FlexProperty Introduction





This is Yavica

- ► Consulting firm for clients in the real estate space
- ► Enabling real estate organizations to achieve more using Microsoft Technology
- ► Client offerings include:
 - ► Real Estate software powered by Microsoft
 - ► Business transformation
 - ► System integration and implementation
 - ► Change management & consulting
 - ► Managed services & support



Our Mission To enable businesses in the Real Estate Industry to achieve more through Microsoft technology

Utilizing **Dynamics 365** within the Real Estate Industry, Yavica works continuously to extend the standard Microsoft applications to be a Real Estate focused business solution. Through the use of Yavica software and best practices, our clients get the best of two worlds – A world class business solution platform from Microsoft with best of breed industry functionality supplied by Yavica.



YAVICA
FLEXPROPERTY
FOR REAL ESTATE



YAVICA
PORTFOLIO MAPPING /
COMPANY GROUPING



YAVICA MASTER DATA MANAGEMENT



YAVICA FINANCIAL CONSOLIDATION



YAVICA LOAN MANAGEMENT



Key facts and figures

50 Microsoft professionals focused on real estate Legacies from CGI, PwC, Microsoft, SAP & Yardi



End-to-end services

3 ISV solutions*

*1 released - 2 to be released in 2019

10 Nationalities

Supporting 40+ Clients 250+ years of combined Dynamics experience

Team
experience
from building
10 ISV solutions

8 Strategic partnerships



FlexProperty

Dynamics 365 for Real Estate

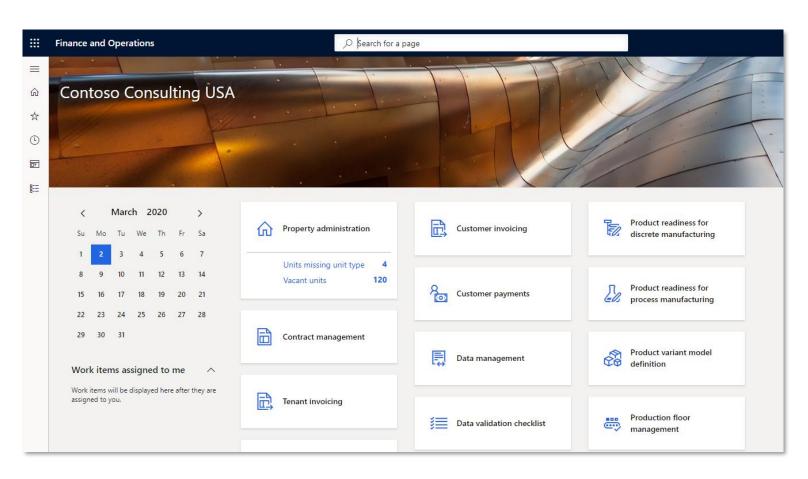


FlexProperty Solution Overview



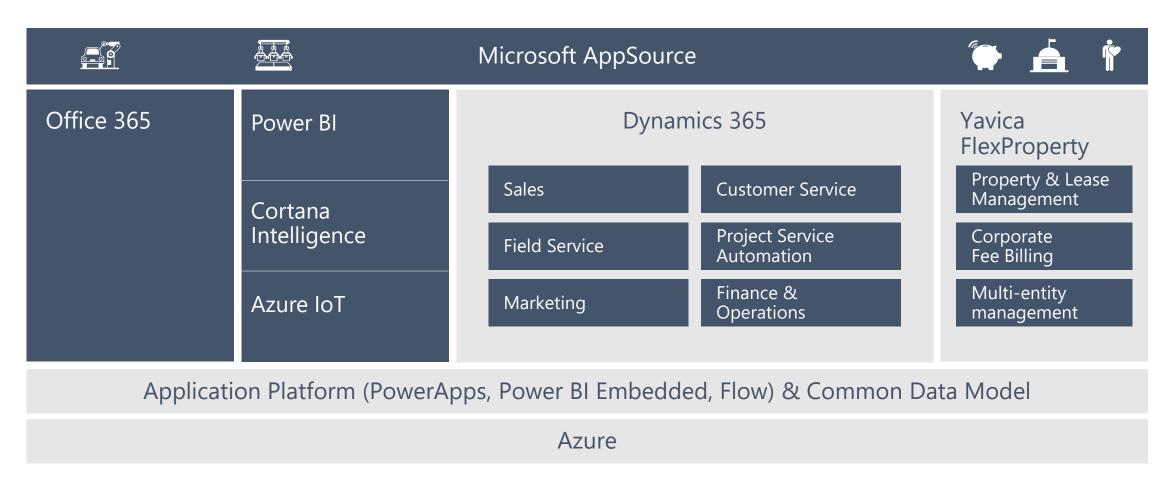
FlexProperty – Property & Contract management

- Real estate module developed, owned and maintained by Yavica
- ▶ 15 year product history
- > 60 implementations globally
- Fully embedded in Dynamics
- Certified and available on Microsoft AppSource





