

# DLC Management Corporation

## About DLC

DLC Management Corp. is a privately-held owner, operator, and manager of shopping centers with a portfolio totaling 19.5 million sqft across 17 states.

### LeasePilot Configuration

#### Solution

Negotiator

#### Assets Onboarded

114

#### Annual Transactions

90 Leases

120 Amendments

## Outcomes

DLC has seen notable, across-the-board reduction in both drafting time and time to deal execution

Time between LOI and first draft sent to tenant

LEASEPILOT  
WORKFLOW

**70%**  
FASTER

LEGACY  
WORKFLOW

Avg. time between LOI and lease execution

LEASEPILOT  
WORKFLOW

**47%**  
FASTER

LEGACY  
WORKFLOW

## LeasePilot

### Why did DLC adopt LeasePilot?

Our initial reason for using LeasePilot was to get to document execution faster. Once we started working with the software and the Customer Success team, we started to realize that LeasePilot offered more than just speed to execution...

### What's the top benefit you've seen so far?

The most quantifiable benefit we've seen is a material reduction in time to lease execution. But we've also seen qualitative benefits related to improved document accuracy and consistency. Those are both things that used to keep me up at night, so it made my life a lot easier knowing that all of our documents are going to achieve a certain standard before I even look at them.

### Is there anything about your experience that's surprised you?

We were skeptical about the timeline for the rollout—it seemed overly ambitious. But your team was able to roll it out as quickly as promised. The Customer Success team was with us every step of the way with weekly calls and updates, even after the initial rollout was complete. At any time, no matter the issue, the team would jump right on it.

### What advice would you give to your industry peers who are considering LeasePilot?

The time they spend reviewing the product will be well spent. I'm not a particularly easy sell—it takes me a long time to get comfortable with people and products—but the more we spoke with the LeasePilot team and the more we learned, the more we were convinced it was the right product for us.



**Basil Donnelly**  
EVP, General Counsel