



CUSTOMER STORY · COMMERCIAL REAL ESTATE

Two hours of lease review, done in 17 minutes.

How Real Capital Solutions turned manual lease and document review into citation-backed AI output — putting its team in a decision-making stance instead of a data-hunting one.

COMPANY

Real Capital Solutions

INDUSTRY

Commercial real estate · \$2.8B AUM

USE CASE

Lease abstraction & document review

CONTACT

Aaron Ingram, Dir. of Business Systems

85%

Less time per internal review

2hr → 17min

Per internal lease review

Minutes

To a clause-cited answer

"Kolena's AI allows us to be more in a decision-making stance instead of spending half our life finding data."

Aaron Ingram

Director of Business Systems · Real Capital Solutions

THE CHALLENGE

Analysts spent more time finding data than using it.

Real Capital Solutions reviews leases, operating agreements, and deal documents across a \$2.8B portfolio. By hand, a single internal review ran **two hours** — analysts scanning long documents for the provisions that actually drive a decision. Across an active pipeline, that time compounded and pulled the team away from analysis.

Upload the documents. Get clause-cited answers.

- **Surfaces the provisions that matter** and returns answers with citations back to the source text.
- **Cut review time from 2 hours to 17 minutes** per internal review — roughly an 85% reduction.
- **Stands up a proof of concept fast** — "I can build an operating-agreement POC in a 10-minute intro meeting and show them the output."

THE RESULT

BEFORE

2 hours per review, hunting through documents for the deciding clauses.



WITH KOLENA

17 minutes to a clause-cited answer — the team makes decisions instead of finding data.

"Lightweight, accurate, and fun."

Aaron Ingram

Director of Business Systems · Real Capital Solutions

See it on your documents.

Bring your messiest review workflow to a 20-minute demo. We'll run it live.

[Book a demo →](#)