Microsoft intelligent business cloud Enhanced for Real Estate by FlexProperty





End-to-end Real Estate with Microsoft Dynamics

Real Estate Business Value Chain

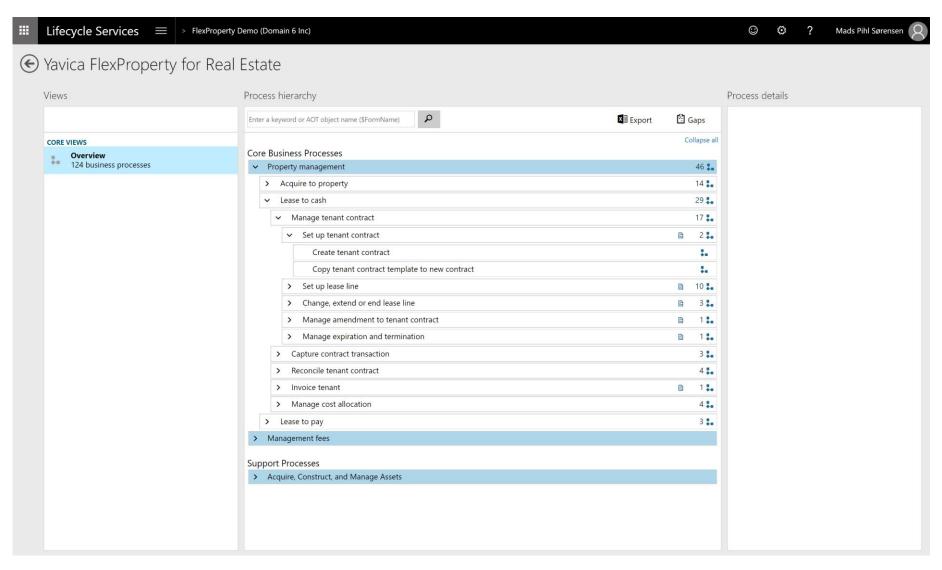
Long Term Portfolio Optimization	Acquisition & Construction	Marketing & Sales	Property Management	Settlement	Customer & Facility Service	Short Term Portfolio Optimization
Strategic Planning	Procurement	Market Analysis	Object / Area Management	Energy and Utility Consumption	Maintenance	Risk Management
Due Diligence & Acquisition	Construction Management	Marketing	Partner Management	Billing	General Service	Plan Initiatives
Business Planning	Work Management	Deal Capture	Contract Management	Credit Management	Call Center	
				Controlling		
Pre-Investment Phase	Decision Phase	I Development Phase		I Operations Phase		I Divestment Phase
Microsoft Dynamics 365 – Sales & Marketing					Microsoft Dynamics 365 –	- Customer & Field Service
		Microsoft Dynamics 36	5 – Finance & Operations +	- YAVICA FlexProperty		
	Micro	osoft Business Intelligence S	uite – Cortana Analytics (M	S – SQL , SSRS, SSAS, Power	BI, etc.)	

Microsoft Dynamics – Property Management FlexProperty

Land & Buildings	Units & Areas		Lease Contracts		Fee Contracts		
Land, lots, building rights	Leasable units & areas	Leasing Process	Indexation	Dates & expirations	Automated fee calculation	External partners	
Buildings/ Properties	Parking spaces	Tenant contracts	Cost allocation	Alerts and warnings	Any data in Dynamics as fee basis	Intercompan y fee contracts	
Meter Management	Common Areas	Landlord contracts	Service Charges	One-off fees	External data can form the fee basis	Manage expirations	
Facilities & Equipment	Key management	Flexible charge management	Retail rent	Lease and break options	Flexible reporting periods	Recurring and one-off charges	
		Step Rent	Utility billing	Deposits and guarantees	Flexible billing periods		

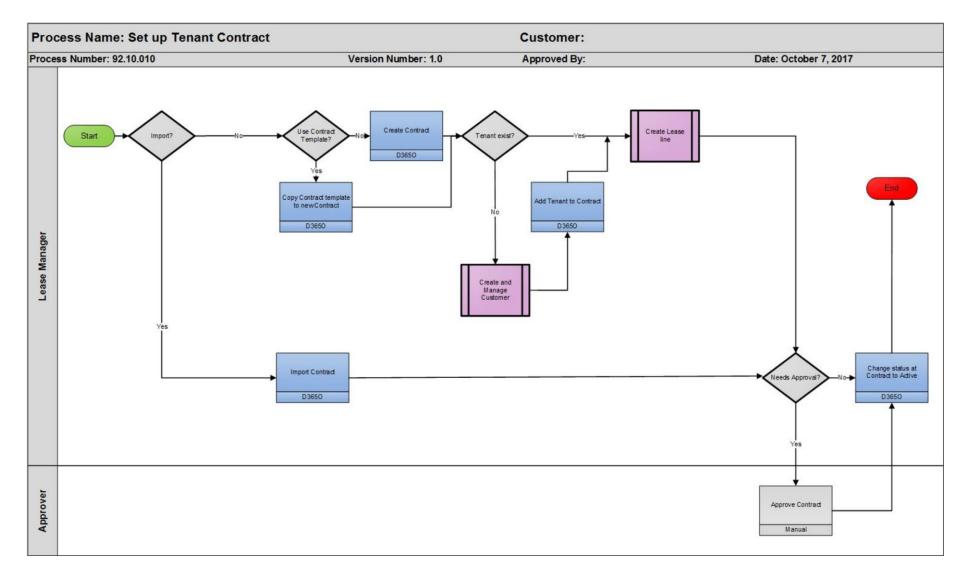


Standardized industry process library



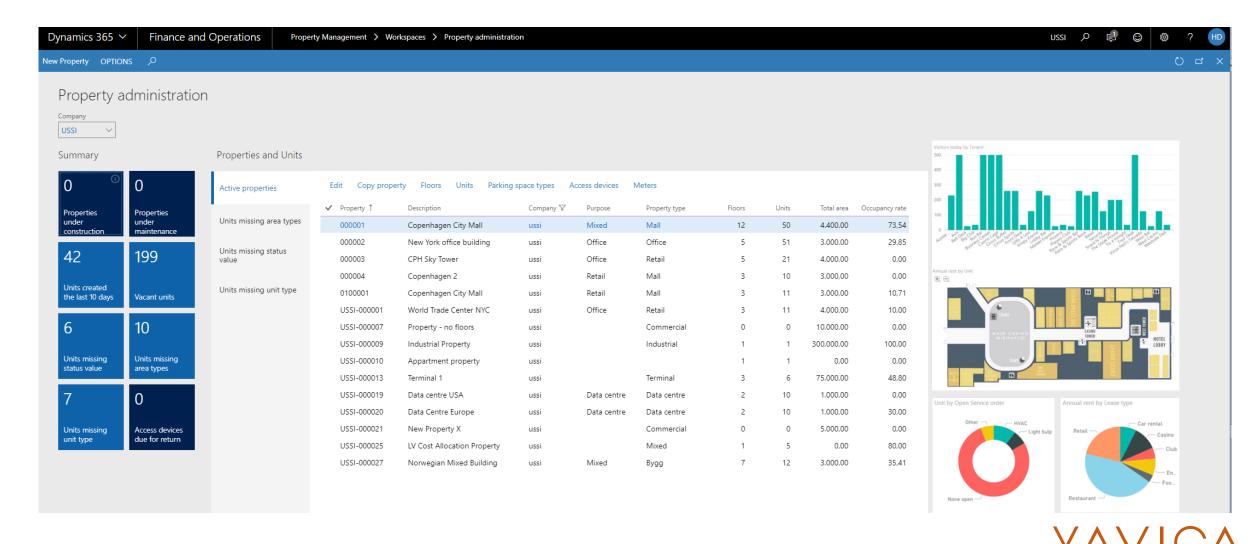


Standardized process (example)





