



UGL Equis Audit & Recovery Services



While lease expenses are a significant line item on any income statement, the interpretation of lease terms – and related pass through expenses – are often left to the discretion of landlords. This can result in overpaying for expenses – with the cost increasing as the number of leases multiplies.

UGL Equis Audit & Recovery helps recover funds and prevent future overpayments, enabling clients to properly monitor and budget real estate expenses. Our professionals provide comprehensive analyses of real estate operating and tax expenses, ensure compliance with lease terms and negotiate expense recoveries. UGL Equis Audit & Recovery experts work as an extension of client staff, giving peace of mind by taking actions to ensure that you are not overpaying expenses. Our process is efficient – we conduct an initial review of all pertinent documentation, determine whether on-site field audits should be conducted, develop recovery strategies that identify the areas of focus for the most meaningful action, and negotiate settlements.

OUR CAPABILITIES

- Data analyses for monitoring expense ratios and reducing real estate expense
 - Rent analyses that uncover incidents or risks for overpayments on lease agreements
 - Audit reports that flag potential overpayments and errors, and identify specific lease clauses that should be re-negotiated
 - Negotiation skills for maximum cost recovery
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ESTABLISHING AND MAINTAINING THE BEST POSITION FOR OUR CLIENTS

Our auditors lead clients through a detailed review process, identifying which leases present the greatest opportunities for recovering the most funds in the least amount of time. By conducting a thorough operating expense review, we identify trends over time and uncover expense anomalies. Because we represent tenants exclusively, we establish and maintain a position of strength and independence for our clients.

UGL Equis serves organizations of all sizes in a range of markets, including automotive, telecommunications, manufacturing, pharmaceuticals / biotechnology, consulting, insurance, manufacturing, technology, non-profits and the public sector.

OUR CLIENTS INCLUDE:

ACE - USA
AT&T
DaimlerChrysler
DecisionOne
Ernst & Young, LLP
Qwest Communications
Watson Wyatt Worldwide

A PROVEN PROCESS THAT MAXIMIZES RECOVERIES

The UGL Equis approach is consistent across all of our services, enabling us to take full advantage of our integrated model. Each Audit & Recovery assignment is managed through this proven methodology:

ASSESS

We first gain an understanding of our clients' position by assessing key lease terms and dates. We analyze everything from base years, CPI adjustments and expense caps, to audit rights and allowable operating expenses. We then review historic data on billed expenses and conduct a preliminary analysis that compares current operating costs to both the previous year's operating expenses and current BOMA market averages.

PLAN

Based upon our initial assessment of potential to recover costs, we identify leases that should be further investigated through a comprehensive field audit. This audit includes an analysis of the building's general ledger, gross up calculations, a review of service contracts, and other invoices to confirm the propriety of what has been charged to you. This gives rise to an audit report and recovery strategy that provides specific, quantifiable information on potential for recovery.

IMPLEMENT

Once the strategy is complete, UGL Equis takes action. We issue an audit report to the property manager, and skillfully negotiate from an informed perspective, recovering the maximum amount for each identified opportunity.

MANAGE

We partner with clients to uncover recovery possibilities throughout the lifecycle of the properties in the portfolio. Our professionals assess the risk and rewards of each lease, because our success is based upon our ability to recover significant funds.



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About UGL Equis For more than two decades, UGL Equis has applied a combination of financial, business, industry and public sector expertise to a spectrum of corporate real estate services. We have grown into the world's largest corporate real estate firm exclusively focused on users of business spaces. We have cultivated successful relationships with some of the world's leading organizations, and have helped thousands of businesses transform their real estate into a competitive advantage. www.ugl-equis.com