VISUAL LEASE

Case Study

Industry	Retail
Employees	3,500
Headquarters	Santa Fe Springs, California
Company Type	Private
Website	www.windsorstore.com

WINDSOR

Managing a rapidly expanding footprint and disclosure reporting.

Leases	Lease Type	Standard
350+ Leases	**Real Estate**	**ASC 842**
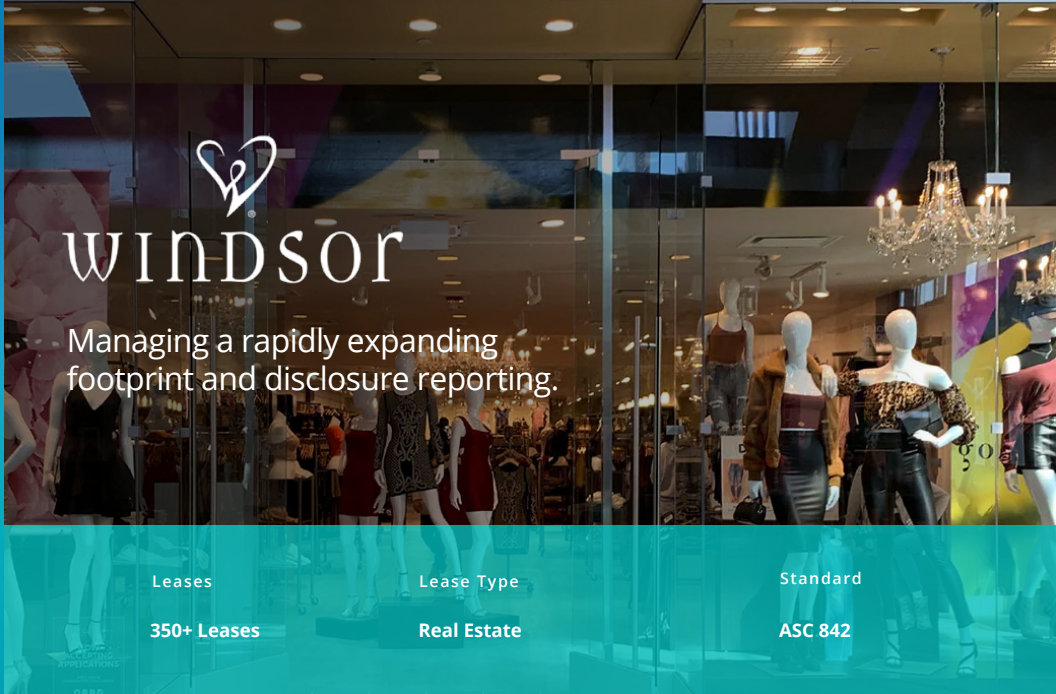
Windsor Fashions is almost 100 years old, but in the last four years it's seen its most tremendous growth yet.

The women's special events fashion and formal wear retailer took advantage of favorable leasing terms during the pandemic and expended its retail footprint, nearly doubling its retail brick and mortar footprint. With just over 350 stores in three countries – the United States, Puerto Rico and Canada – their portfolio was becoming hard to manage through paper and Excel.

The company tasked Controller Christina Lui with finding a software that could not only help them reach compliance, but could organize its leases into a single system of record and make data easier to access.

Lui and her accounting team of three employees found out that their predecessors had purchased LeaseQuery (now FinQuery), but had never implemented the software. When they went to LeaseQuery for help to get started again, they were met with delays and non-answers, so the Windsor team decided to shop for a more accommodating partner. They evaluated Visual Lease and Costar, but found Costar too price prohibitive and complex for their portfolio. On the other hand, Visual Lease specialized in lease accounting, and the team thought the software was intuitive and easy to adopt.

> *We were dealing with literally a file cabinet and an Excel document, and we were digging up amendments in drawers in our filing room, some going back 10 years. The way we managed our lease portfolio was archaic.*

Christina Lui

Controller | **Windsor Fashions**

VISUAL LEASE

> *The intuitiveness of the software and getting everything in one place and electronically organized was a big reason we chose Visual Lease. But we also had great guidance and best practices from the Visual Lease implementation team.*

Christina Lui
Controller | **Windsor Fashions**

VL also connected Windsor with an abstraction vendor. With their small team and over 300 leases to abstract into the system, partnering with Scribcor was important to ensure they were collecting accurate data.

Once all of their leases were abstracted, implementation was quick and easy. Not soon after, the Windsor team got right into monthly and quarterly reporting for compliance.

"Disclosure reports are at a click of a couple buttons," Lui said. "And then you have monthly journal entries as well. It's so simple."

After acing the past two years of financial reporting, Lui's focus is on expanding her team's use of the platform, and getting the real estate team into the software to start using it more proactively. For now, with the help of Visual Lease support and Windsor's dedicated Customer Success Manager, the platform has become a single source of truth for its leasing portfolio.

"The platform is very user friendly and it helps us be able to see everything – especially with the dashboard and lease maps," Lui said. "There's so much more to the system than just the ASC 842 compliance, and we can't wait to get deeper into its functionality."

About Visual Lease (VL)

Visual Lease (VL) is the premier platform for integrated lease management and lease accounting, trusted by enterprises worldwide to navigate complex portfolios with precision and ease. As the centralized system of record for all lease-related financial, operational, and legal data, VL is purpose-built to support every team involved in managing a company's leased and owned assets. Informed by nearly three decades of experience, our platform integrates lease management, lease accounting, and sustainability reporting, enabling organizations to save time, mitigate risks, reduce costs, and support sustainability initiatives. Our award-winning software is used by 1,500+ organizations to manage more than 1 million real estate, equipment, and other leased asset records globally.

For more information, visit **visuallease.com.**