

HOW OXFORD SUPERCHARGED THEIR PRODUCTIVITY WITH DEALPATH

Oxford Properties Group manages approximately \$60 billion of assets across the globe on behalf of its co-owners and investment partners. Oxford's portfolio encompasses office, retail, industrial, hotels, life sciences, and multifamily residential and spans more than 100 million square feet in global gateway cities across four continents. With its global headquarters in Toronto, Oxford operates out of over 15 regional offices.

THE CHALLENGE

As Oxford Properties Group looked to the future, they sought to centralize and improve access to their real-time and historical data. To track their deals and data across teams, Oxford used multiple excel spreadsheets and deal info in separate models, leading to a disjointed and complex process for reporting and analysis. Oxford realized they couldn't continue to work this way and that they needed a global, mobile tech solution that would optimize their deal management process and simplify collaboration across time zones.

THE RESULTS

With Dealpath, Oxford has been able to streamline their reporting, increase their team productivity, and improve data access, all in one platform. Now, the Oxford team can easily pull real-time and historical data for the senior team in a manner of minutes. According to Derek Cheung, VP of Strategy & Global Portfolio Management at Oxford, working with Dealpath provided his team with, "increased analytics with real time information, leading to more accurate and insightful reports for senior management." Dealpath has also been able to help Oxford streamline and speed up the process for their pipeline reporting, saving the team hours, or even days, of work. Additionally, Oxford has seen a marked reduction in ad-hoc data and reporting requests due to the improved access to deal data across the company.

THE SOLUTION

Oxford realized that they needed a tech solution that could grow with their company. They evaluated multiple solutions and landed on Dealpath due its advanced functionality and the customization that the platform offered. According to Julie McMillan, the VP of Finance & Strategy at Oxford, they "recognized how much time and resources it takes to keep a custom in-house software solution up to date and realized they did not want to be in the business of IT software maintenance." The Oxford team knew they could rely on Dealpath to provide support and consistently update and improve the platform over time.

“It was clear that Dealpath’s advanced capabilities and real-estate focus were what we needed from the start. We’ve already seen a meaningful improvement in team productivity, and we’re just getting started.”

Dean Hopkins
COO, Oxford Properties Group

