



Contact Us

EMAIL: info@wxnyre.com

PHONE: (212) 414-9309

WX Inc.

380 Lexington Avenue

Suite 1920

New York, NY 10168

WX HOSTS JULIEN BONNEVILLE, POONAM MATHIS and CAMILLE RENSHAW ON “PROPTECH: DISRUPTION OR EVOLUTION?”

WX New York Women Executives in Real Estate (WX) hosted a panel discussion on “PropTech: Disruption or Evolution?” at **The Harvard Club** in **New York City** on **Wednesday, November 7, 2018**. The presentation featured **Julien Bonneville**, Founder/ CEO at **TheGuarantors**, **Poonam Mathis**, Founder/CEO at **StealthForce** and **Camille Renshaw**, Co-Founder/CEO at **B+E**. **Barbara E. Champoux**, Principal at **Champoux Law Group PLLC**, moderated the panel.

The Impacts of PropTech:

The diverse panelists, comprised of the CEOs of three leading PropTech Companies, discussed the challenges, opportunities and leading innovators in the industry, as well as its transformative impact on real estate. Bonneville explained how, in 2014, he saw “a broken system in the marketplace” and thus launched **TheGuarantors**, an InsurTech company that offers security deposit replacement, lease guarantees, renters’ insurance and real estate industries, and helping landlords lower their vacancy rates. Poonam Mathis launched her company **StealthForce**, a global consultant network, providing project-based real estate investment insights and customized consulting on-demand, as she believes this is the next generation of real estate consulting. Mathis noted that there are many opportunities to leverage emerging technology for efficiency and access in this transformative industry. Renshaw saw a need for a tech-driven brokerage and trading platform for net lease real estate and Co-Founded, **B+E** (Brokers + Engineers). The platform helps their clients buy, sell and trade real estate nationwide with user-friendly dashboards and real-time predictive pricing.

The Future of PropTech:

The three panelists explored new business models; emerging applications and ramifications; the role of blockchain; and the impact of AI, virtual reality, and other technologies on traditional CRE. PropTech has become easier and more desirable for the end-user in the ever-changing digital landscape of real estate. Renshaw believes that blockchain will change the speed at which real estate deals get done.

About the Speakers:

Julien Bonneville, Founder/CEO, TheGuarantors

Julien has extensive experience in business strategy and management. He has worked at top consultancies, including **IMS Consulting Group** and **McKinsey & Company**, and was a Founding Partner of **Sanisphere**, a provider of consulting and market intelligence. He is the founder and CEO of **The**

Guarantors, an InsurTech startup that offers innovative solutions for the real estate rental market. The Guarantors' three products, lease guarantee, security deposit replacement, and renters' insurance compliance, help reduce inefficiencies in the apartment rental process, drive lower vacancy rates, and reduce move-in costs. Julien earned an M.Sc. from ESSEC Business School and an MBA from Columbia University.

Poonam Mathis, Founder/CEO, Stealthforce

After nearly 15 years in real estate development and private equity, Poonam launched StealthForce (the gig economy of real estate) to solve the inefficiency in resourcing for real estate investment insights and human capital. StealthForce provides project-based investment talent, insights, and third-party reports, worldwide and on-demand. Having worked with small local developers as well as international multi-billion dollar investors, and having led asset management efforts around the globe, she recognized a universal need. Drawing on experience as the 13th employee at The Gerson Lehrman Group (the first expert network, focused on public investors, now valued at over a billion dollars), as well as over a decade in real estate development and investing, she launched StealthForce as the real estate investment industry's answer to the Gig Economy. A Harvard undergraduate and Wharton MBA, she was previously Global Deputy to the Head of Real Estate Asset Management for Partners Group, a \$40 billion global private equity fund. She has been seen in The New York Times, Inc. Magazine, Harvard Business Review, Commercial Observer, Exame Brasil and more, and is also an author who has published four books in five languages which have been printed worldwide.

Camille Renshaw, Co-Founder/ CEO, B+E

Camille Renshaw is CEO and CoFounder of B+E, the first tech-driven brokerage and trading platform for net lease real estate. Previously she was Head of Sales for Ten-X, a Google Capital company and leading online marketplace for commercial real estate that includes products like Auction.com. Prior to Ten-X, she founded the Stan Johnson Company's New York office. She has closed over \$30B in transaction volume, \$5B in the last year alone.

Camille originally entered commercial real estate as an owner, after founding Dyzco Technologies and successfully selling it to American Financial Services Corp. She is a serial entrepreneur who serves as CEO and Partner at RenshawCo, a venture capital firm that invests in both real estate and FinTech companies. Camille serves as Corporate Board Member and Advisor to multiple tech companies, including Space in the Raw, CapWay, HeyCharlotte, and SRE Properties, and she is an Advisor to DreamIt's UrbanTech Accelerator.

Camille has established herself as an industry leader, making frequent speaking appearances, authoring articles and being quoted extensively by a number of leading publications, including Wired, The New Yorker, WSJ, and GlobeSt.com. In 2018, she was named one of the "Best Bosses in CRE" by Real Estate Forum and nicknamed "The Catalyst." She was recognized in "NYC's 15 Women to Watch in Real Estate" by Sokol Media. She is currently a 2018 Executive in Residence at NYU Stern School of Business.

About the Moderator:

Barbara E. Champoux, Principal, Champoux Law Group PLLC

Barbara is a former AmLaw 100 firm partner and pragmatic business advisor leading complex, high stakes, commercial transactions, representing public and private companies, REITs, sponsors, funds, investors, financial institutions and nonprofits. She serves as de facto outside general counsel and strategic business advisor, widely recognized as an effective troubleshooter and creative problem-solver.

Barbara's experience includes: advising clients on all types of commercial real estate, finance, investment and business transactions, as well as related corporate and operational matters, for clients

in a wide range of industries. She also counsels entrepreneurial clients on diversification, expansion, credit enhancement, and joint venture/strategic alliance work. Barbara structures ownership, joint venture, strategic partnership and investment vehicles. She specializes in portfolio and trophy assets of all classes and types, including their acquisitions, dispositions, financings, equity infusion and management. A frequent speaker and author on a broad range of CRE and professional development topics, she has also been recognized by St. Francis Food Pantries and Shelters, as a Woman of Valor, among other awards.

About WX New York Women Executives in Real Estate

WX New York Women Executives in Real Estate is an association of executive-level women actively engaged in the commercial real estate industry in New York. The mission of WX is to promote the advancement of women in commercial real estate; to enhance public perception about the role of women in the industry; and to promote the highest standards of professionalism, ethics and integrity in the field. Through educational seminars, breakfasts with industry leaders, mentoring programs, scholarships, and special events, WX provides members with a forum for visibility and exchange, spotlights the accomplishments of individual women in the industry, and paves the way for the next generation of women in the field. For more information, please visit www.wxnyre.com.