



# Value proposition





## The Issue

- **The management of rental contracts** is an increasingly important issue for all companies that use a large number of non-property assets that cannot be fully solved within the accounting systems.
- Renting (renting, leasing, hiring, ...) of property, cars and vehicles in general, such as forklifts, capital goods, services, etc..., requires first of all the contract life cycle management. Each contract, in a more or less structured way, depending on the type of contract and the asset, foresees changes over time (fee, duration, ...). The activities and contractual deadlines, which regulate the contractual "life cycle" (expiry, automatic renewal, deadline waiver denial renewal, fee adjustments (Istat, Euribor, ...), guaranteed minimum adjustments, ...) are essential for the management of contract updates and in particular the bill books, that is the monthly accrual competences and the amounts due on the payment date.
- In the absence of an updated bill book, the accounting transactions, i.e. the control / registration of supplier invoices and payments to suppliers, becomes an extremely complex and dispersive activity, because in addition to the bookkeeping, systematically also the management of the invoice is needed for the approval of the invoice and payment.
- Management control promptly requires data relating to rental contracts:
  - in reference to the given date:
    - for the budget / forecast with the accrual in reference to the given period
    - for the closing with the accrual of invoices to be received at the closing date
  - in reference to the payment date for financial planning (or short-term cash flow)
- The difficulties to adapt to the new IFRS16 principles are not negligible if a single repository of contracts and the related contractual deadlines and financial schedules are not managed. The new standards impose the "discounting and amortisation" of the cost foreseen over time according to the contractual rules. It is therefore necessary to manage the contracts, calculate and update the contractual deadlines, make payments in order to provide the information necessary for the management of the new IFRS16 accounting standards.
- Other than the common management problems of all rental contracts, the specifics needed for the various types of assets are also relevant. For example:
  - **Real Estate properties**
    - Hierarchical structure of the property up to the real estate units and technical units
    - Real estate information (land areas, certificates, authorizations, ...)
    - Cadastral units
    - Taxes (Imu/Tasi)
    - ISTAT adjustments
    - Adaption of ISTAT adjustments
    - Minimum guaranteed adjustment
    - Registration Tax payment
    - Early Closure, renewals
    - Security deposit
  - **Cars and general vehicles (fork lifts,...)**
    - Threshold mileage and final mileage check
    - Map of the users and changes in the role consistent with the category of the assigned vehicle



- Planning of vehicles to be purchased (replacement of vehicles close to the end of the contract, new assignees, ...)
- Check hirer invoices
- Check refuelling costs
- Cost per Km
- Allocation of costs to the cost center relative to the assigned person or based on varying time rules
- **Capital goods**
  - Relocation of goods
  - Management of ordinary and extraordinary maintenance costs
  - Supervision of operations
  - Unit cost for the use of the asset (e.g. photocopy costs, cost per production unit,...)
- **Services**
  - Allocation of costs on cost centers through drivers
  - Technical features of the service
  - Unit cost for the use of the asset (e.g. connection line cost, cost per employee IT infrastructure, ...)

## Our Proposal

- **Akeron Cm** is a software that allows you to manage all rental contracts and integrate all the related cost and revenue management activities. The software has been designed to handle problems in all companies that use different types of hired goods.
- **Akeron Cm** was created with the main purpose of computerizing all the contractual information and therefore managing the expiring assets and the cost and revenue factors through an economic base for issuing the registration and control of supplier invoices and payment terms to the supplier. All information related to rental contracts are integrated into the system and allow the creation of analysis reports according to the needs of the various directions. Over the years, thanks to the experience gained in the field and the close collaboration with our customers, Akeron Cm has become a complete tool able to meet all the needs of the company departments involved:
- **Technical Office (Real Estate)** Computerizes the hierarchical structure of the properties, organizes all the information of a technical nature of the properties and the real estate units (gross surface, net surface, ...), of a fiscal nature (cadastre, rents, ...) and of a management nature (authorizations, licenses, certificates, ...) of deadlines, i.e. closing / renewal activities.
- **General services/staff services office (Cars and vehicles in general)**

To computerize the car fleet and vehicles in general, such as forklifts, to manage the map of allocation of resources to employees according to their role in the company, for the organization of tenders for the allocation of new vehicles to be purchased (replacement vehicles for approximate end of contract, new assignees, ...), to check the vehicle costs (rental, services, supplies, motorways, fines, extraordinary maintenance, ...), to allocate costs to cost centers and for all further checking, such as the comparison of the kilometers threshold of the contract with the final kilometers in order to avoid charges and penalties for excess mileage.
- **Other services Office ( capital goods, services,...)**

Computerizes all the information related to capital goods, services, ... and needs to be able to produce



control reports that include cost factors of rental contracts with technical indicators.

- **Contracts/Administration office**

Manages the rental contracts, from the preliminary one to the executive contract, with the aim of checking and arranging the activities to be carried out to date and consequently updating the bill book of the single basic contract for the management of all administrative activities on rental contracts and the production of flows to the accounting system.

