DESIGNING FOR PEOPLE!

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proxyclick
11m
face-to-face business meetings
across the USA
According to McKinsey Digital

45% of the activities individuals are paid to perform can be automated by adapting currently demonstrated technologies. In the U.S., these activities represent about $2 trillion in annual wages.
Take some of the minutiae out of the day-to-day
How do you know what to automate?

Determine your organizational needs

1. Start simple
2. Create an efficiency mindset with your employees
3. Have your board of experts document best practices
4. Pick the right technology partners
The balance of automation and human touch

Why does it work?

1. Humans have a more dynamic set of skills
2. Automation allows us to work smarter
3. We cannot plan for the future while anticipating that the technology climate will stay static
Hudson Yards
Categorize your vendors

1. Tactical
   - Get the best service at the lowest price from them.

2. Strategic
   - Ensure they’re capable of supporting your team on critical initiatives.

3. Partners
   - Gain technical and business insight to help navigate challenges and identify opportunities.
Next steps…

You’ve categorized your vendors. Now what?

1. Ask the hard questions
2. Don’t undervalue your partners
3. Meet them
4. Share ideas and your strategy
5. Choose smaller partners if you don’t want a solution out of the box
Thank you!

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