# **e**Biz®

Real Estate Management Software
A Leader in Real Estate Software Solutions !!!



Freehold & Rental



CRM



**Accounting** 



Empowering Real Estate Companies !!!

# A Complete Software to Manage All Types of Real Estate Business Activities

## **Available in following two Technologies**

Analyst ERP
Your Global Business Partner



#### Features & Benefits

- Locally developed in UAE and Excellent customer support...
- Customizable according to your business needs.
- Continuous updation of features since year 2000.
- Specially built to manage real estate business activities.
- Developed using the feedback of real estate business experts.
- Choice of many auditors and finance controllers.
- One year free support.
- Annual maintenance contract facility.
- Integrated business and accounting.
- Complete Real Estate CRM is integrated with the software.
- The Software and database is hosted on clients server, so data is fully secured
- Optional property search engine & integration with website.
- The software can also be accessed from remote locations.
- Successful implementation in 200 + Real estate companies.
- More than half the properties of Dubai are either rented or sold using this software
- Free training on how to use the software.
- Free user manual.
- Multi level user access permissions.
- Automatic financial accounting.

#### Special Features

- Complete web (browser) based software.
- You can access from world wide just with an internet.
- Concept of group company having multiple branches, multiple divisions and multiple projects.
- Power to generate Trial Balance, Profit & Loss and Balance Sheet for a whole company, branch wise, division wise and project wise. You can get both individual and consolidated statements with your choice of merging.
- Multilevel cost and profit centers.
- No hassle of installing software in client machines.
- All users access the software from central web server.
- Easy e-mail & SMS alerts.
- Facility to have double security with web dongle.
- Instant updates availability to all users.
- Be in touch with your business globally.
- No need of costly networking and lease lines.







#### **Business Modules**

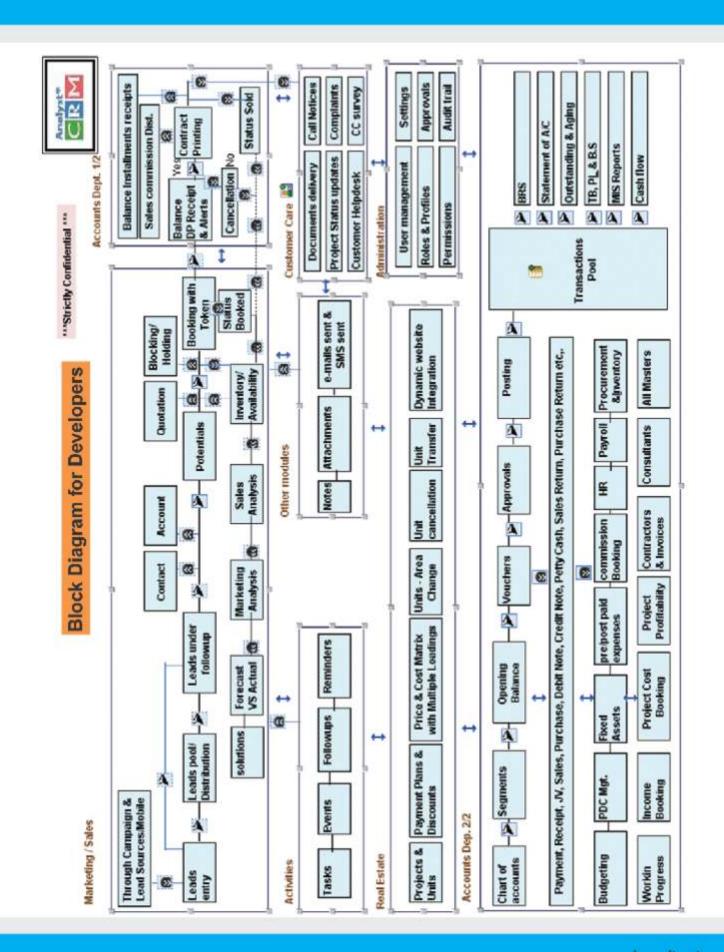
- 1. Developing and Selling (Freehod)
- 2. Buying and Selling (Freehold)
- 3. Property Management (Freehold)
- 4. Property Selling Brokerage (Freehold)
- 5. Renting Own Buildings (Rental)
- 6. Leasing and Re-renting (Rental)
- 7. Property Management (Rental)
- 8. Rental Brokerage (Rental)

