



LUMENCY

Evaluation Process Timing

February 2024

Our Workback Calendar

Approach for Detailed and Comprehensive Evaluations

Key Process Milestones		Responsibility	Timing
ACQUIRE	Proposal / Contract Shared with Lumency	Client	WEEK 1
ALIGN*	Valuation Kick-off Meeting: Prepare / Clarify*	Lumency + Client	
ACQUIRE	Research, Data Collection, Validation, Benchmarking & Modeling	Lumency	
REFINE	Lumency Table Read / Internal Review	Lumency	WEEK 2
ALIGN*	Alignment Workshop / Data Party*	Lumency + Client	
DEFINE	Deliverable Creation: Analysis, POV, Asset Optimization, Deal Structure & Negotiation Strategy	Lumency	
REFINE	Data and Deliverable QC / Validation	Lumency	WEEK 3
REFINE	Lumency Table Read / Internal Review	Lumency	
ALIGN	Final Presentation / Report Delivery	Lumency + Client	

ONGOING COMMUNICATION

PROPERTY ENGAGEMENT

2 *Note: Requisite step in process to move ahead and adhere to delivery timelines; fast-tracked delivery possible

Looking for more value from your sponsorship investments?

We can help.

Joywyn Daniel

Director, Analytics and Insights
joywyn.daniel@lumency.co

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