User friendly workspaces

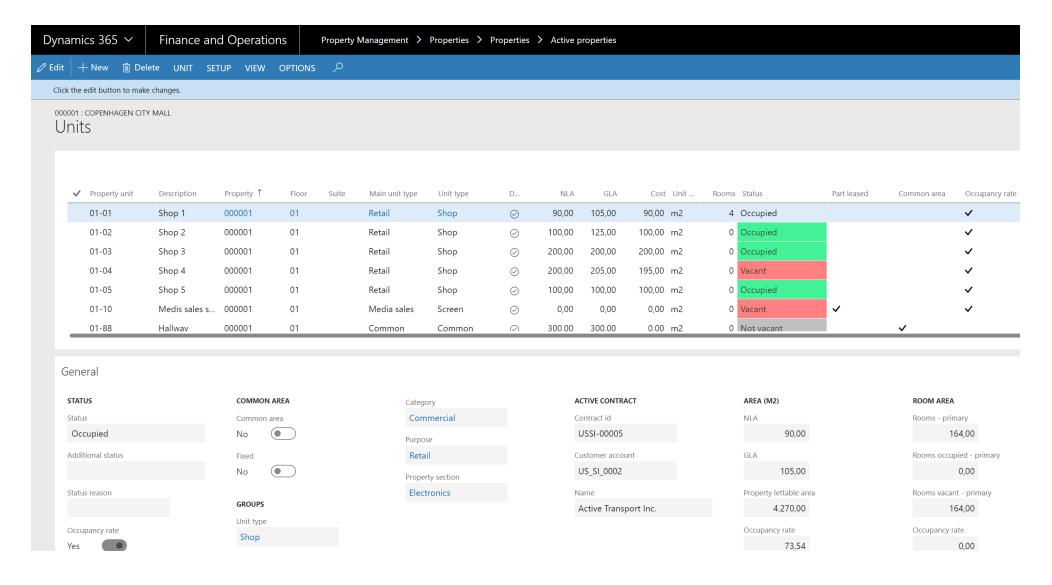


Fully embedded in Dynamics

Dynamics 365 ∨	Finance and Operations				
Consolidations					
Cost accounting	■ Workspaces	> Tenant contracts (all company accounts)	All access devices	▲ Price adjustment	▶ Retail setup
Cost management		Non tenant contracts	Access devices in use	Lease line adjustment	Document policy setup
Credit and collections	R Tenant Information		Access devices due for return	Lease line adjustment journals assigned	
Demo data	Tenane information	▶ Fee contracts	Access devices	to me	Cost allocation setup
Expense management		▶ Landlord contracts	▲ Inquiries and reports	Trade agreement journals	Fee billing setup
Fixed assets	Property	Landlord contracts (all company accounts)	Rent roll (all companies)	Discount adjustment journal	Access and parking setup
Fleet management	administration		Customers with contracts	Percentage rent prepayment calculation	V Access and parking setup
General ledger		▲ Invoice proposal journals	Jobs	Update invoice calendar	Service management setup
Human resources		Invoice proposals (sales orders)	Damages	All companies	▶ Insurance setup
Inventory management	Tenant invoicing	Landlord invoice proposals (purchase orders, current company)	Insurances	·	Damage setup
Master planning		My unapproved invoice proposals	View final reconciliation calendars	▶ Reconciliation	
Organization administration			(percentage rent)	Cost allocation	Forecast setup
Payroll	Contract management	■ Expense reconciliation journals	View properties and units	▶ Lease line import	▶ Template setup
Procurement and sourcing Product information	Contract management	Expense reconciliation	View contracts and lease lines		
management		Pro forma reconciliation	Access and parking	Properties and contracts	
Production control	▲ Properties	Reconciliation journals assigned to me	V Access and parking	Business Intelligence	
Project management and	D Properties	Direct recharge - multiple tenants	Business Intelligence	D Tax exempt	
accounting	Properties (all company accounts)	Expense reconciliation budget	Property report	·	
Property Management		■ Fee billing journals	N. Rees data assessed	▲ Setup	
Questionnaire	▲ Contracts	Calculated fee journal	Base data reports	Property Management parameters	
Retail	▲ Tenant contracts	Calculated fee journal - Invoice marked	Contract reports	Property Management workflows	
Sales and marketing	Active contracts *	▲ Percentage rent journals	■ Periodic tasks	▶ Reason code setup	
Service management System administration	My contracts	Percentage rent reconciliation	Tenant sales	▶ General ledger setup	
Tax	Due this month	Final percentage rent reconciliation	Data import	· .	
Time and attendance	Opportunity contracts		Lease Revenue Forecast	Property setup	
Transportation management	All contracts	▲ Access devices		D Contract setup	
nansportation management					



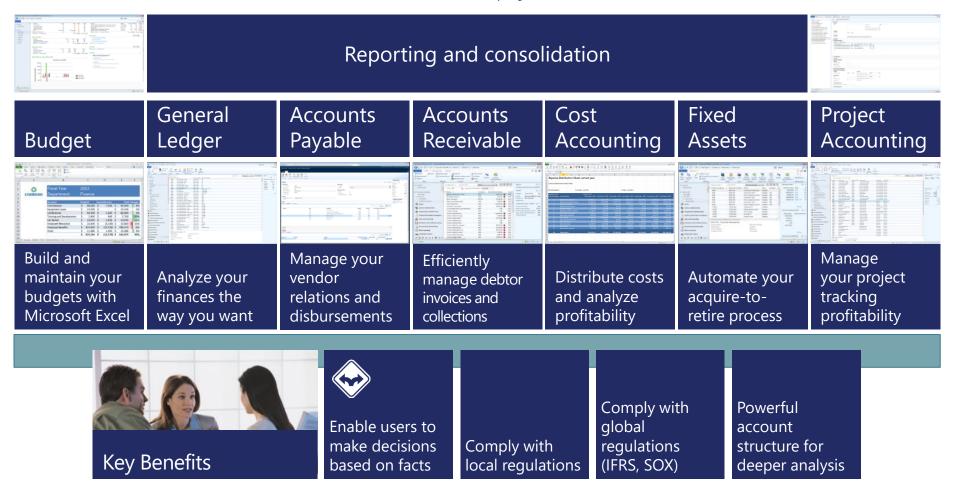
All master data in one solution





Financials

Make decisions based on facts and comply





Internal Controls & Business Process Tools



Automate Corporate Compliance and Business Processes

- Organisational Frameworks and hierarchies
- Includes approval, delegation and escalation



