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# Property management in the cloud

*valantic's Property Management is a strategic sales instrument that you can use to document and trace long-running projects or existing buildings across their life cycle. Sales potential in the property management business can be realized especially well if the complete life cycle of a property is documented and the information is available to all participants.*

Important here is especially the formation of the complex **relationship network** consisting of building owners, planners, bidders, and their associated companies. Central data storage and a 360° view of the building with **contact history**, **participants**, and the management of **documents** are absolute prerequisites for exploiting the building's potential and **cross-selling possibilities** completely and thus taking advantage of additional sales opportunities.

Property Management is aimed at companies that manage properties in the long term, such as

- Construction and construction service companies
- Builders and building suppliers (building materials and trades)
- Sanitary engineering, heating, and air conditioning companies
- Service providers in property management (facility management)

## Add-on based on SAP standard

We use standard components expanded to include specific valantic developments. We offer our unique system for SAP CRM and SAP Cloud for Customer.

## Enjoy these advantages

- Strategic instrument for sales, marketing, and management
- Management and documentation of the property across its whole life cycle
- Easy overview of all sales projects, 360° view of the buildings and central data storage
- Revelation and exploitation of sales potential
- Based on SAP standard: expandable, upgradeable, and support-capable

## The functions at a glance

With valantic Property Management, we use standard components that are enhanced with specific developments. Thus, we have developed a unique system for SAP CRM and SAP Cloud for Customer.

## Expanded master data maintenance

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A significant advantage of this solution as compared to the SAP standard are the address recording and classification possibilities for properties. In addition to pure address data, properties can also be classified (e.g. structural engineering, underground garage, hotel, etc.) It is also possible to organize projects hierarchically (e.g. trades, additions and renovations).

In addition, the user can plan contacts for the property and trace and document these using the contact history. Important here is also the corresponding partner-finding. It can be traced at any time and taken up for evaluations and workflows.

## System-spanning document flow integration

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Display and use of documents from the back-end system (for example, SAP ECC or SAP S/4HANA) are integrated. In the expansion, documents from the back-end system (for example, SAP ECC or SAP S/4HANA) and linked these to properties.

In the CRM interface, quotations from the back-end system are displayed or retained if necessary. Through linking, the quotation can be viewed directly and relevant evaluations can be created by linking properties and quotations. Thanks to this function, follow-up documents can be used cost-effectively without having to create complex functionalities in CRM. The processes remain there where they belong.

*Do you want to learn more about possibilities for succeeding in the construction industry?*

*We are happy to advice you, please contact us!*

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## Document management

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Our solution offers the opportunity to store documents digitally. Thus, participants always have access to current files, photos, and drawings of the property and they can cooperate across companies at any time. On request, a collaboration platform can also be integrated.

## Planning and analysis functions

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The valantic Property Management module offers extensive planning and analysis functions to support outside and inside sales:

- Product table for the planning of product group turnover and sales
- Support of the sales team for Property management and tracing via activity planners and graphic overviews
- Analysis of anticipated projects with SAP BW for better turnover and procurement planning
- Exploitation of potential in the project and planning of cross and up-selling potential thanks to structured recording

