



PROLIANCE RETAIL SOLUTIONS

RETAILERS ARE UNDER PRESSURE TO GROW REVENUES FROM NEW STORE EXPANSION INITIATIVES WHILE IMPROVING COST MANAGEMENT ON EXISTING RETAIL PROPERTIES. FOR INTERNAL PROPERTY DEVELOPMENT TEAMS, LAUNCHING NEW STORES, RENOVATING EXISTING STORES, AND MANAGING THE EFFICIENCY OF ONGOING STORE FACILITIES BECOMES A DAUNTING PROCESS. MULTIPLE DEPARTMENTS – INCLUDING REAL ESTATE, STORE PLANNING, DESIGN, CONSTRUCTION, AND FACILITIES – CAN ACHIEVE NEW LEVELS OF EFFICIENCY BY MANAGING THE COMPLETE LIFECYCLE OF THE STORE DEVELOPMENT PROCESS IN ONE TECHNOLOGY SOLUTION.

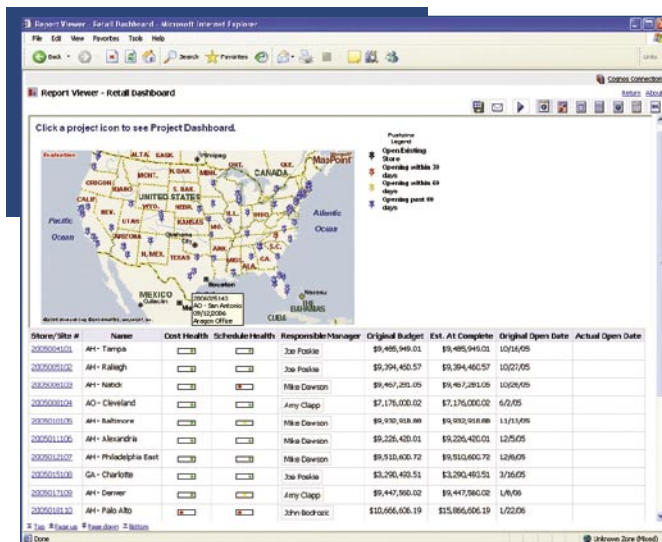
The Proliance® enterprise software solution manages the entire retail project lifecycle, from store development and construction, through maintenance and operations. Proliance is the only complete Infrastructure Lifecycle Management (ILM) solution that optimizes the plan, build and operate phases for all your real estate

and construction initiatives, whether its store fronts, shopping malls, or other retail infrastructure.

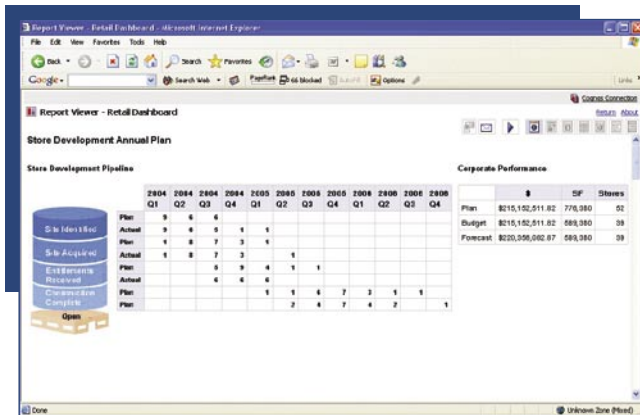
A unique combination of project and portfolio management (PPM), facilities management (FM), business intelligence and business process management capabilities allow retailers to improve time to market for new facilities, while improving visibility across an entire real estate portfolio.

Built with Web services and XML technology, Proliance is a native Internet application capable of managing the pipeline of new real estate sites, the entitlement and approval process, the design review and construction process, and ultimately the ongoing service requests and maintenance and operations of existing stores.