# 9. CRM

# Supporting Modules

- 10. Integrated Financial Accounting
- 11. Fixed Assets Management
- 12. Claims & Maintenance Managment
- 13. Purchase & Inventory
- 14. Human Resource & Payroll
- 15. Security & Administration
- 16. Integrated Properties Website

# Block Diagram Block Diagram



# Multiple Role Based Dashboards

### **Multiple Role Based Dashboards**

# Accounts Manager Dashboard

Sales Manager Dashboard





# **Customer Dashboard**





# Developing and Selling (Freehold)

#### **Developing and Selling (Freehold)**



#### Construction:

Developing (construction) module helps in tracking the construction activity of multiple projects. Facility to create any number of projects, dealing with contractors, consultants, contractor agreements, contractor bill entry, Work-in progress / Job costing, retention payable, Contractor payments etc.

#### Property Inventory:

Software having the facility to create property inventory project wise with complete details of each property (unit) in the project. Facility to add any number of categories (Ex: Palm deira, International city etc.), projects (Buildings or towers ex: ABC Tower, XYZ Tower) and units (Flats/shops M02, 101, 901 etc) with full details like unit no, unit code, size, view, area in sqft(Gross and Net), purpose, per sqft rate, number of parking bays, rate per parking, floor no, remarks, Auto status (Available / Blocked/ Booked / reserved / sold), completion date, location, facilities available, cost price, premium / profit %, transfer fee, commissions, assignment fee, other charges, sales price, down payment, Multiple payment plans etc.

**Selling Process:** Selling of properties will be going in parallel with the construction activity. Many times selling will be finished before the completion of construction.

Sales automation by adding sales persons, agents, prospect customers, recording customer enquiries with all details, enquiry matching search, enquiry source and mode, assigning enquiries to sales people, enquiry follow up and its history, enquiry follow up reminder alerts, enquiry listing, enquiry status, hot enquiries, sales people appointments tracking, extensive enquiry and property availability search on various options, single and bulk quotations, bookings, blockings, reservations, sales contracts, invoicing, bulk invoicing, installment collection follow up, installment due date alerts, auto call notice, auto reminder notice, sales analysis, sales commissions, sales person target comparison, interest calculations, linking sales commissions with customer installment receipts, reservation cancellation, property transfer, transfer fee, handling area change and project completion date extension, extending installment plan and its accounting reflections, extensive MIS reporting, re-selling properties by buying back etc.



# **Buying and Selling (Freehold)**

#### **Buying and Selling (Freehold)**



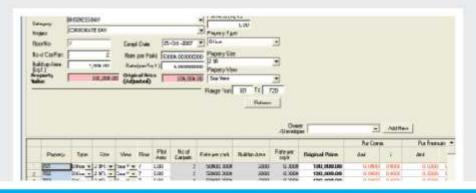
Buying module helps in tracking the purchased properties from multiple projects. Instead of having a risk of developing, you can purchase the properties in bulk at a better price from developers and can be sold or transferred to the new customers by adding profit (Premium). Facility to transfer the balance installments payable to the developer to a new customer.

#### Property Inventory:

Software having the facility to create property inventory project wise with complete details of each property (unit) in the project. Facility to add any number of categories (Ex: Palm deira, International city etc.), projects (Buildings or towers ex: ABC Tower, XYZ Tower) and units (Flats/shops M02, 101, 901 etc) with full details like unit no, unit code, size, view, area in sqft(Gross and Net), purpose, per sqft rate, number of parking bays, rate per parking, floor no, remarks, Auto status (Available / Blocked/ Booked / reserved / sold), completion date, location, facilities available, cost price, premium / profit %, transfer fee, commissions, assignment fee, other charges, sales price, down payment, Multiple payment plans etc.

CRM & Selling Process: Selling of properties will be going in parallel with the construction activity. Many times selling will be finished before the completion of construction.

Sales automation by adding sales persons, agents, prospect customers, recording customer enquiries with all details, enquiry matching search, enquiry source and mode, assigning enquiries to sales people, enquiry follow up and its history, enquiry follow up reminder alerts, enquiry listing, enquiry status, hot enquiries, Sales people appointments tracking, extensive enquiry and property availability search on various options, single and bulk quotations, bookings, blockings, reservations, sales contracts, invoicing, bulk invoicing, installment collection follow up, installment due date alerts, auto call notice, auto reminder notice, sales analysis, sales commissions, sales person target comparison, interest calculations, linking sales commissions with customer installment receipts, reservation cancellation, property transfer, transfer fee, handling area change and project completion date extension, extending installment plan and its accounting reflections, extensive MIS reporting, re-selling properties by buying back etc.



