What comes next?

Over the past weeks (now stretching into several months), nearly all of us are dealing with changes in our work lives and home lives, bringing the importance of multi-tasking and multi-purpose spaces to new heights. We’ve learned that we don’t have to spend many hours traveling to meet face to face to advance a business relationship or close a deal. There are many affordable or free platforms that enable us to “see” each other, and we only need to iron the top of a shirt to maintain professional appearance and overcome the need for a haircut.

It’s a good time to confirm some indisputable facts in the real estate industry:

1. Business engagement will continue. The way we engage and the speed with which business moves forward is difficult to predict for the long term, but we’ve managed to figure out how to work remotely and adapt technology in a short span of time.
2. Travel time whether to and from the office or by air over great distance has been reduced, and arguably has created an environment that can increase productivity. I spoke with an industry leader this week who said he had a 5 hour daily commute to his office that he does not miss at all. He plans to reduce his daily commute to once or twice a week in the future and his organization will continue to benefit from his higher level of productivity.
3. Roles and responsibilities will be re-aligned within organizations to meet the evolving needs of the industry.
4. Effectively managing change will become an integral part of every manager’s toolkit.
5. Corporate footprints will adjust to the changing needs of the workforce, and space management will be a bigger priority.
6. The importance of data integrity, the need for speed and better insights for decision-making will increase.

The current environment provides opportunity for organizations to re-evaluate the way they do business, the space they occupy and the technology they utilize for decision-making. These opportunities benefit from a standardized approach to data and data governance. While the forward path may seem uncertain in the short run, organizations that focus on the integrity of data driving their business decisions will gain a competitive advantage that will be difficult to overcome.

OSCRE will be here to help you every step of the way, and we hope you and your families remain safe and well.

Best regards,

Lisa Stanley, CEO
OSCRE International

OSCRE Launches 2 new video Series
Shared Perspectives and How To (Implement Data Standards)

The 2 new video series from OSCRE is the next step in expanding OSCRE’s Education and
Training options under the OSCRE Academy. The first new series **Shared Perspectives** brings timely insights from industry leaders on digital real estate, while the second, **How To Series**, provides resources to help implement the OSCRE Industry Data Model (IDM). [Click here to view a sample](#) from each series.

The **OSCRE Shared Perspectives Series** is made up of short conversations with industry leaders who are willing to share their experience and perspectives on how to face challenges in a data-driven real estate industry. Each session brings you insights in a discussion format of no more than 30 minutes. Each contributor is a leader in their own right and will share insights on how to improve data quality, support better decision-making and solving challenges around data integration.

This new series helps OSCRE members navigate the changing landscape for real estate in the current environment. Topics range from Managing Changes in the Workforce and Workplace to Solving the Data Integration Puzzle. These topics are relevant whether you’re an owner, investor, occupier, or a business partner. We hope you’ll find them useful.

The **OSCRE How To (Implement Data Standards) Series** is a set of instructional videos on how to apply the OSCRE Industry Data Model in your organization, regardless of where you are on the maturity curve towards digital competency in real estate. These are also short videos on quite specific topics such as "How to Get Started Using the OSCRE Industry Data Model", "How to Extend the OSCRE Data Model", or "How to Build Your Own Use Cases". Some of these resources will be publicly available, while the majority of the library we’re building will be available as a member benefit or under subscriptions for individuals and teams. Please contact OSCRE at [info@oscre.org](mailto:info@oscre.org) if you are looking at a new data strategy and data governance program, and we’ll help you find the right support and resources.

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**Lease Abstract Project**

OSCRE has been collaborating with a good cross-section of industry stakeholders to define a Lease Abstract Project that extends the OSCRE Industry Data Model (IDM). Starting with the existing Lease Abstract portion of the IDM, this project will look into new use cases and additional lease types, such as law firms originating and transmitting a new lease abstract when a new lease is executed, a core lease data set useful for fund manager analytics, and residential as well as commercial leases. There has been a high level of interest among OSCRE members and non-members, including fund managers, property managers, law firms, and software vendors. While some firms are assessing their ability to participate under the current economic pressures, many look at this as the perfect time to launch the project to quickly improve lease data and lease data exchange to help through the recovery.

[Click here for more on the Lease Abstract Project](#). Please contact Ian Cameron, OSCRE’s CIO, at [ian.cameron@oscre.org](mailto:ian.cameron@oscre.org) with any questions or interest in participating in this important project.

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**Keep moving forward with our on-demand Certificate Programs**
Stay on top of your game during this uncertain period of time. To help you continue to move forward OSCRE is extending its offer of 1/2 off enrollment through May 31, 2020 on our two on-demand OSCRE Academy programs. You do not need to be a OSCRE member to enroll.

Enter this discount code, OAHALF during the checkout process. To enroll click here. Email us if you have any questions.

Data Governance in Real Estate on-demand Certificate program

This program is presented by industry professionals, giving you access to their knowledge, experience and guidance on how to apply it to your own organization. Defining the Who, What, When and Why critical to developing an effective real estate data governance program. Helping participants assess and grow their organization’s data governance maturity capabilities.

Learn more here

Building Digital Competency in Real Estate on-demand Certificate program

It's about doing things right, engaging the right people, developing the right skills, and putting the right framework in place. Build an effective data governance framework, competitive advantage and improve business outcomes. This program will help you build the skills you need to take the next steps to build digital competency for real estate.

Learn more here

For more information on the content of this newsletter, OSCRE membership, or any of our programs, contact lori.walters@oscre.org.

Visit our website at www.oscre.org

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