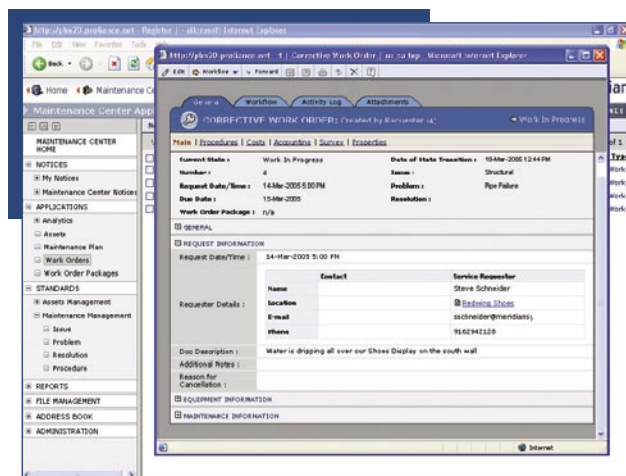
CREATE DASHBOARDS TO MONITOR PERFORMANCE OF ALL STORE PROJECTS; DRILL DOWN INTO SPECIFIC PROJECTS FOR MORE DETAILS AND KPI TRACKING.



Proliance brings together multiple internal departments on one common technology platform, providing new levels of efficiency and data sharing. Internal teams can easily collaborate with external supply chains of outsourced designers, contractors and facility management providers. By managing the plan, build and operate phases of retail projects using Proliance, retailers can successfully align real estate assets with corporate business objectives.



MANAGE PLANNED VS. ACTUAL STORE OPENINGS.



CENTRALLY MANAGE ALL WORK ORDERS FOR ALL STORES IN ONE SYSTEM.

VALUE OF PROLIANCE TO RETAILERS

- › Reduce cycle time to identify and open new stores, impacting revenue growth.
- › Increase visibility into project schedules and all real estate, design and construction costs – keeping budgets in check on new store openings.
- › Manage the real estate pipeline for potential new stores.
- › Gain control over entitlement processes, including local government approvals.
- › Manage external supply chains of outside contractors, designers and consultants.
- › Efficiently manage refurbishment and renovation programs across multiple existing sites.
- › Reduce ongoing costs of existing stores through proactive preventative maintenance programs.
- › Improve customer service by reducing cycle times to perform corrective work orders.
- › Improve performance of maintenance staff and service providers by furnishing immediate access to store information gathered during design and construction.
- › Select equipment and assets for new stores based on total lifecycle costs (initial costs plus ongoing maintenance costs).
- › Consistently apply best practices for all store projects by automating approvals and key processes during the plan, build and operate lifecycle.
- › Enforce and automate compliance on corporate governance issues through audit trails and limits of authority on all lifecycle transactions.
- › Reduce IT and training expenses by reducing the number of point software solutions that need to be maintained and supported.
- › Remove data sharing barriers between departments by using one integrated, holistic approach to track project scope, budget, schedule, and maintenance data.



Category	Approved Budget	Project Budget	Current Budget	Allocated Balance	Balance at Close	Project Variance
Construction Construction	6,014,000.00	6,014,000.00	5,800,000.00	0.00	6,014,000.00	(214,000.00)
Cost Account						
Landscaping	22,124.85	22,124.85	22,300.00	0.00	120,525.45	(97,390.60)
Building Etc.	219,278.10	219,278.10	209,800.00	0.00	418,293.13	(199,015.03)
Signage	20,645.00	16,645.00	16,645.00	0.00	20,645.00	(14,000.00)
Miscellaneous	66,516.00	66,516.00	109,800.00	0.00	120,525.45	(53,989.45)
PPE	2,120,646.00	2,120,646.00	0.00	0.00	2,120,646.00	0.00
Interior Fixtures	8,000.00	14,000.00	12,000.00	0.00	14,000.00	(2,000.00)
Miscellaneous	4,000,000.00	4,000,000.00	1,000,000.00	0.00	4,000,000.00	(3,000,000.00)
Furniture and Floor SIB	2,124,911.10	2,124,911.10	107,200.00	0.00	2,124,911.10	(1,017,711.10)
Furniture	201,978.90	201,978.90	143,800.00	0.00	418,293.13	(143,800.00)
Structure	224,216.10	224,216.10	122,800.00	0.00	1,624,293.13	(822,000.00)
Miscellaneous	21,600.00	21,600.00	0.00	0.00	21,600.00	0.00
Information Technology						
Cost Account						
General Legal	1,100.00	1,100.00	0.00	0.00	1,100.00	0.00
Demolition	13,200.00	13,200.00	0.00	0.00	13,200.00	0.00
Miscellaneous	4,000,000.00	4,000,000.00	0.00	0.00	4,000,000.00	(4,000,000.00)
Legal & Title						
Legal	10,000.00	10,000.00	0.00	0.00	10,000.00	0.00
Title	3,000,000.00	3,000,000.00	0.00	0.00	3,000,000.00	0.00
Title Insurance	10,000.00	10,000.00	0.00	0.00	10,000.00	0.00
Total Total	10,044,646.10	10,044,646.10	6,100,000.00	0.00	10,044,646.10	(3,944,646.10)

