



Value proposition

Issues

- **Real Estate management** is an increasingly important issue for all companies that use a large number of properties (owned and not) in their business, difficult to resolve in a comprehensive way within the accounting information systems.
- The property and real estate units in which the property is logically segmented are the objects that different departments (Technical, Contracts, Administration, Management Control) manage costs and revenues of various origins: leasing installment, tax registration , condominium fees, maintenance fees, taxes (IMU/Tasi), ...
- The most complex cases are those in which the company uses leased properties, and portions of the same (premises/areas) are rented out (property leases, rental of a business, rental of company department, ...) to tenants (or companies of the group in the case of intercompany) and finally, the company itself or a company of the group manages the condominium expenses with the final aim of recovering the share of expenditure incurred by tenants.
- The less complex cases are those in which the company uses properties that are being leased for example for its network of direct/indirect sales (shops, agencies, ...) and at the same time considers the condominium fees a cost for the condominium manager.
- Taxes such as the IMU and Tasi are calculated as a cost for the property owner and in the case of leasing, it is considered a cost for the tenant. Landlord and tenant are roles that the company may hold on properties shared with the other companies of the group.
- The concentration in a single company property held by several companies (spin-off) of the same group can only reduce some of the complexity of the area, but open up new problems related to the “tipping” of centrally incurred costs on individual companies.
- The integration of all information managed on different data carriers from individual departments is the key to improving the management of otherwise critical transactions. For example:
 - The management or the expiry of leases (closure, renewals, ...).
 - The control of the invoice of the owner, which includes leasing installments and other charges such as the recovery of the cost of registration.
 - The periodic issuance of invoices to tenants.
 - The registration tax payment and the recovery of the cost from the owner or tenant.
 - The payment, in the absence of the supplier's invoice yet to be received, of the periodic leasing installment.
 - The adjustment (Istat, Euribor, ...) of the leasing installment.
 - The discounts and the balance of leasing installment such as those of “minimum guaranteed on fees”.
 - The management of collateral (bank guarantees, bank deposits, ...).
 - The forecast of condominium fees, by the cost allocation on real estate units and the recovery of these fees from the tenants.
 - Calculation and payment of taxes.
 - Accruals and deferred income.
 - Amends for the purposes of IAS.
- Improving the integration of transaction-based management offers control and analysis that otherwise the individual departments perform on individual data carriers. For example:

- Economic and financial analysis for the year/month.
- Budgeting e forecasting.
- Simulations
- Analysis of costs and revenues for real estate and specific surveys (leasing installment per square meter, ...).

Our offer

- **Akeron Re** is a software that allows you to manage real estate and integrate all of its management activities of costs and revenues. The software is designed to manage issues in all companies that use a large number of properties (owned and not) for their business.
- **Akeron Re** was born with the main purpose of computerizing all the real estate information of the properties and real estate units and thus on each element manage the activities that are overdue and the cost and revenue items in the bill book used for issuing customer invoices, registration and control of supplier invoices, cash-in of orders from customers and payments to suppliers. All data relating to real estate and leasing contracts are integrated in the system and allow the production of analysis reports according to the needs of different departments. Over the years, thanks to our hands on experience and the close cooperation with our clients, **Akeron Re** has become an overall comprehensive tool able to respond to all the requests made by all company departments involved:
 - **Technical Office**
Computerizes the hierarchical structure of real estate, organizes on the property and its real estate units all technical information (gross surface, net surface, ...), fiscal (land registry, income, ...) and managerial (authorizations, licenses, certificates, ...), including the management their deadlines, ie the closing activities/renewal.
 - **Contracts/Administration Office**
Manages leasing contracts, from the preliminary to the executive contract, with the aim of controlling and arranging the activities to be performed to date, and consequently updating the bill book of the individual basic contract for the management of all administrative activities on the leasing contracts, and the production of the flows to the accounting system.
 - **Management Control**
Analyses the economic and financial area and produces the budgeting and forecasting in absolute adherence to contracts handled.
- **Akeron Re** follows all the tax regulations in force and is continuously updated to be able to adequately make changes when needed. The system allows you to store the documentation facilitating its consultation.

Functional Features

- **Technical:**
 - Provides the properties and segments them in real estate units through hierarchical structures.
 - All the information needed such as, technical (gross surface, net surface, ...), fiscal (land registry, income, ...) and managerial (authorizations, licenses, certificates, e...) can be configured and connected to each individual property or real estate unit separately or together.
 - Ability to query the properties and/or the real estate units by using the personal data, the data managed at the level of information and the data relating to the active/passive leases as a filter.
 - Ability to attach the copy of any type of document to the property and/or real estate units.
 - Ability to control and manage the deadlines run by the information.