Configurable Alerts

- Track key events and expense policy violations
- Client, role centre and e-mail notification



Extensive Audit Trails – Track Access Controls & Changes

- "Who changed what and when"
- "Who can access what"



Integrated Task Recorder & Business Process Modeller

- Record & document business processes and critical controls
- Map to online business process models (LCS)

ENRICHED VISIBILITY

Compliance status & activities

BETTER CONSISTENCY

Complying with corporate policies

GREATER CONTROL

• Easily track and manage compliance

BETTER SEGREGATION OF DUTIES

To comply with regulations

LOWER COST OF COMPLIANCE

Streamlined/automated processes

IMPROVED GOVERNANCE

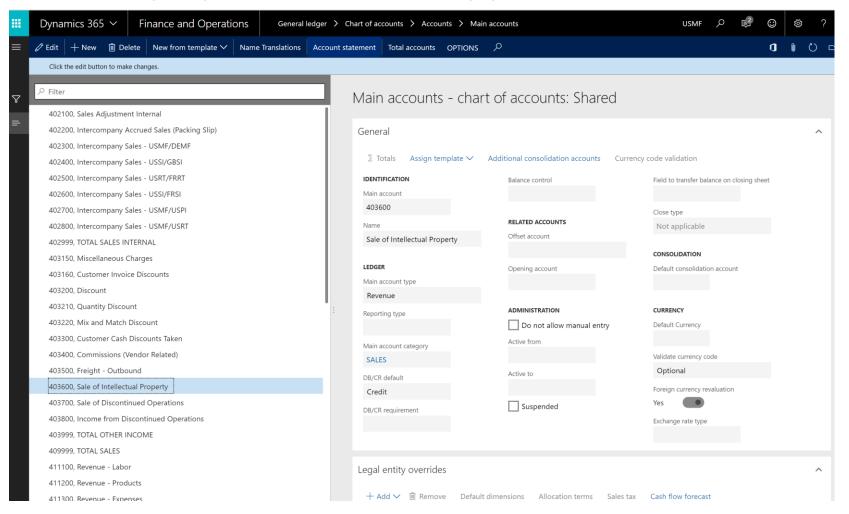
• Tracking internal controls

FACILITATED KNOWLEDGE MANAGEMENT

 Captured processes for training and readiness documentation

General Ledger

Analyze your finances the way you want

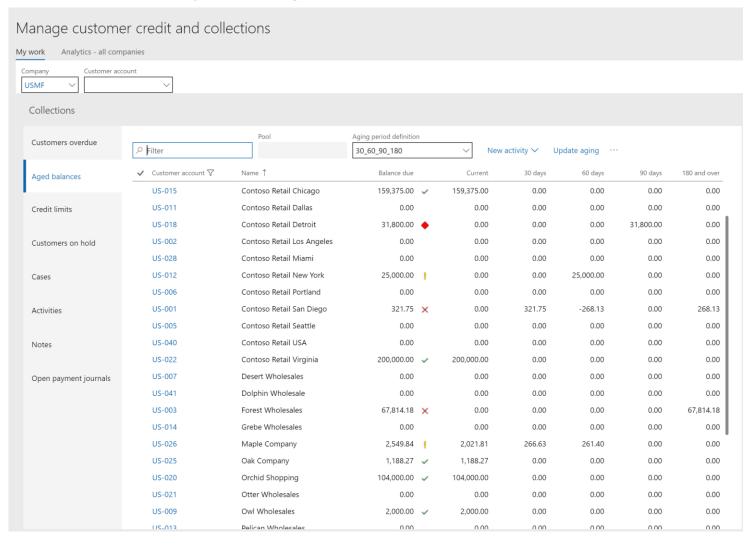


- ► Intra-unit accounting
- Unlimited dimensions
- Measure economic performance across departments.
- Create alternative reporting hierarchies
- Transfer encumbrances and related budget reservations across fiscal years
- Establish accounting rules
- Distribute transactions across accounts and dimensions by %, amount or quantity
- ► Effectively manage cash flow.
- ► Import from external systems



Accounts Receivable

Efficiently manage debtor invoices and collections

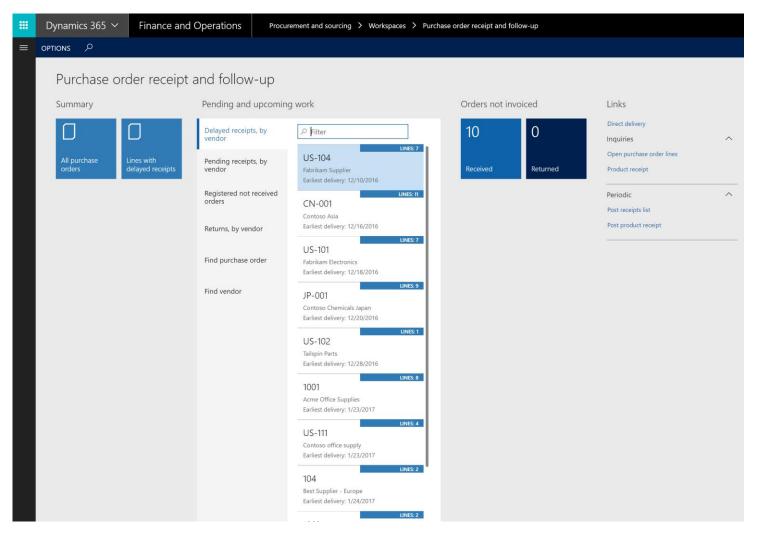


- ► **Free text invoicing**, including templates for recurring invoices
- ▶ Distribute line amounts across multiple dimensions
- Invoice services on demand or schedule
- Support settlements in a pooled cash set-up
- Use collection dashboard as a workbench for central receivable management.
- ▶ Manage debtor credit & define collection process.
- Prepare interest letters and apply interest, late charges and other fees
- Use case management to monitor and track collections closely.
- Perform write-offs and reimbursements



