

iEstate

Property Management System
powered by Oracle Cloud



iEstate Product Positioning - Overview

Property Management System

Target Customer Segments

Property developers

- Buy and sell properties
- Lease /Rental management

Master Developer

- Construct from ground up
- Land Bank Management
- Joint development/SPV

Leasing Companies

(Residential, Commercial/Malls)

- Lease and Sublease
- Manage or outsource

iEstate caters to the real estate requirements in a market where there are few products and major ERPs lack out-of-the-box features to address business needs

iEstate is envisioned as a standalone system or integrated with CX(CRM) and back end ERP modules like Finance, Procurement and Projects. Release 1 is integrated with Oracle ERP Cloud with future product releases planned for other major ERPs

Other customer-centric data from applications like Leasing/Sales portals, CRM, Social & Marketing can be integrated with iEstate

MAJOR MODULES

Property Sales, Post Sales, Leasing –Residential, Commercial & Mall Management – Available in R1

Contractor Management – Available in R1

Graphical Master Plan and Portals –Available in R1

Asset & Facility Management – Future Release

Mobile App-Leasing &sales –Future Release

iEstate – Product Functionalities

Social/Customer Interactions/CRM



Operations



Support /Shared Services



Enterprise Marketing	Social Engagement and Monitoring	Sales/Lease and CRM
<ul style="list-style-type: none"> - Lead Management - Brand Marketing - Social marketing 	<ul style="list-style-type: none"> - Facebook /Twitter Analysis - Sentiment Analysis - Social Analysis 	<ul style="list-style-type: none"> - Customer Management - Opportunity/Lead Management - Partner/Brokers Management - Integration with GIS to provide GMP interface.
Sales/Lease Administration		Customer Service
<ul style="list-style-type: none"> - Collections - Contracts/Leasing - Agreement's /Offers –Sales and Leasing - Legal /Admin Services - Broker/Agents/Sales - Incentives and Commission 		<ul style="list-style-type: none"> - Facility Management - Soft Services - Call center - Customer Portal
Finance & Procurement	Project Management & Cost Control	Human Resources
<ul style="list-style-type: none"> - Finance - Procurement 	<ul style="list-style-type: none"> - Manage Project Progress & Budget Control - Sub Contractor Management 	<ul style="list-style-type: none"> - Core HR & Self Service - Payroll

iEstate -Features and Functionalities

Property Leasing

- Property Master & Availability
- Manage Release/Un-release of Units/ Property for Lease (with time limits)
- Preleasing and Offer management
- Fitout tracking and management
- Lease Billing with options
- Customer Invoice management
- Lease Termination & Renewal/Extension
- Fixed and Variable rent, Common Area charges , Service Charges /Billing- Utilities
- Rent increase -% and amount based
- Price list management with history
- Admin/Cancellation fees computation
- Lease agents Commissions
- Collections management
- Snagging and handover management
- Information on Finance/Mortgage options
- GMaP- Graphical systems integration
- Mobile apps for Property leasing & Reporting*

