

# Toshiba America Business Solutions and Toshiba Global Commerce Solutions

How two of Toshiba’s biggest operating companies have managed their global lease portfolio with minimal resources.

INDUSTRY	MANUFACTURING
EMPLOYEES	4,500
REVENUE	2 BILLION
HEADQUARTERS	CALIFORNIA & NORTH CAROLINA
AUDITOR	PWC
COMPANY TYPE	PUBLIC
LEASES	1,500+
LEASE TYPE	REAL ESTATE, EQUIPMENT, VEHICLE
ACCOUNTING STANDARD	ASC 842





## Introduction

Toshiba’s global real estate team, led by Director & Head of Global Real Estate Lee Ebaugh, manages 1,500+ real estate leases across two major business divisions. Before Visual Lease, lease information lived in spreadsheets, paper files, and scattered folders, resulting in slow processes, limited visibility, and too much dependency on institutional knowledge.

Visual Lease now serves as Toshiba’s single source of truth, powering fast answers, confident decision-making, and a more strategic real estate operation.

## The Challenge

Before Visual Lease, Toshiba struggled with:

-  **Fragmented, inconsistent data** across spreadsheets and shared drives
-  **Time-consuming searches** for documents and clauses
-  **Limited access** for finance, legal, and operations teams
-  **Difficulty supporting** ongoing lease transactions and renewals



*There wasn’t any one location where we could get it... we spent a lot of time trying to figure out answers, trying to find documents, and that was way too time-consuming.*



### Lee Ebaugh

Director & Head of Global Real Estate  
Toshiba

## The Solution

One of Ebaugh's first initiatives was implementing a proper lease administration system. Visual Lease became the foundation for Toshiba's modernized real estate operations.

With Visual Lease, Toshiba now has:



**A centralized "file cabinet"** for all lease documents



**A searchable, reliable database** of landlord info, terms, clauses, and critical dates



**A platform** that supports daily operational questions and real estate transactions



*Visual Lease is really that one source of data. Anything we need for a lease, we keep in Visual Lease.*



**Lee Ebaugh**

Director & Head of Global  
Real Estate  
Toshiba



## Daily Impact

### Centralized reporting & document access

Teams quickly pull answers without digging through email or folders.

### Clause-level visibility

Users drill directly into lease clauses, reducing repetitive inquiries.

### Self-service access

Finance and operations teams use read-only access to get what they need—freeing real estate for higher-value work.

# Results

By adopting Visual Lease, Toshiba has achieved:



**Significant time savings** from reduced manual searching



**Better accuracy** through consistent data standards and QA reviews



**Stronger cross-functional collaboration** with finance, legal, and operations



**Improved responsiveness** to daily business questions



**More time for strategic work** such as renewals and transaction planning



*If you add up all the salaries of the team, and all of that amount of money that you're spending on that versus using Visual Lease... Visual Lease is always going to be much less than that amount of time that your team is spending.*



**Lee Ebaugh**

Director & Head of Global Real Estate  
Toshiba

## Why Visual Lease Works for Toshiba



**Intuitive, user-friendly workflows** suitable for non-experts



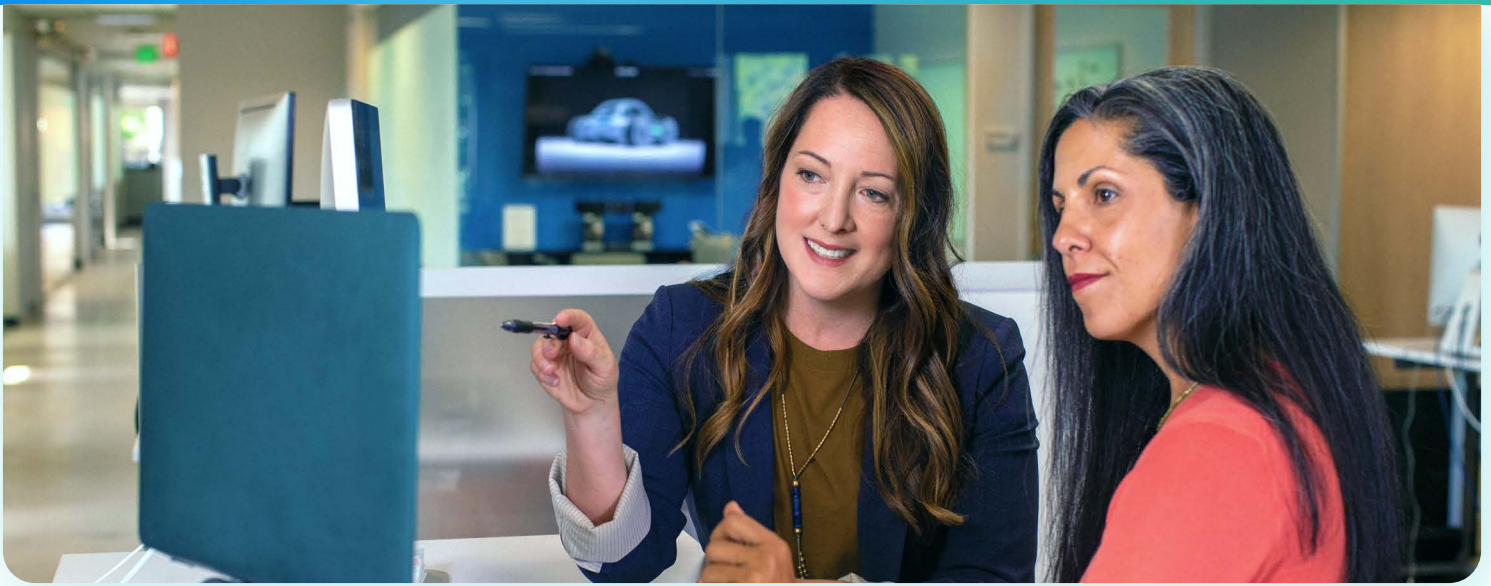
**Reliable source of truth** for decision-making



**Robust search and reporting capabilities**



**Flexible structure** for multiple operating companies and legal entities



## Looking Ahead: Visual Lease + CoStar Data

Future integration with CoStar will give Toshiba:

- ✓ Market **benchmarking** aligned directly with their portfolio
- ✓ Greater **independence** from broker-provided data
- ✓ More informed, data-driven **decisions**



*To be able to have that information from CoStar directly aligned with our leases, it's going to be great.*



**Lee Ebaugh**

Director & Head of Global Real Estate  
Toshiba

## Conclusion

Ebaugh and his team used Visual Lease to transform Toshiba's real estate operations from manual and fragmented to centralized, efficient, and strategic. With accurate data, streamlined processes, and broader business access, the team can make faster, smarter decisions while being supported by a platform built for growth.