Accounts Payable

Manage your vendor relations and disturbments

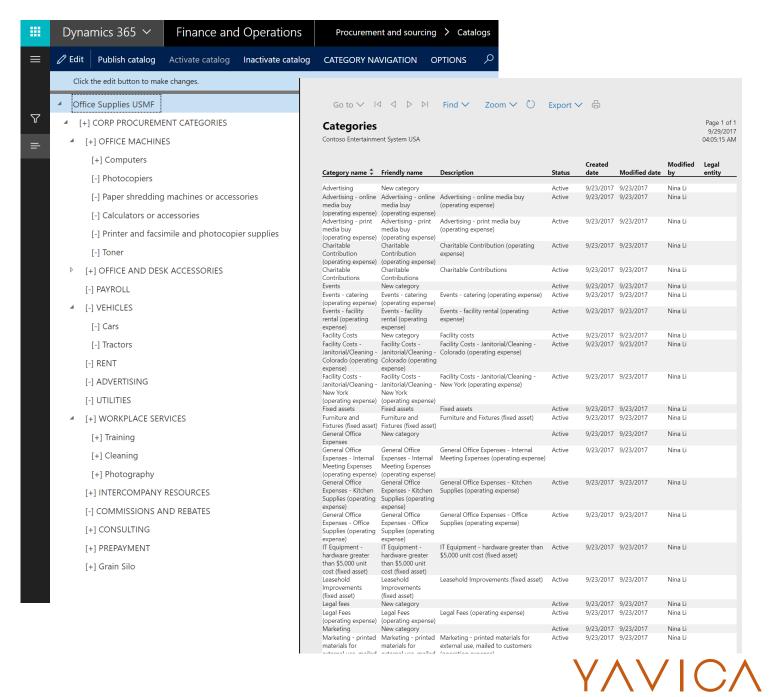


- Invoice register with pool or Invoice Journal (non-PO)
- ► Enter and post invoices for recurring expenses
- Define invoice matching policies for the organisation.
- Three-way invoice-matching based on purchase order, product receipt, or invoice.
- Matching variance approval process.
- Manage vendor status (active, on hold).
- Budget check during invoicing process.
- Collaborative process allowing vendors to directly enter their invoices.



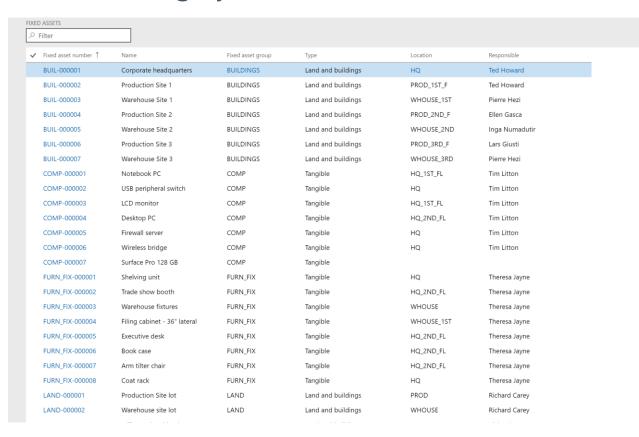
Procurement

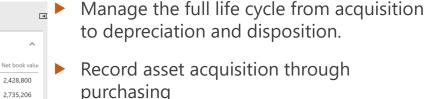
- Budgetary control throughout process
- Commitment accounting
- Supporting workflows
- Change Orders
- 2-way and 3-way matching
- Category & Catalogue management
- Employee & Supplier self-service for goods and services
- Buy Centre functionality
- Supplier identification
- eProcurement
 - Vendor Registration
 - ► RFQ with links & responses
 - Evaluation and Ratings
- Contracts and blanket pricing agreements



Fixed Assets

Manage your vendor relations and disturbments





Net book value

2,428,800

2.735.206

2,836,363

2,640,000

Refresh

Depreciation

-571,200

-264,793

-163,636

-360.000

Refresh

3,000,000

3,000,000

200 SLLR

FED

STATE

T_200_SLLR

Depreciation

200 SLLR

FED

STATE

T_200_SLLR

Acquisitions

FED

Generate & edit depreciation proposals

Manage accounting of assets for tax preparation.

Forecast using fixed assets budgets and supporting workflow

Transfer assets from one financial dimension to another

Split an asset into another or kit through parent-child relationships

Help verify legal and regulatory compliance.