# **Property Management (Freehold)**

#### **Property Management (Freehold)**



Property management is a type of real estate business, in which company takes complete responsibility of selling developer's properties in a complete project. Company will act as a dummy developer on behalf of a developer to sell all the units in a project. It has to collect all the installments on behalf of the developer and need to be deposited in developer's bank account. Company will earn its income by commissions from customers / developer. Only commissions will affect the company's financial accounting. Installment collections will not affect company's financial accounting. That will be maintained in registers for reporting purposes to developers. This software module takes care of automation of this activity.

#### Property Inventory:

Software having the facility to create property inventory project wise with complete details of each property (unit) in the project. Facility to add any number of categories (Ex: Palm deira, International city etc.), projects (Buildings or towers ex: ABC Tower, XYZ Tower) and units (Flats/shops M02, 101, 901 etc) with full details like unit no, unit code, size, view, area in sqft(Gross and Net), purpose, per sqft rate, number of parking bays, rate per parking, floor no, remarks, Auto status (Available / Blocked/ Booked / reserved / sold), completion date, location, facilities available, cost price, premium / profit %, transfer fee, commissions, assignment fee, other charges, sales price, down payment, Multiple payment plans etc.

**CRM & Selling Process:** Selling of properties will be going in parallel with the construction activity. Many times selling will be finished before the completion of construction.

Sales automation by adding sales persons, agents, prospect customers, recording customer enquiries with all details, enquiry matching search, enquiry source and mode, assigning enquiries to sales people, enquiry follow up and its history, enquiry follow up reminder alerts, enquiry listing, enquiry status, hot enquiries, Sales people appointments tracking, extensive enquiry and property availability search on various options, single and bulk quotations, bookings, blockings, reservations, sales contracts, invoicing, bulk invoicing, installment collection follow up, installment due date alerts, auto call notice, auto reminder notice, sales analysis, sales commissions, sales person target comparison, interest calculations, linking sales commissions with customer installment receipts, reservation cancellation, property transfer, transfer fee, handling area change and project completion date extension, extending installment plan and its accounting reflections, extensive MIS reporting, re-selling properties by buying back etc.



#### Property Selling Brokerage (Freehold)



Property selling brokerage is a type of real estate business, in which company will act as broker between developer/seller and a buyer. Company will earn its income by commissions from customers / developers. Commission will depend on the deal amount. You need to collect the information of available properties from different developers or individuals, which are available for sale and then finding out the customer to sell these properties. Here it is not compulsory to sell all the units in a project. No risk of tracking & collecting main installment amounts from customers. Buyer will pay directly to the developer. This software module takes care of automation of this activity.

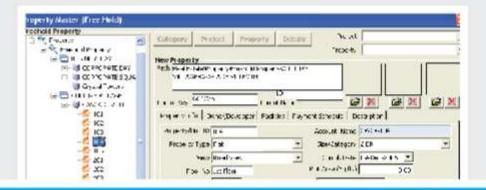
#### Property Inventory:

Software having the facility to create property inventory project wise with complete details of each property (unit) in the project. Facility to add any number of categories (Ex: Palm deira, International city etc.), projects (Buildings or towers ex: ABC Tower, XYZ Tower) and units (Flats/shops M02, 101, 901 etc) with full details like unit no, unit code, size, view, area in sqft(Gross and Net), purpose, per sqft rate, number of parking bays, rate per parking, floor no, remarks, Auto status (Available / Blocked/ Booked / reserved / sold), completion date, location, facilities available, cost price, premium / profit %, transfer fee, commissions, assignment fee, other charges, sales price, down payment, Multiple

payment plans etc.

**CRM & Selling Process:** Selling of properties will be going in parallel with the construction activity. Many times selling will be finished before the completion of construction.

Sales automation by adding sales persons, agents, prospect customers, recording customer enquiries with all details, enquiry matching search, enquiry source and mode, assigning enquiries to sales people, enquiry follow up and its history, enquiry follow up reminder alerts, enquiry listing, enquiry status, hot enquiries, Sales people appointments tracking, extensive enquiry and property availability search on various options, single and bulk quotations, reservations, invoicing, agency agreement, MOU, sales analysis, sales commissions, sales person target comparison, extensive MIS reporting etc.