PROACTIVELY MANAGE ACTUAL COMMITMENTS AGAINST APPROVED STORE BUDGETS.

Task Name	Modified	Created By	Checked Out To
AD01 Task Sheet	4/4/2010 1:33 PM	Jena Redmond	
AD01 Lot Floor Plan	4/4/2010 1:33 PM	Jena Redmond	
AD01 3rd Floor Plan	4/4/2010 1:33 PM	Jena Redmond	
AD01 North Elevation	4/4/2010 1:33 PM	Jena Redmond	
AD01 South Elevation	4/4/2010 1:33 PM	Jena Redmond	
AD01 East Elevation	4/4/2010 1:33 PM	Jena Redmond	
AD01 West Elevation	4/4/2010 1:33 PM	Jena Redmond	
AD01 1st Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 2nd Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 3rd Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 4th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 5th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 6th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 7th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 8th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 9th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 10th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 11th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 12th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 13th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 14th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 15th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 16th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 17th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 18th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 19th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	
AD01 20th Floor Ceiling	4/4/2010 1:33 PM	Jena Redmond	

ACCESS "AS-BUILT" DRAWINGS FOR EACH STORE.

PROLIANCE SUPPORTS MULTIPLE ORGANIZATIONAL ROLES

EXECUTIVE VISIBILITY

Proliance provides executive management teams with visibility across the entire real estate, construction and operations portfolio of new and existing stores. Business intelligence functionality enables views into key performance indicators, metrics and historical performance. Problems and business trends can be identified early on and acted upon to maximize financial performance and future strategic planning.

- › *VP of Real Estate & Property Development* can view a pipeline dashboard of future sites identified, and pipeline status against the annual plan for new stores.
- › *VP of Store Planning* can view a program dashboard of multiple stores requiring renovations against the latest corporate prototypes incorporating the latest trends.
- › *VP of Design and Construction* can view a dashboard of all stores under construction or renovation with high level indicator of budget and schedule status.
- › *VP of Facilities Operations* can view all stores corrective versus preventative maintenance costs and the results to drive down operating costs.

END USER PRODUCTIVITY

Proliance enables all store development departments to access the relevant information to manage their part of the store development lifecycle.

- › *Real estate managers* can efficiently track the pipeline of future sites by collecting pro forma information about each possible site and by managing the entitlement process with local governments.
- › *Store planners* can create templates for different prototype stores and keep templates up-to-date with the latest trends, so when new sites start construction, the latest template is used.
- › *Architects and designers* can manage the permitting and approval process – all design reviews with internal management and external consultants, and correspondence with outside equipment vendors.
- › *Construction managers* can oversee budget, schedules, contracts, change orders and invoices as well as punch lists for outside contractors throughout the construction process.

- › *Facility managers* can measure response times to online service requests for both internal staff and external maintenance contractors, spot negative maintenance trends that need improvement, reduce operating costs through preventative maintenance, and maintain high levels of customer service in all stores.
- › *Field maintenance staff* can view prioritized work orders via a browser or a PDA, and minimize multiple visits to the same store by knowing all corrective and preventative work orders per site.