Track non-transactional data



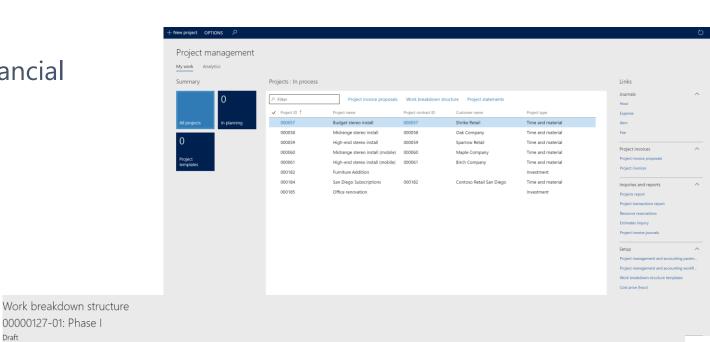
Project Accounting

End-to-End Project Management & Financial Visibility

00000127-01: Phase

Schedule planning Estimated costs and revenue

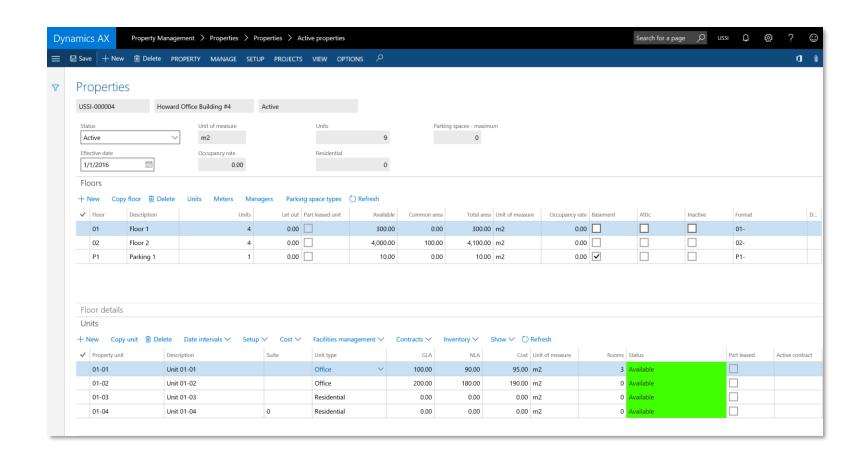
- Manage project quotations
- 8M, Fixed-Price, Investment, Cost, Internal & Time projects
- Manage costs & planning using project hierarchies
- Flexible WBS: Track project & costs via phases, activities & tasks
- Monitor profitability with revenue recognition.
- Monitor & control through categories (costing)
- Complex billing scenarios: T&M, Milestone or Per-unit based
- Multiple contract funding sources & limits management
- Real-time supply chain, financials & fixed assets integration
- Intercompany proforma invoices for project costs
- Graphical intercompany resource scheduling & task allocation
- Define project role types and project teams
- Skill & availability driven project assignment
- Project Accounting BI Cube: Analytics & KPIs
- Manage projects via Web Portal (EP)
- Mobile tablet/phone apps: approvals, timesheets & expenses



	WBS ID	Task	Transaction type	Description	Category	Role	Quantity	Unit cost price	Unit sales price	Total cost price	Total sales price
~		00000127-01								1,424,462.40	2,374,104.00
~	1	General Conditions								34,848.00	58,080.00
~	1.1	Receive notice to proceed and sig								4,320.00	7,200.00
			Hour	G.C. General Management	G.C. General		24	180.00	300.00	4,320.00	7,200.00
>	1.2	Submit bond and insurance docu								3,600.00	6,000.00
~	1.3 Prepare and submit project sched								3,600.00	6,000.00	
			Hour	G.C. General Management	G.C. General		20	180.00	300.00	3,600.00	6,000.00
>	1.4	Prepare and submit schedule of va								3,168.00	5,280.00
1.5 Obtain building permits	Obtain building permits								5,760.00	9,600.00	
			Hour	G.C. General Management	G.C. General		32	180.00	300.00	5,760.00	9,600.00
>	1.6	Submit preliminary shop drawings								14,400.00	24,000.00
>	1.7	Submit monthly requests for pay								0.00	0.00
>	2	Long Lead Procurement								172,800.00	288,000.00
>	3	Mobilize on Site								18,000.00	30,000.00

Manage properties

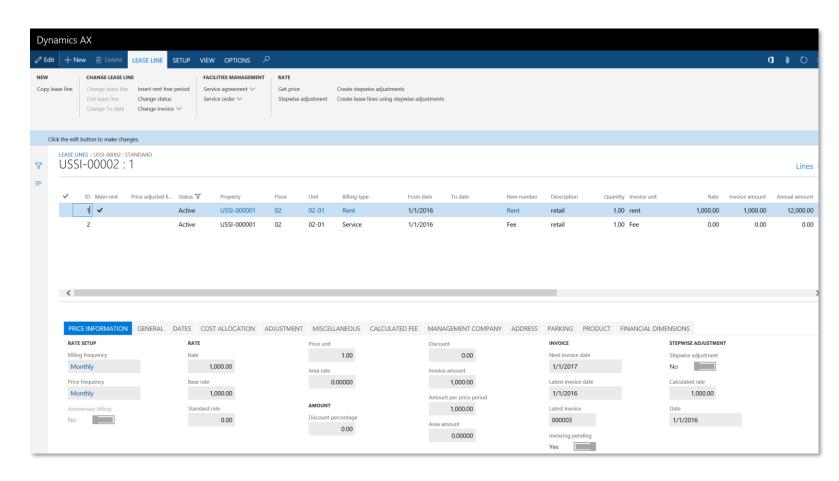
- Property details
- Purposes
- Types
- Standard setup copied to contracts
- Contact persons
- Etc.





Manage contracts

- Lease lines based on lease types
- ▶ With or without units
- ▶ Details for invoicing
- Standardized prices or specific price on lease
- ► Total price or price per area
- ► Multiple languages and currencies

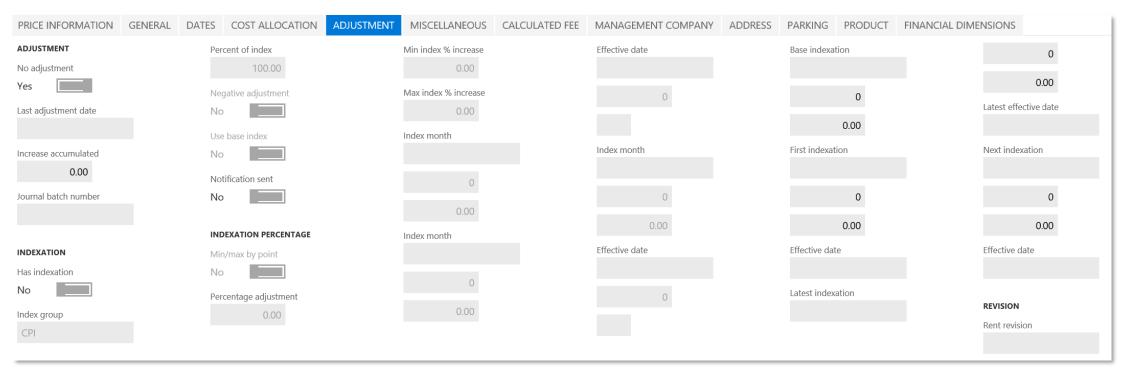




Indexation and price adjustments

- ► Individual setup on each contract line
- ► Indexation based on indices

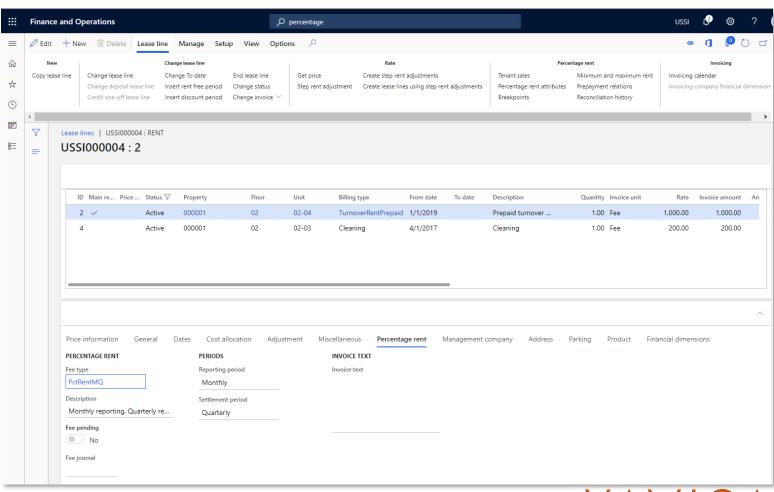
- ► Manual price adjustment of single contracts
- ► Manual price adjustment for multiple contracts (i.e. Cable tv price increase)