# Renting Own Buildings (Rental)

#### Renting Own Buildings (Rental)



Renting module helps in tracking rental activities of all units (flats, shops etc) of various own buildings. Facility to add unlimited buildings and unlimited units in each building. Facility to add building details like building No, Name, location, manager, maintenance by, security by etc. Facility to add unit details like unit No, size, type, purpose, area in sq ft, facilities, estimated rent, base rent, renewal rent, electricity file number etc.

Facility to create landlord and tenant details. Facility to prepare, manage and print tenancy contract, rent installment receipt, security deposit receipt, commission receipt, parking receipt, miscellaneous receipt. System having power to create necessary accounts by itself and makes accounting entry by itself.

Facility to cancel the tenancy contract and system will make its automatic accounting and generates settlement certificate. Facility of auto renewal reminders, auto renewal notice generation. Complete post dated cheque (PDC) handling (PDC submitting, bouncing, re-submitting, returning, bounce cheque notice generation, monthly PDC list break down, receipt against bounce & returned cheque, balance cheque report, automatic accounting entry for PDC. True monthly income and expense statement with the concept of advance rent and prepaid expenses. Automatic income and expense posting. Flats (units) vacancy search with various options and extensive MIS reporting.



#### Leasing and Re-renting (Rental)

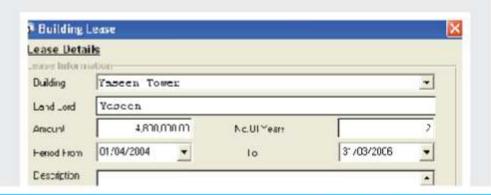


This module helps in leasing properties on your name in bulk and re-renting them to other tenants by adding profit. Installment payments to landlords, total rent splitting to different years, year rent splitting into monthly and to different units and posting of rent on monthly basis to different units as expenses automatically.

Facility to add unlimited buildings and unlimited units in each building. Facility add building details like building No, Name, location, manager, maintenance by, security by etc. Facility to add unit details like unit No, size, type, purpose, area in sq ft, facilities, estimated rent, base rent, renewal rent, electricity file number etc.

Facility to create landlord and tenant details. Facility to prepare, manage and print tenancy contract, rent installment receipt, security deposit receipt, commission receipt, parking receipt, miscellaneous receipt. System having power to create necessary accounts by itself and makes accounting entry by itself.

Facility to cancel the tenancy contract and system will make its automatic accounting and generates settlement certificate. Facility of auto renewal reminders, auto renewal notice generation. Complete post dated cheque (PDC) handling (PDC submitting, bouncing, re-submitting, returning, bounce cheque notice generation, monthly PDC list break down, receipt against bounce & returned cheque, balance cheque report, automatic accounting entry for PDC. True monthly income and expense statement with the concept of advance rent and prepaid expenses. Automatic income and expense posting. Flats (units) vacancy search with various options and extensive MIS reporting.



# Property Management (Rental)

#### **Property Management (Rental**



Property management is a type of real estate business, in which company takes complete responsibility of renting landlord's all units in a building. Company will act as a dummy landlord on behalf of a landlord to rent all the units in a building. It has to collect all the installments on behalf of the landlord and need to be deposited in landlord's bank account. Company will earn its income by commissions from tenants / landlords. Only commissions will affect the company's financial accounting. Installment collections will not affect company's financial accounting. That will be maintained in registers for reporting purposes to landlords / developers. This software module takes care of automation of this activity.

Facility to add unlimited buildings and unlimited units in each building. Facility add building details like building No, Name, location, manager, maintenance by, security by etc. Facility to add unit details like unit No, size, type, purpose, area in sq ft, facilities, estimated rent, base rent, renewal rent, electricity file number etc.

Facility to create landlord and tenant details. Facility to prepare, manage and print tenancy contract, rent installment receipt, security deposit receipt, commission receipt, parking receipt, miscellaneous receipt. System having power to create necessary accounts by itself and makes accounting entry by itself.

Facility to cancel the tenancy contract and system will make its automatic accounting and generates settlement certificate. Facility of auto renewal reminders, auto renewal notice generation. Complete post dated cheque (PDC) handling (PDC submitting, bouncing, re-submitting, returning, bounce cheque notice generation, monthly PDC list break down, receipt against bounce & returned cheque, balance cheque report, automatic accounting entry for PDC. True monthly income and expense statement with the concept of advance commission and prepaid expenses. Automatic income and expense posting. Flats (units) vacancy search with various options and extensive MIS reporting.



