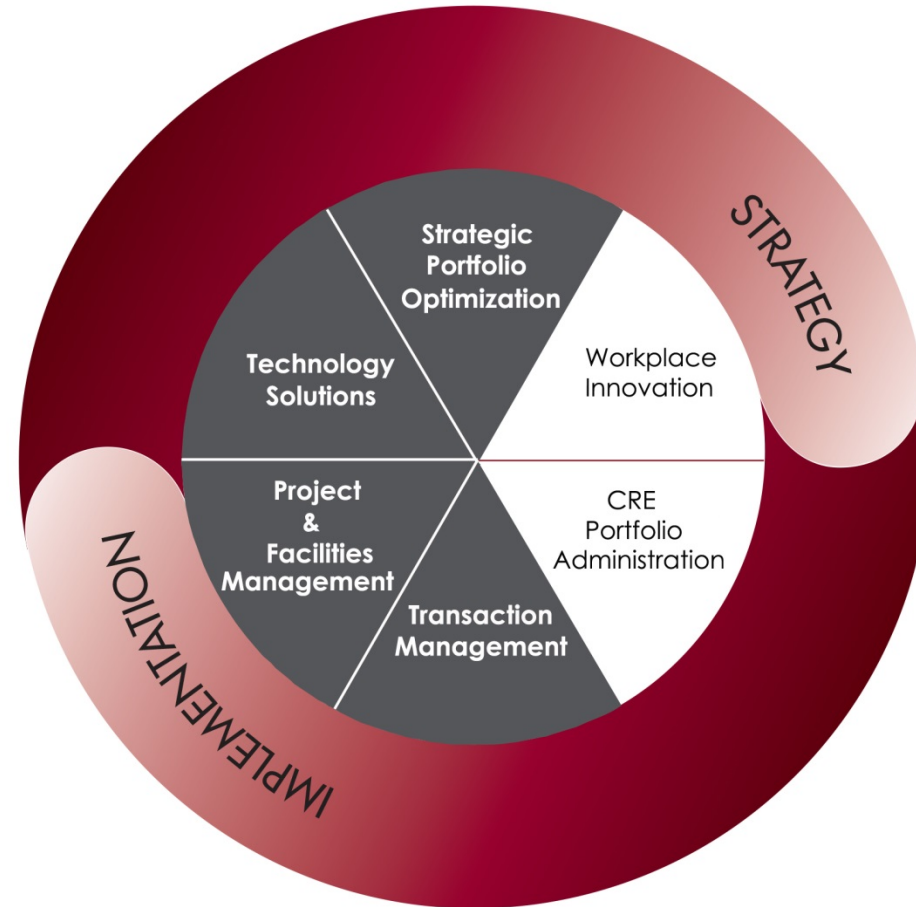
Portfolio by Property Type



Existing Facility



Lee Corporate Solutions - Services Provided



Bottom Line

- Before doing one transaction, LCS used ePortfolio to assist with a project strategy for the S. Atlantic Region.
- LCS provided portfolio data, competitor data and used it to put together a plan for Waste Management's S. Atlantic 2016 projects.
- LCS was hired in March 2016 to initiate 20 CRE-related projects (acquisition & disposition) to include 2 build to suit projects totaling over \$12,000,000.
- ePortfolio was used for 2017 portfolio planning by the region president and is being used for Transaction Management.