- **Contracts/Administration:**

- Ability to manage the active and passive leasing contracts (maintenance costs or other) by associating the contract to the property or real estate unit and integrating, in addition to contractual information (starting date, deadline, leasing installment, ...) all information necessary for account management (account, cost center, taxability, ...).
- Ability to manage the status of the contract (preliminary, confirmed, closed, ...).
- Ability to manage intercompany contracts, such as passive leasing contracts automatically synchronized starting from the active leasing contracts, where the counterparty is a configured company.
- Ability to attach the copy of any type of document to the contract.
- Ability to manage information in support of the nature of different types of contracts (brand, area, poster, ...).
- Ability to manage, in the case of administrators of condominiums, the forecast of condominium costs by type of costs, the breakdown of the forecast on the basis of the condominium premises, the charges on account of the condominium fees to tenants occupying the premises on the basis of the active leasing contracts, the spending adjustment at the end of the condominium period and therefore, the related charges to tenants.
- Ability to associate to the rental agreements condominium fees provided by the condominium manager whether it is the owner or a third party (building manager).
- Ability to manage or better to arrange the contractual maturities, such as the activities to be performed to date that regulate the life of the leasing contract, automatically updating the bill book:
 - Closure, early termination, waiver of the denial of renewal: the economic adjustment of the bill book of the duration of the leasing contract and consequently the production of deadlines for the balance based on economic skills which are already the subject of issuing/documents registration and/or cash in/payments.
 - Leasing adjustment: adjustment of bill book based on the new installment from the date of its validity and consequently the production of deadlines for the balance based on economic skills already the subject of issuing/documents registration and/or cash in/payments.
 - Balance of guaranteed minimum and budgeting of minimum guaranteed for monthly closures: generating economic deadlines for the balance of the leasing installment.
 - Registration tax: depending on who anticipates and then eventually recovers part of the down payment, the debit/credit deadlines regarding the counterparty are generated.
 - Deposit and refund of down payment: generating economic deadlines for the recovery of the interest in favor of the counterparty that made the down payment.
- Ability to automatically send the letters, configured on specific needs, to the counterparties as a result of the arrangement of the contractual deadlines and file away the copies of the same documents to the leasing contracts.
- Ability to manage the leases, via accessorial amounts, more economical aspects (lease discounts, legal fees, maintenance costs, ...).
- Ability to manage specific activities on the leasing contracts such as the leasing transfer, installment changes not related to discounts/increases and one-off calculation and therefore the debit/credit of the interest on the down payment.
- By means of the bill book managed according to the skill, there is the possibility to:
 - Issue and possibly file documents, print and automatically send invoices or credit notes to the tenants (clients) producing the accounting flows.
 - Register and possibly file the supplier invoices or credit notes producing the accounting flows

and simultaneously control the balance between expected and received taxable tax, managing “squaring off” processes. In the presence of squaring off the document recognition can be temporarily suspended and automatically send an email to the supplier. The procedure is closed and the bill book adjusted and / or registering the correction document (credit note).

- Organize proceeds from client by type producing the accounting flows. In the case of RID it is also produced flows to the Home Banking System (SDD).
- Arrange payments to suppliers producing the accounting flows. In the case of BON it is also produced flows to the Home Banking (SDD).
- Detection of accruals/deferred for management purposes producing flows for management control and for accounting purposes producing the accounting flows. In the case of values used for statutory rights in property it is closed in subsequent accounting periods to that of that relevant during the phase of issuing/registration of invoices or credit notes and in passive area for individuals as a result of the arranged payment.
- Detection of the adjustments under IAS producing the accounting flows.
- Ability to calculate and pay taxes, producing flows to the Revenue Agency (F24).
 - The IMU dependent to companies managed if owners of the properties.
 - The Tasi dependent to managed companies:
 - If owners of the property net of the amount due to the possible tenant (active leasing contracts).
 - If tenant and not owner of the property (passive leasing contracts)
- **Management Control:**
 - Ability to create reports using all dimensions (company, contract, customer, supplier, property, real estate units, account, cost center, ...) and all configured measures (fees, service charges, taxes, ...).
 - Ability to save the structure of the reports created (bookmark), publish reports to the users, and then distribute the information, even as a single consultation, depending on the limitations of the configuration of the data for each single user.
 - Ability to combine algebraically in the reports the measurements (costs and earnings) and data (gross surface, net surface, ...) in order to produce indicators of functional analysis to the assessment targets (leasing installment per square meter).
 - Ability to produce budget/forecast in both an economic and financial form and automatically feed the information system of the area of management control.

Our offer

- **Akeron Re** integrates processes and information that involve multiple company departments in the **management of real estate** and thus produces clear benefits in terms of efficiency of resources and the quality/timeline of information.
- **Akeron Re** is a departmental system, therefore, it is independent from the ERP and the HR system and it is non-invasive, because it does not affect the business processes already in place and is easily connected to external systems (import/export).
- The high level of configuration offered by **Akeron Re** allows one to adjust the system as to meet the personal needs and business processes of each request.
- The internal reporting to **Akeron Re** allows one to easily produce an analysis of all dimensional axes and all configured measurements.
- User limitations of functions and data managed by your **Akeron Re** resolve privacy issues and at the

same time the publication via the internal reporting of data restricted to individual users.

- The native integration of **Akeron Re** with **Tagetik Cpm** enables you to provide the management control the contribution, from an economic standpoint, for managerial closures and the budget/forecast.
- The internal document management in **Akeron Re** or the integration with the company's document management system give the opportunity to share information organized via external support.
- The organizational/IT setting is consolidated and thus the activation times of **Akeron Re** are quick and produce an immediate return on investment.
- **Akeron S.r.l** provides full guarantees on timing/activation fees, a logic/functional completely competent support and a technological and functional growth of **Akeron Re** thanks to the ongoing improvements "suggested" by the growing community of users.

www.akeron.com

Akeron S.r.l

Via Farnesi 14, 55100 Lucca

t. +39 0583 96811

f. +39 0583 492024

info@akeron.it