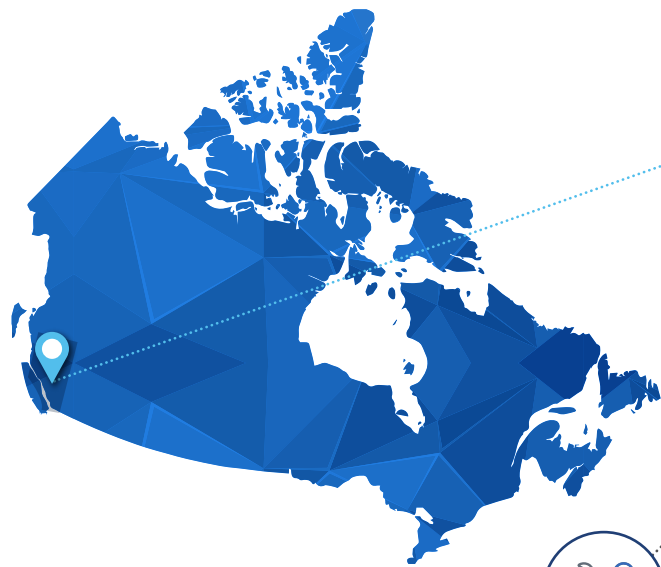


QuadReal
**Improving Contractor
Visibility, Compliance, and
Reporting Capabilities**
with the Avetta Connect
Application



About QuadReal



Headquarters
**Vancouver,
British Columbia,
Canada**



Domain
**Real Estate
Development,
Operations,
Investment**



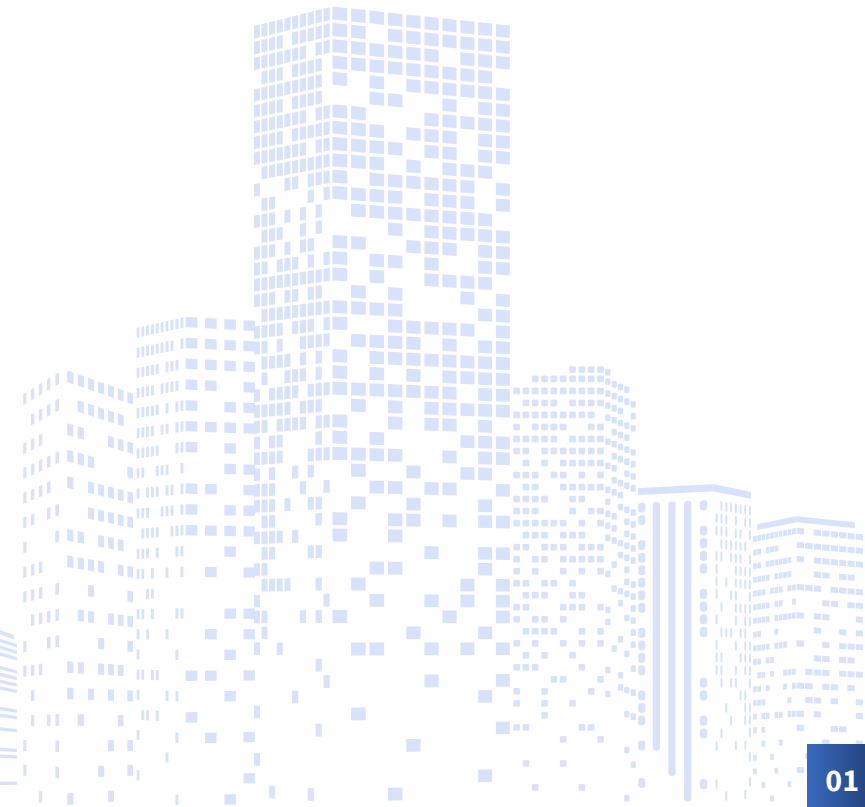
Services
**Real Estate Debt
Management, Development
Strategies, Global Portfolio
Management, Leasing, ESG
Compliance Management**



Legacy
5 Years

OVERVIEW

QuadReal Property Group is a global real estate investment, operating, and development company with a total of \$61.2 billion worth of assets under its management. From its foundation in Canada as a full-service real estate operating company, QuadReal has expanded its capabilities to invest in equity and debt in both the public and private markets. Its debt investment portfolio is targeted to fixed-term, construction, or mezzanine borrowers with assets or developments in Canada and the United States. Additionally, the company also has in-house mortgage servicing experience and capabilities.



BUSINESS CHALLENGES

The client faced a fair amount of inconsistency in their contractor compliance processes and their approach to approvals in the Canadian regions. Relying on a combination of stretched internal resources and a custom-developed web application, compliance reviews often did not have sufficient attention, knowledge or experience to perform the reviews adequately. This led to a lack of consistency across compliance reports.