# Rental Brokerage (Rental)

#### Rental Brokerage (Rental)



Property rental brokerage is a type of real estate business, in which company will act as broker between landlord and a tenant. Company will earn its income by commissions from tenants / landlords. Commission will depend on the tenancy contract amount. You need to collect the information of available properties (units) from different landlords or individuals, which are available for renting and then finding out the tenant to rent these properties. Here it is not compulsory to rent all the units in a building. No risk of tracking & collecting rent installment cheques from tenants. Tenant will pay directly to the landlord. This software module takes care of automation of this activity.

#### Property Inventory:

Software having the facility to create property inventory project wise with complete details of each property (unit) in the project. Facility to add any number of categories (Ex: Palm deira, International city etc.), projects (Buildings or towers ex: ABC Tower, XYZ Tower) and units (Flats/shops M02, 101, 901 etc) with full details like unit no, unit code, size, view, area in sqft(Gross and Net), purpose, per sqft rate, number of parking bays, rate per parking, floor no, remarks, Auto status (Available / Rented), location, facilities available, Yearly rent, Security deposit, commissions, other charges, Rental installments etc.

CRM & Renting Process: Renting of properties by sales automation by adding sales persons, agents, prospect tenants/customers, recording tenant enquiries with all details, enquiry matching search, enquiry source and mode, assigning enquiries to sales people, enquiry follow up and its history, enquiry follow up reminder alerts, enquiry listing, enquiry status, hot enquiries, Sales people appointments tracking, extensive enquiry and property vacancy search on various options, quotations, bookings, rental contracts, invoicing, contract expiry alerts, sales analysis, sales commissions, sales person target comparison, receiving commission from tenants and landlords.







#### Main Sub Modules of CRM: (Features will vary slightly based on Business Module)

- Marketing: Lead generation sources, Designing best effective marketing campaigns based on MIS information from the system, Lead analysis, Campaign analysis, comparison actual vs. planned.
- 2. Pre-sales: Lead entry, lead distribution (auto & manual), lead follow-up, creating contacts & accounts, converting leads into potentials, integration with products (Property Inventory Projects, Buildings and Units), quotations, blocking & temporary holding of units. Integration with property price list module / department).
- 3. Sales: Booking / Reservation of unit, Receiving deposit amount (change unit status from available to booked/reserved), contract printing, Follow-up for the balance of first installment & customer signature on contract (change unit status from available to booked / reserved), sales commissions distribution (Sales executives & agents).
- 4. After sales (Customer Care): Case (Complaints management), complaints analysis, turn around time management, call notices (follow-up for balance installments), document deliveries, customer satisfaction survey, mortgage co-ordination with banks and customers, co-ordination in property cancellations, transfers, installment splitting / post-ponement & changing units request.
- 5. Activities: Items which needs action. This module consists of tasks, events, reminders & follow-ups management. These sub modules are linked with all other module Items where ever required / applicable.
- 6. Other features: Files attachments, Notes attachments, e-mails sent history & SMS alerts.
- 7. Multiple role based dashboards: Based on the roll of the employees / System users will see customized dashboards related to their work. Dashboards will help users in giving quick glance over various MIS summary reports and activities (to do list).
- 8. Workflow: The Workflow system enables you to define the approval process for specific documents like sales order / Reservation, Purchase Order, Payments, Cases (Complaints / Queries / Requests / Support tickets) etc. A workflow defines how a document "flows" person to person through the system by showing who must approve it, and the conditions under which they will approve it. Turn around time for each person in the approval process and related alerts to concern People / Managers. Status of each document which is under approval process.

#### Integrated Financial Accounting & Fixed Assets Management

#### **Integrated Financial Accounting & Fixed Assets Management**



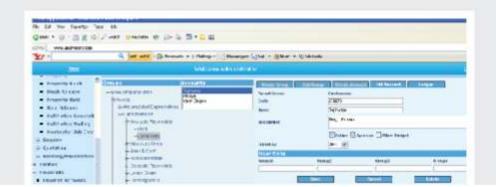
#### Integrated Financial Accounting

This module is perfectly integrated with all the 8 business activity modules and also with other supporting modules. Financial accounting for all these business modules will be done automatically. This keeps track of income, expense, receivables and payables business wise.