Percentage rent

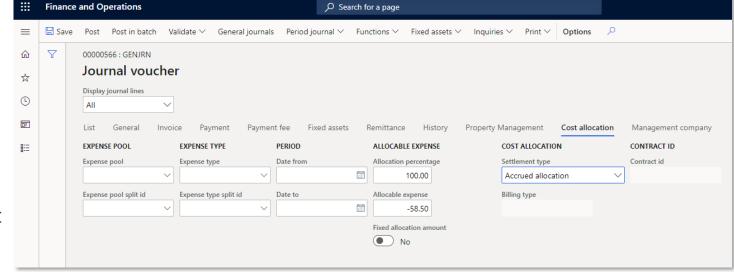
- Percentage rent
- ► Max/min rent
- ► Breakpoints and percentages by period
- ► Multiple product categories
- Preliminary and audited figures reporting
- ► Flexible definition of reporting and reconciliation periods





Service charges and cost allocation

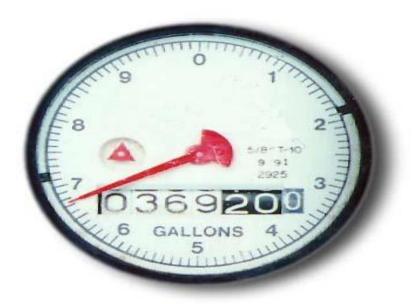
- Setup of different cost pools for different purposes
- ► Multiple cost pools/allocation per property
- ► On account payments and settlement
- ► Direct re-charging of single invoices
- ► Automatic setup of allocation option to adjust
- Option to set fixed prices and/or add mark-up





Consumption charges and meters

- ► Set up main and sub meters for
- Electricity
- Heating
- Water
- ► Handles on-account billing and automatic settlement billing based on reported meter readings
- ► Reports to tenants of consumption
- Allows for tracking of consumption by tenant, property,
 company, fund for environmental controlling and reporting

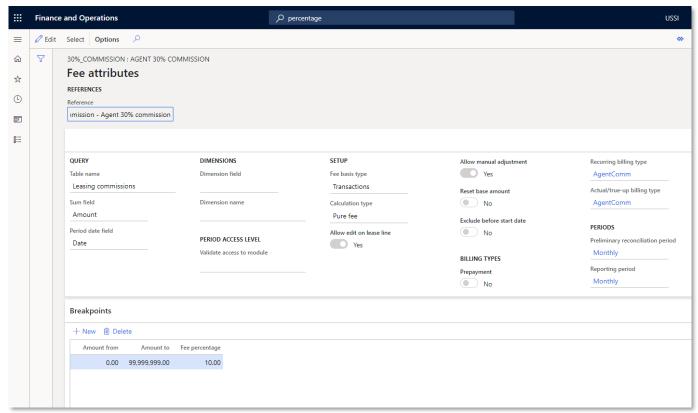




Automated fee billing

(Management fees, franchises, commissions)

- ▶ Define rules for calculated fees
- ► Setup percentage breakpoints
- Query any table in AX for fee basis (e.g. projects, cash receipts, revenue)
- Automated fee calculation and billing
- ► Automated intercompany posting
- ► Full audit trail and history





Facility Management & Field Service (D365CE)

Field service planning

- ► Advanced Dispatch and Scheduling
- Multi-dimensional, dynamic scheduling tools to manage individuals, teams, and assets
- Access documentation, knowledge bases, and enterprise social resources

Mobile support – IOS, Windows, Android

- ► Route optimization
- Schedule and calendar views
- ► Social and team collaboration
- ► CRM/Upsell support







Portals (D365CE)

Tenant portal

- ▶ View account and lease information, detailed installed base and entitlements, create service requests and work orders, track status details, appointment windows and expected delivery times
- Access documentation, knowledge bases, and enterprise social resources

Partner portal

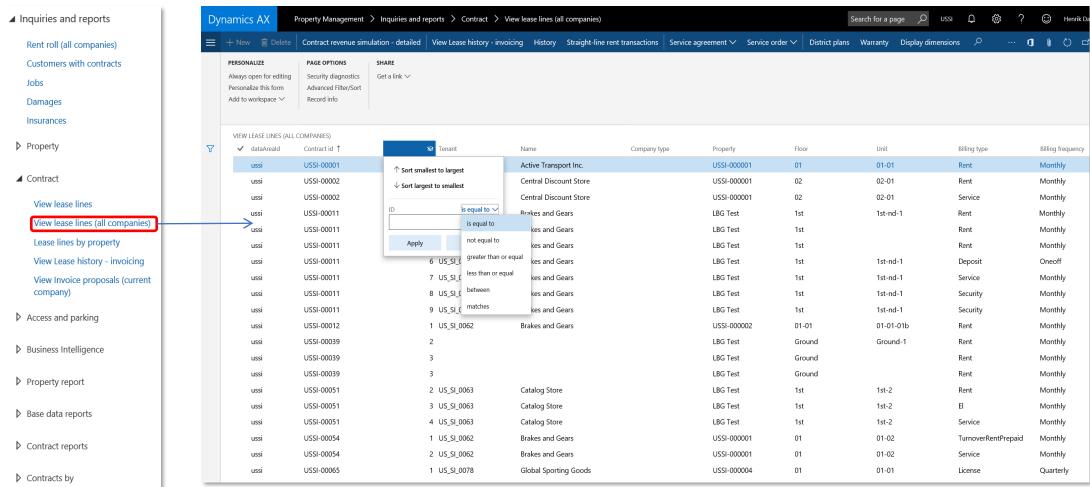
► Partner access to relevant functionality: inventory, parts requests, work orders, dispatch, time and material details and work order detail





