



CASE STUDY

LEASE ADMINISTRATION

Sevita

ABOUT

Sevita is a leading provider of home and community-based healthcare services across the U.S. With over 800 locations nationwide, they offer a range of support services to individuals with intellectual, developmental, and behavioral health needs. In 2009, Sevita faced growing complexity in managing its diverse real estate portfolio, including leases for commercial properties.

CHALLENGE

Sevita was operating with an outdated lease management system that was no longer supported by the vendor. This presented significant challenges in overseeing their rapidly expanding portfolio, leading to inefficiencies and potential compliance risks. With more than 800 locations across the country, Sevita needed a solution that could provide real-time visibility and effective management of lease data, reduce discrepancies, and streamline communication with landlords and property managers.

PROCESS

Mohr Partners, stepped in to support Sevita with comprehensive lease administration services. The process began with a thorough evaluation of Sevita's existing system, followed by an onsite review to understand their specific operational needs, we collaborated closely with the client to implement new standard operating procedures and a strategic plan, enhancing their lease administration framework.

RESULTS

The partnership with Mohr Partners yielded significant operational and financial benefits for Sevita, including:

- **Cost Savings:** Sevita achieved over \$350,000 in annual savings by optimizing lease terms, correcting discrepancies in previous contracts, conducting thorough CAM reconciliations, and reducing overhead
- **Data Accuracy:** The meticulous lease data re-abstractation and regular audits ensured high data accuracy, reducing errors and enhancing financial reporting.
- **Scalability:** Mohr Partners' approach allowed Sevita to efficiently manage over 800 locations with just a small, dedicated team, providing a cost-effective solution while maintaining a high level of service. Over our 15+ year relationship, Sevita has gone through many acquisitions which Mohr has been able to integrate seamlessly into our processes.
- **Improved Vendor Management:** Active engagement with landlords and property managers resulted in more efficient lease negotiations, dispute resolutions, and smoother transitions for new properties.
- **Efficient Rent Management:** Timely & accurate invoice reviews and rent payments of over \$156M annually with \$0 incurred in late fees or inaccurate payments.