Chart of accounts tree and its drill down (Assets, liabilities, equity, Income and expenses). Accounts payable and receivable, payments and receipts against invoices, statement of account, outstanding statement, ageing analysis, payment voucher, receipt voucher, journal voucher, purchase voucher, sales voucher, petty cash voucher, debit note, credit note, agent / salesperson statements, post dated cheques (PDC) management, automatic depreciation posting, monthly income posting, monthly prepayments posting, cash & bank statements, bank reconciliation statement, trial balance, profit & loss, balance sheet, accounts initialization, financial year closing, flexible financial period, various alerts and audit trial.

#### Fixed Assets Management

Facility to add unlimited fixed asset categories and unlimited assets under each category with details like asset name, code, purchase price and date, life in years, depreciation method etc. Monthly auto depreciation and accumulated depreciation posting. Accounts creation and accounting will be done automatically. Ready fixed asset register.



#### Claims & Maintenance Management and Purchase & Inventory

#### Claims & Maintenance Management and Purchase & Inventory



#### Claims & Maintenance Management:

Claims and support: Recording of customer claim details property wise, Claim date, type of claim, auto claim number generation, assigning claims to employee to solve it, status, solved date, pending claims, claim remarks, claim priority, search with various options.

Facility to add various maintenance expenses, recording of these expenses from all vouchers building wise and unit wise. Extensive reports on maintenance expenses. Optional job costing by adding various jobs as cost centers, recording various expenses from all vouchers job wise.

#### Purchase & Inventory:

Material request, enquiry, PO, GRN, balance PO, invoice from supplier, invoice auto verification, direct purchase, general purchase, purchase to project / job, purchase to store, issues from stores to job, purchase returns etc. Item purchase price history date wise & supplier wise. Easy to find best pricing supplier.

- Option of creating as many inventory items and service items category and sub category wise.
- Item Details: Item code, Item description, UOM, Make, Manufacturer, rack reference and Rate.
- Stock on hand (quantity and value), batch concept, re-order level, item wise in, out, balance history.



#### **Human Resource & Payroll and Security & Administration**



#### **Human Resource:**

Keeps track of complete employee Information.

Extensive search on different parameters to find any information quickly.

Employee Information: Name, Code, Profession, Tel, Fax, e-mail, Mobile, Photo, Date of Birth, Blood Group, Current Address, Home country address, Emergency contact Info, Skills, Superior, First Hire date, Experience summary, Education History, Training programs history, Annual leave history, Medical leave history, Absent history, Memo History, Items taken and return history etc.

- Gratuity calculations and Leave salary information

#### Payroll:

Payroll module generates quick employee pay sheet & pay slips.

Employee details in brief: Name, Code, Profession, File No, Daily / Monthly basis, Office staff / Project Staff, Grade, Bank Account No, Nationality, Date of birth, Mobile No. etc.

- Pay details: Basic, TA, HRA, Fuel, Mobile, Food etc.
- Deductions: Visa fee, Food, Gas, PF, Different types of loan installments, Fines etc.
- Office Staff time sheet, Project staff time sheet, Summary and detailed reports.
- Project wise Labour Cost, Office staff overhead cost, Denomination report etc.

#### Security and Administration:

New user creation (Login & Password)
Multi-level security and access permissions
View, Add, edit and delete permissions
Data Backup & Recovery
Audit trail



# **Professional Real Estate Website**

#### Professional Real Estate Website



As e-Business Applications is one of the leading internet solution provider in UAE, we have specialized team for designing high quality professional flash intros, websites of both static and dynamic (content management) types. In static, website content (Text and pictures) is fixed and site owner cannot modify the content by himself. Where as Dynamic (Content management) websites will have database support with specially designed web control panel to update the web content by yourself easily. We do provide domain name registration, Hosting and POP3 e-mail accounts (Ex. yourname@yourcompanyname.com).

We have ready web control panels, search engines, enquiry forms, property engines etc., for real estate business. These websites can be independent or can be integrated with our business and accounting software.

#### Features of Real Estate website:

Site visitors can search for required properties by selecting different options like project, tower, unit size, property type, view, area and price range and can send online enquiry, which will come to you as an formatted email. Dynamic engine updates the property availability details, pictures and floor plans either from main software or from a specially designed web control panel. Without programming knowledge you can update by yourself.

