

# Among all your costs, finding which contracts to optimise

## The Problem

**Thierry Immobilier** is the leading real estate management company in Nantes and Saint-Nazaire for purchase, sale, rental and management projects. Faced with a very competitive market, the firm wanted to differentiate itself by proposing a different approach to its business activities. To bring real added value to its customers, it aimed to :

1. Monitor shared ownership charges in each building and justify their evolution to clients.
2. Optimise its contracts to reduce costs.
3. Proactively suggest potential renovations offering a high return on investment.

## The Results

- Scope: 14,000 properties.
- Optimisations in insurance contracts identified for their clients: €130,000 excl. tax.
- Optimisations in electricity contracts detected for clients across 400 properties: €25,000 excl. tax.



Client **Thierry Immobilier**

Location **France**

Sector **Syndic de copropriétés**

Skills **#Data  
#Cost Efficiency**

**5 000**  
properties under lease  
management

**400**  
Properties optimized  
in electricity contracts  
detected for clients

**14 000**  
Housing and commercial  
units in Nantes & Saint-Nazaire

**130 000€**  
Optimisations in insurance  
contracts identified for their clients



Thanks to this approach, our managers bring real added value to our clients by including in our services an overview of how costs are evolving, together with the ability to make suggestions on how to reduce them. Deepki enables us to offer a concrete, justified vision for our clients assets.

Adelaïde BIGOT  
Innovation Manager



## Solutions



### Data Collection

Thierry Immobilier contacted Deepki to gain a better understanding of its costs and their distribution and to identify which contracts could be optimised to reduce costs for co-owners.

To achieve this, Deepki collected all the existing data on the properties under management (facilities contracts, invoices, asset data etc.) and automated the updating of this data within its Deepki application for quick and easy reading.



### Contract Optimization

**Compares the conditions** of purchase of these services for the different buildings under management.

**Automatically identifies** all the contracts that can be optimised.

**Generates alerts** when contracts to be renegotiated are due for renewal.

**Compares the power** actually used with the power provided in the contract to detect any potential tariff optimisations.



Today, I have a clear, global vision of the charges paid for each building. I know how to detect poorly optimised contracts on a day-to-day basis and I no longer let a renewal go through without renegotiating it when necessary.

François GOMELET  
Shared Ownership Manager



## About Deepki



As early as 2014, Vincent Bryant and Emmanuel Blanchet realised that data-driven ESG strategy would be key to reforming real estate for the good of the planet. Today, leading international corporations and government organizations turn to Deepki to improve their environmental performance at scale.

### We believe that a virtuous real estate is the way forward

Today, Deepki is active in 38+ countries, with offices in Milan, Madrid, London and Berlin, and trusted by organizations such as Generali, Allianz and JLL, as well as the French government.