FlexProperty Reporting & BI

FlexProperty standard AX reports and inquiries



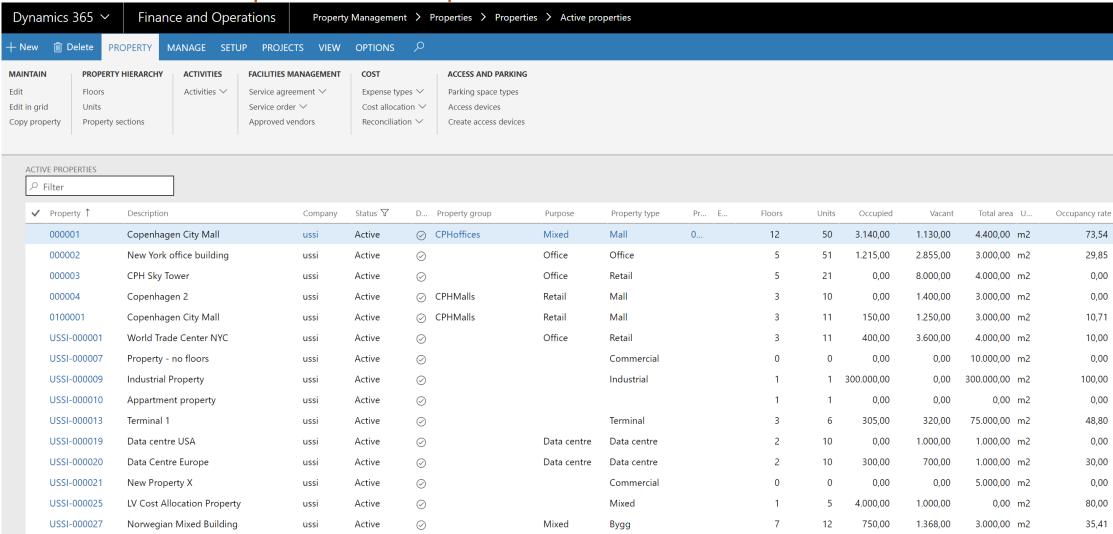


Built in reporting and BI



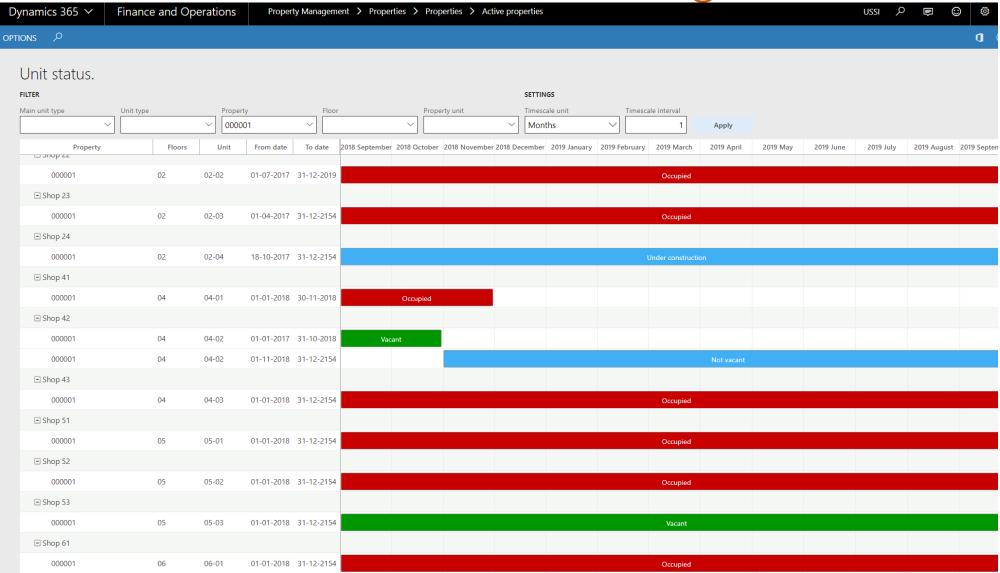


UI example - Properties



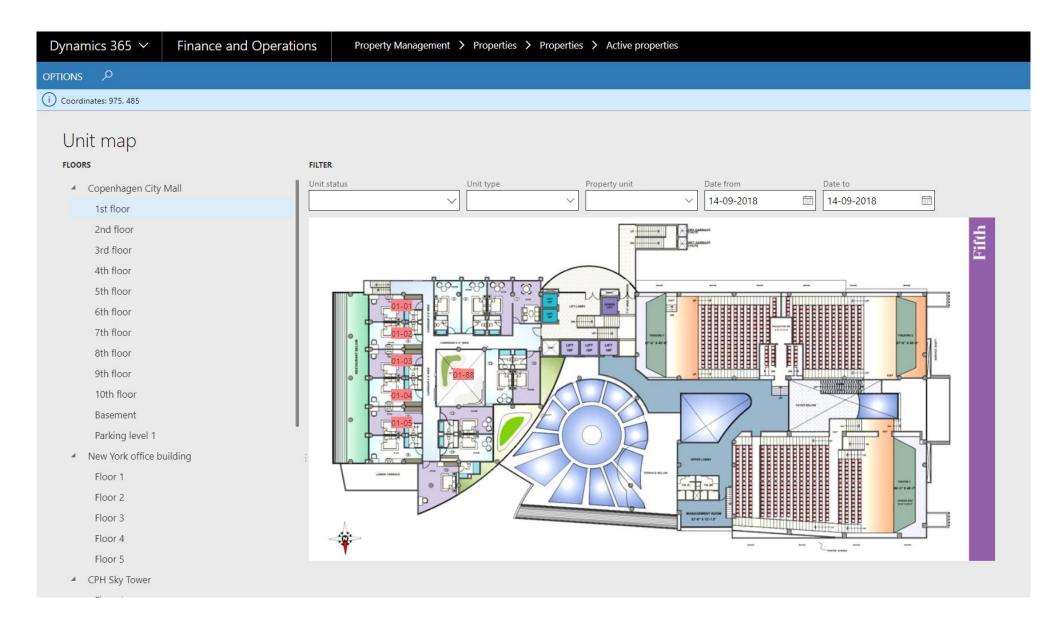


Efficient overviews for leasing out units





Visual overviews embedded









More than 60 customers in 30+ countries