Additionally, the client suffered from a limited compliance reporting capability due to the basic nature of their pre-existing vendor management platform. The platform could identify if vendors were compliant or not - with the average non-compliance levels standing at about 75-80%. There was also a significant lack of insight into why such a large percentage of non-compliant vendors was the case. Without further investment in development, the platform was unable to provide greater details on contractors such as output quality or even insurance certification.

This lack of visibility hampered the clients' operational efficiency given the resulting data gaps, as the administrative staff could not be diverted to address the reporting and data limitations.



SOLUTION/S DELIVERED

After partnering with the client in early 2021, Avetta sought to address the key concerns that were listed. First and foremost, Avetta deployed a standard build for its Avetta Connect application to help the client gain a better understanding of their contractors. This would replace the pre-existing platform entirely while providing a wide array of marked improvements that would help the client effectively manage its network of contractors.

Additionally, Avetta leveraged its new Supplier Classification Process to further help the client identify key insights for their suppliers. The client was the first company to implement this new process on a trial basis, which would prove to be a beneficial experience for both parties.

To summarize, some of the solutions Avetta provided included:



Contractor prequalification that ensured all compliance and regulatory requirements were being met



Comprehensive documentation of contractor's skills and credentials



Thorough insight generation and visibility about key contractor statistics, including safety data, insurance status, and service offerings via high quality reporting.



A single-source insurance monitoring system that provided a full-scale view of the various insurance types suppliers were using, as well as the levels of coverage they had. This insurance coverage was also to be verified automatically every year

When vendors achieve compliance with our requirements through the Avetta platform, we have confidence in the data and in knowing that the data is complete. We didn't have the resources previously to complete the required follow-up on our own.

- Nada Sutic
Vice President, Programs & Policy, QuadReal Property Group

BENEFITS EXPERIENCED

By partnering with Avetta, the client was able to achieve a simple yet incredibly effective supplier management system that helped support their business processes. This would ensure that the business was future-proofed and that the supplier data could be carried over to any further business dealings in the event of an acquisition.

Some of the marked benefits the client experienced from this partnership included:



Far greater visibility into the client's supply chain through the Avetta Connect application which allowed for faster and better management of any risks or shortfalls caused by insufficient data



A quicker and more comprehensive look into the vendor community, allowing the client to make more educated decisions for onboarding new contractors



The capacity to build deeper and far more mutually beneficial relationships with the vendor community, with a strong focus on their health and safety



Timely monitoring of certificates of insurance updates



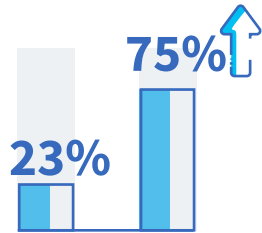
Bolstering Analytics 2.0 initiative, with the potential to garner greater insights and build reports from the ground-up that are specific to the needs of the clients' vendors



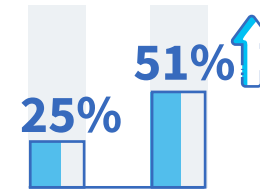
Quick and concise insurance tracking that allowed for easy reporting for the client



Future potential to expand into other markets, such as the US, Europe, and Asia, based on Avetta's global operating knowledge and expertise



Acknowledgement of QuadReal's Responsible Contractor Code of Conduct & Ethics – **went up from 23% to 75% within the first 7 months.**



Tracking of insurance details is steadily improving. Previously QuadReal had a **current COI with appropriate general liability coverage for 25% of vendors and now that has increased to 51%.**

Avetta has been a very solid and attentive partner to us and with us. While working through our implementation process, we worked very closely to configure it in a way that would make sense. When we had situations where things turned out differently than expected, the Avetta team was quick to address the situation. They were always ready to collaborate and find the best solution to move forward - for us and for our suppliers.

- Nada Susic

Vice President, Programs & Policy, QuadReal Property Group



ABOUT AVETTA

The Avetta SaaS platform helps clients manage supply chain risk, and their suppliers, to become more qualified for jobs. For the hiring clients in our network, we offer the world's largest supply chain risk management network to manage supplier safety, sustainability, worker competency and performance. We perform contractor prequalification and worker competency management across major industries, all over the globe, including construction, energy, facilities, high tech, manufacturing, mining, and telecom.

For suppliers in our network, our audit and verification services help lower their safety incidents rate by 29%. As a result, more than one-third of members find additional job opportunities within the first year of joining. In addition, our suppliers receive privileged access to the Avetta Marketplace, where dozens of partners offer special discounts for business services like insurance and work gear. Avetta serves more than 500 enterprise companies and 125,000 suppliers across 120+ countries.



Avetta®