IT ORGANIZATION

The Proliance solution – as a scalable, extendable, and reliable architecture based on Web Services technology and XML – provides key benefits to the IT organization. Proliance easily integrates with existing legacy systems and other enterprise systems like ERP.

Proliance also conforms to corporate security policies while still providing secure and rich collaboration experiences for external business partners. Proliance can be hosted internally by the IT organization, or the entire solution can be provided via an Application Service Provider (ASP) business model.

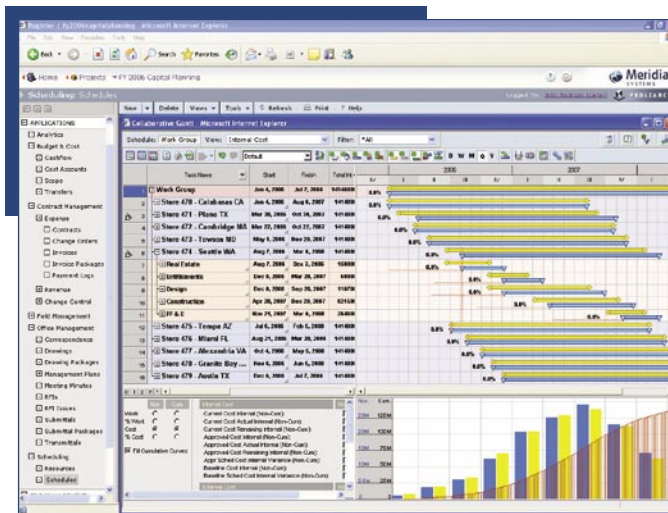
PROLIANCE FEATURES

- › **Budget Management:** Track the budget process across the entire store development lifecycle – from site inception through various internal approvals. Track actual commitments and invoices against the approved budget.
- › **Contract Management:** Create and manage all external contracts and purchase orders – including land acquisition, design services contracts, construction management contracts and equipment purchase orders.
- › **Change Management:** Track all potential change orders to completion of formal change orders that increase or decrease the value of existing contracts.
- › **Invoice and Billing Management:** Manage and approve all invoices and payments tied to existing contracts within each store.

- › **Design Management:** Centrally manage all drawings and specifications through collaboration and reviews – from the conceptual stage through the as-built stage – including revision control and viewing and redlining.
- › **Entitlement Approvals:** Manage all entitlements, permits, plan checks and submissions to local governments throughout the entire lifecycle.
- › **Correspondence Management:** Document every set of meetings, transmittals and requests for information – from project inception through closeout and turnover to maintenance and operations.
- › **Quality Management:** Ensure all punch lists and daily activity journals are completed and tracked throughout the lifecycle process.

- › **Schedule Management:** Manage cycle times and overall schedules for new stores and existing renovation programs, as well as more detailed two- and three-week ‘look ahead’ design and construction schedules. Track, manage and compare schedule iterations and changes from the original baseline to the current approved schedule to the work in progress schedule.
- › **Resource Assignments:** Assign responsibilities to each schedule task and get real time, secure updates on the status of these tasks directly via the Internet.
- › **Service Requests:** Reduce call center costs by providing an easy-to-use web interface directly via the Internet for store staff to request services for their store.
- › **Asset Management:** Create an organizational wide hierarchy of location and equipment assets in order to manage total maintenance costs per asset, as well as particular specifications for each asset classification.
- › **Corrective Work Orders:** Automatically issue corrective work orders to maintenance staff, and track all material, labor, and subcontracted costs for each work order.
- › **Preventative Maintenance:** Create proactive maintenance plans that automatically generate preventative work orders based on the appropriate frequency schedule for each asset type.

MANAGE ALL SCHEDULES
FOR THE ENTIRE STORE
DEVELOPMENT PORTFOLIO.



1720 PRAIRIE CITY ROAD
SUITE 120
FOLSOM, CALIFORNIA 95630
(916) 294 2000
(916) 294 2001 FAX
(800) 850 2660

WWW.MERIDIANSYSTEMS.COM

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