- **Management control office**

Analyses the economic and financial area and the production of budgets and forecasts with absolute adherence to the contracts managed. Produces the information necessary for the application of the IFRS 16 principles.

- **Akeron Cm** responds to the tax regulations in force and is always updated in order to be adapted to any new factors. The system provides the possibility to archive documents as to facilitate consultation

## Functional features

- **Real Estate leasing contracts**

- **Technical terms:**

- Possibility to divide the real estate in units through hierarchical structures.
    - All the desired technical information (gross area, net area, ...), of a fiscal nature (cadastre, annuities, ...) and of a management nature (authorizations, licenses, certificates, ...) can be configured and linked to the individual property and / or real estate unit.
    - Possibility to query the property and / or real estate units by filtering personal data, data managed at the level of information and data related to active / passive rental contracts.
    - Possibility to attach any type of copy of the document to the property and / or real estate unit.
    - Possibility to monitor and manage deadlines on the given information.

- **Contracts/Administration:**

- Possibility to manage the active and passive leasing contracts (for maintenance or other expenses) by associating the contract with the property or real estate unit and integrating, in addition to the contractual information (start date, expiry, rent, ...) all the information necessary for the accounting management (account, cost center, VAT turnover, ...).
    - Ability to manage the status of the contract (preliminary, confirmed, closed, ...).
    - Possibility to manage intercompany contracts, i.e. passive rental contracts automatically synchronized starting from active rental contracts where the counterparty is a configured company.
    - Ability to attach any type of copy of a document to the contract.
    - Possibility to manage information accompanying the contract of a different nature and type (brand, area, sign/banner, ...).
    - Possibility to manage, if you are the condominiums administrator, the cost forecast of the condominium by expense type, the distribution of the forecast according to the thousandths on



the premises of the condominium, the debit then in advance of the condominium expenses to the tenants who occupy the premises on the base of the active leases, the balance of expenses at the end of the condominium period and therefore the relative charge to the tenants.

- Possibility to associate the passive rental contracts with the condominium fees provided by the condominium manager, both by the owner and a third party (condominium administrator)
- Possibility to manage or arrange the contractual deadlines in a better way, i.e. the activities to be carried out on a specific date that regulate the life of the leases, automatically updating the bill book:
- Closure, early closure, deadline waiver denial renewal: adjustment of the bill book depending on the duration of the leasing contract and the possible production of adjustment deadlines on the accrual already subject to the issuing / registration of documents and / or collection / payment.
- Fee adjustment: adjustment of the bill book on the basis of the new fee starting from the date of validity of the same and the possible production of adjustment deadlines on bill book already subject to issuing / registration of documents and / or collection / payment.
- Guaranteed minimum adjustments and minimum guaranteed allocation adjustments for monthly closures: generation of payment deadlines.
- Registration tax: depending on who anticipates and therefore eventually recovers part of the advance, the debit / credit expiration dates are generated for the counterparty.
- Payment and redemption of the deposit: generation of interest-rate expiration dates in favour of the counterparty who paid the deposit.
- Possibility to automatically send letters, configurable on the basis of specific needs, to counterparties following the provision of contractual deadlines and archiving copies of documents of the same to the leasing contracts.
- Possibility to manage additional leasing payments, including additional fees, legal fees, maintenance costs, etc. on rental contracts
- Possibility to manage specific leasing activities such as a replacement on rental contracts, fee changes not due to one-off discounts / increases and the calculation and therefore the debit / credit of interest on the deposit.
- The bill book offers the following possibilities to manage according to the competence :
- Issuing and furthermore logging, printing and automatically sending invoices or credit notes to tenants (clients) producing accounting flows.
- Register and, if necessary, log the invoices or credit notes of suppliers, producing the accounting flows and, at the same time, check the squaring between the expected taxable income and taxable income received, managing the “squaring operation”. In the presence of squaring, the bookkeeping of the document can be temporarily suspended and automatically e-mails are sent to the supplier. The operation is closed by adjusting the bill book and / or by registering the corrected document (credit note).
- Arrange payments received from clients by type therefore producing accounting flows. In the case of RID, the flow towards Home Banking (SDD) is also produced.
- Arrange payments to suppliers by producing accounting flows. In the case of BON, flows



towards Home Banking (SDD) are also produced.