Property Sales

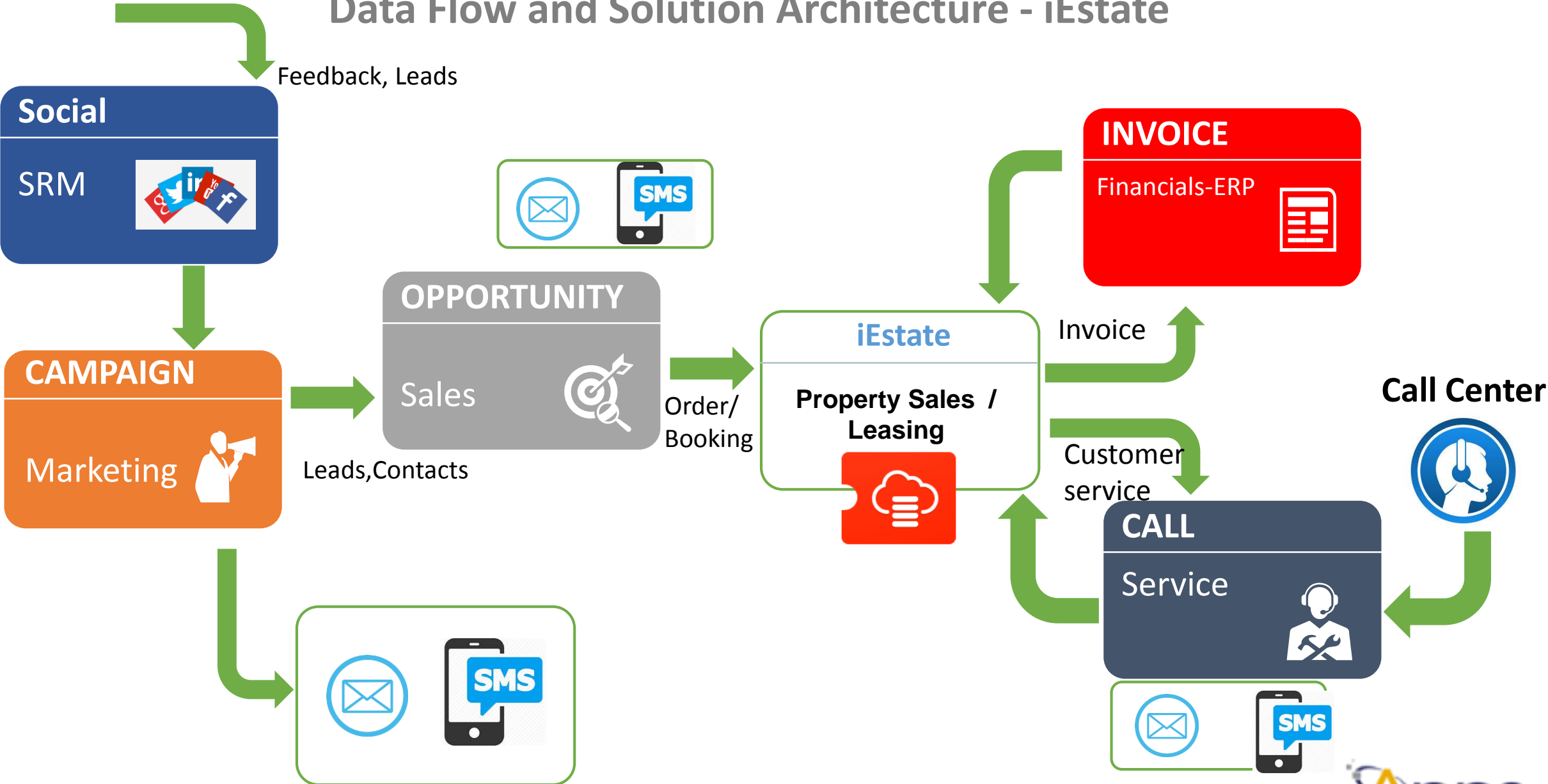
- CRM and Social Driven Sales Management
- Property Master & Availability
- Manage Release/Un-release of Units/ Property for sale (with time limits)
- Property- Advance Booking/Waitlist Mgmt.
- Property Registration Process
- Title Transfer/Cancellation with approvals
- Price list management with history
- Fixed or Area based price calculation
- Quoting with Approvals and history
- Admin/Cancellation integrated with AR
- Sales Commissions – Salesmen and Brokers/Agents
- Collections, PDI- Pre delivery Inspection
- Payment schedules and milestone billing
- Information on Finance/Mortgage options
- Integration with Beacon based mobile apps
- Mobile apps for Property Sales and Reporting
- GMaP- Graphical systems integration

Sub con and Progressive billing

- Contract Creation with workflow approval
- Initiate Advance Payment to Contractors
- Capture the % completed
- Enter the Progressive Payment information to determine the amount payable per certificate. The full contract is captured as PO in the Purchasing Module and the same is referred in the Extension to enter the completion / certification information;
- Automatic Retention deduction;
- Automatic Advance Payment recovery / amortization;
- Ability to enter other transactions such as Consultants' Overtime Payment, Penalties
- Payment Certificate for variations / Change Orders can be processed only after recording the same as amendment to original PO

* Indicate future release

Data Flow and Solution Architecture - iEstate



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Thank You

