

**The Globalization** phenomenon is playing significant role in growth of real-estate market across the globe.

Property Management business is pacing towards the volatile Equities and FX markets.

**Xpert IT solutions** real-estate product, **XSITE** evolved over a period of 14 years. Xpert IT, being the IT partner for number of real estate companies in the middle-east, has strengthened its domain expertise in this area.

The new version of this product, XSITE is built with state-of-art **Rich Internet Technology (RIA)** promise to deliver the solution that is much closer to the market need.

Property Management companies need to invest in automation of their business process to

**04**  
Reduce the  
Operational Costs.

**02**  
Increase Operation  
Efficiency

**01**  
Manage Tenant,  
Customer and  
Vendor Relationships

**03**  
Reach Global Clientele  
through Web portals

**05**  
Improve Decision  
Making Support

## Real Estate Agency Context and Flow

The scope of this application is illustrated below explaining the key focus areas for this solution.



Fig: Real Estate Agency Context and Flow

## Industry Business Process and Life Cycle

XSITE product suite is modular and can be used either in parts or as a fully customized solution to manage any of the business process given here.

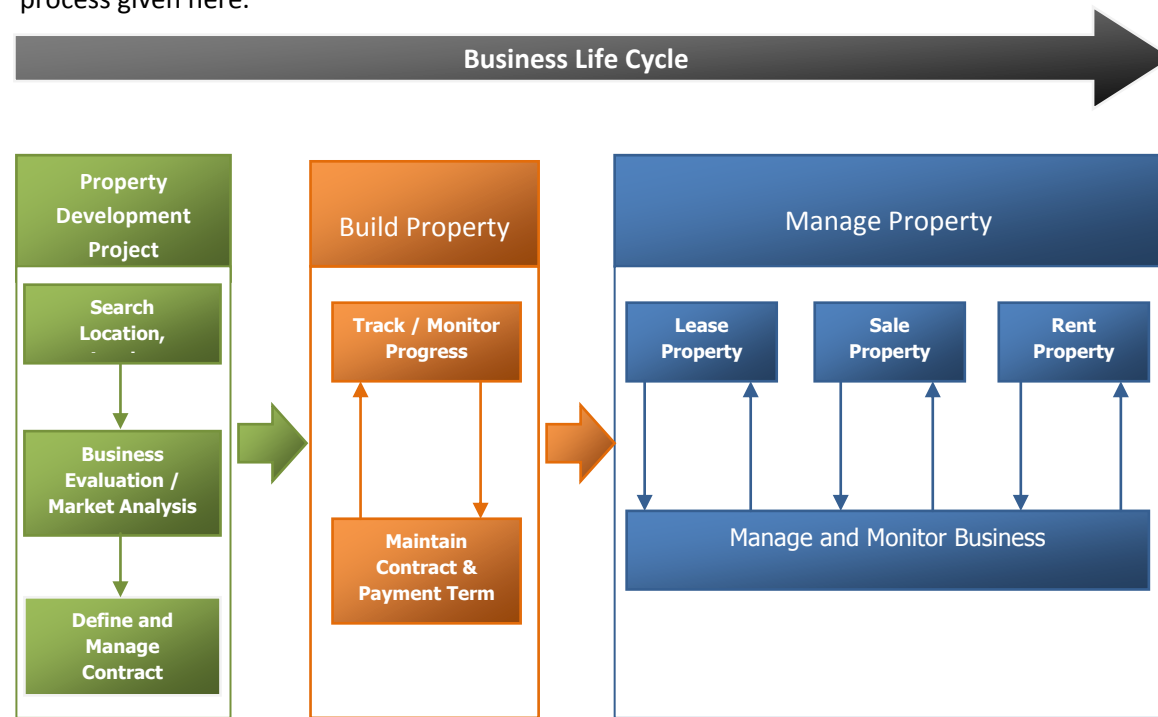


Fig: Industry Business Process and Life Cycle

## Major Functions

Portfolio  
Management

Letting  
Management

Customer Relationship Management

Brokerage  
Management

Finance and  
Accounting

## Portfolio Management

Business Application systems will offer powerful tools to analyze and evaluate real estate portfolios and define investment strategies through accurate cost and revenue performance data. The application will improve the way of managing integrated property portfolios and provides complete cost visibility.

### Property Data Management

Properties represent the building / apartment / house which we'll be rented out by the Agency. This module is used to maintain a list of property details including address, the property owner's name, pictures...

### Owner Data Management

The owner is the person / group of people who own the properties managed by the Agency. This module is used mainly by property managers who manage properties on behalf of a number of other property owners. Each owner contains details such as name, address, notes and the default management fee percent...

### Monitor Activity performance via Reports

will contains several reports such as Profit and Loss, Tenant Statements, Owner Statements, and Balance Sheets ... Reports can be output to screen, printer, file or email.

## Letting Management

### Tenant data Management

There is no business without tenants. This is the person or group of people renting the properties and paying a rent. The tenant details will includes the tenancy start and end dates, current rent and frequency, inspection frequency, contact details and note...

### Rent Management

The rent management will allow displaying property rental status using color coding to show their current status. For a given period the system can display the total paid and owing per rental period. The period could be a week or month or fortnight etc.

## Customer Relationship Management

This module assists in managing prospects, tenants, responding to their maintenance requests and generating timely alerts for payments.

## Brokerage Management

Agents/Brokers can be registered with the system and their business with the real estate agency can be tracked.

## Finance and Accounting

Complete finance and accounting package is part of the product offering.

## Key Benefits

- Keep track of **rent arrears** to get on top of the problem before it gets out of hand
- Record all your **property transactions** so you know exactly where the money is coming from and going to
- **Lease expiry notification** keeps you one step ahead
- Track **property repairs** from the initial problem report, through to completion and payment
- Print **reports and graphs** to analyze your performance
- **Multi-user enabled** to allow multiple networked computers to use the software all at the same time

## Benefits for property managers

- Maintain an automatic **property inspection schedule** to help plan your day, week or month.
- Keep a list of your **property owners/clients**.
- **Send disbursement payments** to your clients (after taking out your management fee of course).
- Send regular **property summary reports** to your owners to keep them up to date with their properties.



## Office Locations

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