- Recognition of accruals / deferrals for management purposes, producing flows for management control and for civil law purposes, producing accounting flows. In the case of statutory purposes, the balance sheet is closed in the accounting periods subsequent to the year of recognition during the issuing / registration phase of invoices or credit notes and in the passive area for individuals after the payment arrangement.
- Recognition of the adjustments for IAS purposes, producing the accounting flows.
- Ability to calculate and pay taxes by producing flows to the Inland revenue (F24).
- The IMU tax charged to the managed companies if they own the buildings.
- The Tasi tax charged to the managed companies:
  - If owners of properties net of the amount due to the possible tenant (active rent contracts).
  - If tenants and therefore not owners of premises (passive rent contracts).
- **Car and general vehicle Leasing contracts**
  - **General/Staff Services**
    - Easy management of the rental or leasing contracts and the conditions with the possibility of managing various progress statuses.
    - If the desired information (vehicle characteristics, contract features, driver characteristics, ...) can be configured and linked to the individual vehicle.
    - Ability to manage relating documents such as a copy of the contract, invoices, ...
    - Possibility of checking contract deadlines.
    - Extremely flexible data form and therefore possibility to manage all types of expenses related to the management of the car fleet: fuel, tires, fines, ...
  - **Administration**
    - Possibility to manage the bill book through monthly instalments of the total amount that are used to distinguish in the case of a rental contract the rental fee from the services and in the event of a leasing contract the principal amount from the interest.
    - Possibility to automatically import from an Excel sheet the monthly cost plan received from the supplier both as a structured data for the production of the bill book and as an attachment.
    - Possibility of recording supplier invoices and at the same time checking the squaring between expected taxable income and taxable income received by managing the "squaring operations". The registration can be improved by crossing the bill book with the details of the invoice charges automatically imported from an Excel sheet received from the supplier.
    - The Registration of invoices is complete with all the information necessary for the bookkeeping (accounts, cost centers, skills) thanks to a configuration that depends on the type of cost, the user of the vehicle and the period of effective responsibility. Invoices are available on interface flows to automatically feed the accounting system. The supplier is no longer required to produce separate invoices when the cost center changes on the basis of information that could be late and / or incorrect. Invoices if subdivided in an improper way will nevertheless be correctly accounted for.



- In the presence of squaring between the expected taxable income (schedule) and taxable income received (invoice), with details by means, the accounting of the document can be temporarily suspended and an email will be automatically sent to the supplier. The operation is resolved by adjusting the bill book and / or registering the document of the corrections made(credit note).
- Ability to manage the provision of payments to suppliers with the creation of flows to automatically feed both the accounting system and the Home Banking (SDD) one too.
- Ability to manage the fringe benefits of the staff members that are using company cars and thus have a complete picture of the actual costs of the vehicle.
- Possibility of recording accruals / deferrals both monthly to supplement the financial statements and at the end of the accounting period to close the statutory financial statements. Accruals and deferrals are available on the interface flows to automatically feed the management control information system and the bookkeeping area.
- Easy configuration of bookkeeping records to support registrations such as chart of accounts, cost centers, expense items, causals, VAT registers and VAT.
- **Management control:**
  - Ability to create reports using all the dimensions (company, contract, supplier, type of asset, asset, account, cost center, ...) and all configured measures (fee, condominium fees, taxes, rental, services, supplies, motorways , fines, extraordinary maintenance, .....).
  - Ability to save the structure of the reports created (bookmark), publish the reports to the users and then distribute the information, even only as a consultation, depending on the limitations on the data configured for each user.
  - Ability to algebraically combine all the measures in the reports related to costs and information (gross surface, net surface, final kilometres, ...) in order to produce indicators of analysis functional to the verification objectives (square meter fee, cost per kilometre, ... ).
  - Possibility to produce budget / forecast both in economic and financial terms and automatically feed the information system of the management control area

## Key features and benefits

- **(Process integration)** Akeron Cm integrates processes and information that involve several company departments in the management of rental contracts and therefore produces clear benefits in terms of efficiency of resources and quality /promptness of information.
- **(Departmental system)** Akeron Cm is a departmental system, therefore it is independent from the ERP, it is not invasive because it does not influence the existing business processes and is easily connected to external systems (import / export).
- **(Easily configured)** The high level of configuration of Akeron Cm makes it possible to adapt the system to the needs and processes of the company.
- **(Internal reporting)** Internal reporting to Akeron Cm allows one to easily analyse all dimensional axes and all configured measures.



- **(Confidentiality)** The limitations of the user with reference to the functions and data that can be managed by the administrator of Akeron Cm helps solve confidentiality issues and at the same time it produces data through the internal reporting limiting it to individual users.
- **(Integration with Tagetik Cpm)** The native integration of Akeron Cm with Tagetik Cpm provides management control the contribution, in an economic key, needed for the management of closures and budgets / forecasts.
- **(Integration with Tagetik Ifrs16)** The native integration of Akeron Cm with Tagetik Ifrs16 provides the management control all the information necessary for the application of the Ifrs6 principles.
- **(File Sharing)** Internal document management within Akeron Cm or integration with the company's document management system allows one to share information organized on external support systems.
- **(Quick activation)** The organizational / IT setup is consolidated and therefore the activation times of **Akeron Cm** are fast and produce an immediate return on investment.
- **(Guarantees)** **Akeron S.r.l.** provides absolute guarantees on activation times / costs, it has an extremely logical / functional support and a technological and functional growth of Akeron Cm, thanks also to improvements "suggested" by the ever-growing user community.



**Akeron S.r.l**

Via Farnesi 141, 55100 Lucca

t. +39 0583 15284

f. +39 0583 1528463

[info@akeron.com](mailto:info@akeron.com)