

RealcommAdvisory

The International Commercial & Corporate Real Estate Technology Resource

Top 35 People To Watch In 2007

Realcomm is pleased to announce the “Top 35 People To Watch in 2007.” This list represents both individuals and teams of individuals who are committed to furthering the use of innovative technologies in the commercial and corporate real estate industries. Congratulations to this year’s selection – it is their instinct, passion, determination and persistence that will continue to cause positive change and growth in our industry.

The “Top 35 People to Watch in 2007” list was developed to recognize the achievements and vision of those who are not satisfied with the status quo and dare to do something about it. It’s not always easy to stand up and challenge “the way things have always been done” and suggest new, sometimes risky, alternatives. With the new paradigm shift towards automation and technology changing the way we manage and operate commercial real estate, it is the commitment of these visionaries that will pave the way for future success:

Top 35 People to Watch in 2007

Kurt Padavano, COO, Advance Realty Group
Thomas Russo, CTO, Akridge
Anthony Nazzaro, Sr. Director, Alvarez & Marsal
Wayne Pryor, SVP & CTO, AMB Property Corporation
Dan Amedro, CIO, Archstone Smith
Jim Whalen, SVP, CIO, Boston Properties
Cory Hildebrand, CIO, BPG Properties
John Frager, President & CEO, BRE
Whit Peyton, Sr. Managing Director, CB Richard Ellis
Andrew Florance, President, CEO & Director, CoStar Group Inc.
Kenny Smith, National Managing Director - Real Estate and Construction , Deloitte Consulting LLP
Paul Quinn, SVP & CIO, Duke Realty
David Baruch, CIO, Equity Office Properties
Ian Marlow, President & CEO, Global Facility Services
Anand Iyer, Director, In-Building Wireless Alliance
Andrew Raines, Vice President, Global Sales and Marketing, Intuit
Joel Manfredo, Sr. Vice President Information Technology, Irvine Company
David Johnson, CIO, Jones Lang LaSalle
Nick Foster, CIO, Land Securities
Ron Bernstein, Executive Director, Lonmark International
Rich Boyle, President & CEO, Loopnet
JP Jones, CIO, Macerich
Walt Homan, President & CEO, Mach Energy
Geoff Kasselmann, President, Op2mize, LLC
Neville Teagarden, CIO, ProLogis
David Schacht, CIO, Simon Property Group
Mark Kingston, CEO/President, The Realm
Andrew Thomas, President & COO, Virtual Premise

CORPORATE TEAMS

Cisco Systems, Inc.

Mark Golan, Director, Global Operations Workplace Resources
Dave Clute, Advisory Services, Customer Solution Manager
Ray Rapuano, Strategic Manager for Connected Real Estate & Construction
Barbara Sullivan, Workplace Resources, Program Manager

Forest City Ratner

Charlie Rau, CTO
Raj Patel, CIO
Lori Reeves, VP of Information Technology

GE Asset Management

Roland Siegl, VP Real Estate Group
Rob Jones, Vice President

Real Foundations

Scott Morey, Managing Director
Dave Stanford, Executive Director
Chris Shaida, Executive Director

REApplications

Greg Ausley, President
Rob Cain, Vice President Sales & Marketing
Kelly Keener, Director of Programming

SAP

Peter Hill, Industry Principal
Jay Irwin, Solution Engineer

Yardi Systems, Inc.

Anant Yardi, President
Brad Setser, VP of Marketing

The following are some of the personal and professional qualities Realcomm used to select our Top 35 People to Watch in 2007.

1st Century Vision

We are looking for individuals who can think outside the box and believe in the potential of technology to catapult our industry forward. You can still make a lot of money closing a transaction that involves four pounds of paper, but we are looking for the person who can maximize that revenue opportunity by creating a better transaction process. Our top picks have a true 21st century vision for how high-tech solutions can be integrated into traditional business.

Persistence

Over the last seven years, a number of people became interested in the topic of technology and automation with the prospect of "getting rich quick." These people did not truly understand the long-term fundamental benefits of technology and quickly faded away. The leaders we have selected consistently show a dedication to the cause and have never deviated from their vision, despite the opposition and hardships. It is this quality of persistence that sets them apart from the herd.

Patience

Patience requires an individual to accept the fact that the right solution may take longer than expected, but still remain focused on the long-term goal. Many times, short-term returns are not realistic – and staying the course means exposure to pressure, confrontation, and even criticism. Our top 35 have demonstrated an admirable ability to exercise patience to implement solutions that, in the long run, save their companies millions of dollars and thousands of man hours.

Willingness To Fail

Many of the most successful business leaders have a long list of failures on which they built their careers. Someone has got to be the first to test the new software or implement paperless leasing – with the risk that it might not work the first time. Numerous iterations of failure, coupled with the commitment to try again, is what ultimately produces success. The people we have selected are not afraid to try new technologies and different solutions – and if they fail, they just keep right on trying.

Below is a list of goals and achievements which can be attributed to the hard work and dedication of our Top 35 People to Watch in 2007.

An Enhanced Tenant Experience

Our top candidates are committed to using automation and new technologies to create a new and improved work environment for a true 21st century lifestyle. These visionaries recognize that technologies such as wireless communications, building automation, digital signage, property web sites, tenant portals, and energy saving technologies are no longer luxuries, but are expected services for today's tech-savvy workforce.

An Automated Building

The idea of creating a building network and managing systems and processes remotely over the Internet is a radical concept. The increasing trend in property operations is to create a common platform on which to monitor and control what used to be separate systems. Creating a building where the HVAC system, lighting, fire control panels, and digital signage are all programmed to respond "in-sync" to an incident is way outside the box of traditional operations. Top leaders are people determined to rethink, redesign and reengineer the way we operate and manage our buildings.

A Paperless Transaction

If you don't believe it's possible to go completely "paperless," you've got to concede that we can at least work towards "less paper." With the availability of web portals, on-line transactions, data warehousing, digital imaging, CAD drawings, etc., we can eliminate a significant amount of paper consumption. Our candidates have shown a commitment to eliminating paper transactions and multiple, redundant databases and streamlining business processes into paperless, efficient, digital transactions.

Efficient, Flexible, Sustainable, Reusable Design

The innovators of the next decade understand that technology will not only impact our business transactions and management style, but can also be used to radically change the design of new buildings and interior space. The idea of calling an electrician to install an outlet will be replaced with floor systems that have user maintained electrical systems.