WELCOME TO THE REAL WORLD

REAL Momentum: How Emerging Technologies Will Change our World

Presented by Lisa Stanley
Meet Our Speaker

Lisa Stanley

OSCRE International
Transforming the way digital information drives your real estate business

Chief Executive Officer
OSCRE International
Lisa.Stanley@oscre.org
www.oscre.org
REAL MOMENTUM: HOW EMERGING TECHNOLOGIES WILL CHANGE OUR WORLD

May 10, 2017

Lisa Stanley, CEO
OSCRE International
ET:
Transforming the way digital information drives your real estate business
EMERGING TECHNOLOGIES
What’s Happening in the Industry

- Where the workforce and workplace engage like never before
- Machine Language (ML) technologies are maturing
- Artificial intelligence (AI) emerging
- "Deep Learning" – data aggregation is automated
- Data aggregators entering the marketplace
- Blockchain has developed momentum
- Data governance implications are significant
- How are you preparing for what lies ahead?
The new economy is digital – the channel that makes $$$

Information is the new currency

Study of 2,000 companies (Global 2000) - combined revenue of $7.3 Trillion

Execs surveyed expect the revenue impact of digital to more than double from 2015-18

By the numbers - 11.4% of total revenue = $770 Billion per year

In 2020, the 2,000 respondent companies are expected to spend $1.445 Trillion on digital transformation
• Go Big, Go Digital or …Go Home
• The Laggard Penalty – difference in both investment and revenue due to technology
• More specialists than generalists
• #1 skill to stay relevant – Analytical Thinking +21%
• Greatest digital concern – security
• Conduct a digital audit - examine process by process
WHAT’S HAPPENING WITH MACHINE LEARNING?

- System learns by optical character recognition (OCR)
- Uses complex algorithms
- Easier identification of discrepancies
- Removes some manual steps
- More time for data analytics
WHAT’S HAPPENING WITH ARTIFICIAL INTELLIGENCE?

- The power of deep learning
- Replaces time intensive manual entries
- Potential for both structured and unstructured data
- Yields gains in speed, improved interpretation and analytics
- Better data leads to better business decisions
WHAT’S HAPPENING WITH BLOCKCHAIN?
BLOCKCHAIN: THE DISTRIBUTED DIGITAL LEDGER

- FinTech
- Financial Communities
- Your Industry

Transparency
- Reduces manual processes
- Regulator-friendly

Higher Security
- No single failure point
- Uses cryptography

Improved Data Governance
BLOCKCHAIN APPLICATIONS

• Bitcoin
• Bitshares
• Ethereum
• Abra
• BitNation – digital ID
• And more
ET: HOW TO GET STARTED
Is Your Organization ABLE?

• **ALIGN** – and collaborate with others in your organization and the industry

• **BUILD** – your lead in managing change now

• **LEARN** – as you much as you can about ET’s capabilities

• **EXPLORE** – how you can utilize ET in your business activities
  • NIMBY doesn’t apply here
ET makes your business smart - across the globe
70+ Financial Institutions in 1 year focused on:

• Saving $$$
• Increase settlement speeds
• Decrease transactional errors
• Using a blockchain-inspired approach
• $250K annual fee
• Regulators can participate at no charge
A NEW WAY OF DOING BUSINESS

INFORMATION AT YOUR FINGERTIPS

• Decentralized databases – still need integration
• Based on standards
• Manage simple & complex transactions
• Single source of truth approach
  • Truth vs trust
  • Eliminates multiple platforms
  • Reduces costs

©OSCRE INTERNATIONAL 2017  ALL RIGHTS RESERVED
Let's dive into the world of Blockchain

What's going on behind the buzz? Why are so many people excited about this emergent technology? Let's provide some context to start your journey.

Blockchains provide an opportunity to build a global infrastructure untethered from the stability or permission of governments and institutions.
LET’S EXPLORE THE POSSIBILITIES
WHAT’S NEXT?

• Consider how ET will affect you and your organization
• Collaboration is key
• Focus on work that matters
• What application of ET will most affect your business and why?
WHAT’S NEXT?

OSCRE’s Blockchain Initiative

- Collaborative project
- Launching Summer 2017
- Use cases, proof-of-concept models, pilot projects
- Limited number of participating organizations
THANK YOU

For more information

Lisa.Stanley@oscre.org

Visit our website

www.oscre.org
<table>
<thead>
<tr>
<th>Month</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>June</td>
<td>Driving Real Estate Decisions and Conversations using Data</td>
</tr>
<tr>
<td>July</td>
<td>Stories of Urban Transformation: The Rise of 18-Hour Work/Live Communities</td>
</tr>
<tr>
<td>August</td>
<td>Optimizing Your Real Estate Portfolio – Case Studies</td>
</tr>
<tr>
<td>September</td>
<td>REAL Annual Update and WWP Events</td>
</tr>
</tbody>
</table>
Toronto sessions:
- Real Estate: What’s Hot and What’s Not – Current & Future Perspectives from North America and Across the Globe
- Crafting Alliances: Rethinking Our Approach to Enabling Better CEO Decisions in Place and Technology
- Real Estate 2030: A Workshop in Transformative Future Thinking for the Profession
- The Real Estate Paradox: Options and Investments

Stockholm – World Workplace Europe sessions:
- Workplace Strategy Track (~12 sessions)
- 3D and Mixed Reality for Everyone
- Real Estate Value Creation with Early Involvement of IFM providers
Your community needs you!

Please lend a hand and a voice to help our community become a more valuable resource for IFMA's membership.

Please email me at davidkarpook@hotmail.com if you would like to serve on one of these committees:

- Webinars
- Marketing and Communications
- Events and Hospitality
- Education and Research
- Membership