



A PROUD MICROSOFT INNER CIRCLE PARTNER
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INDUSTRY CLOUD FOR **REAL ESTATE DEVELOPERS** WITH MS DYNAMICS 365

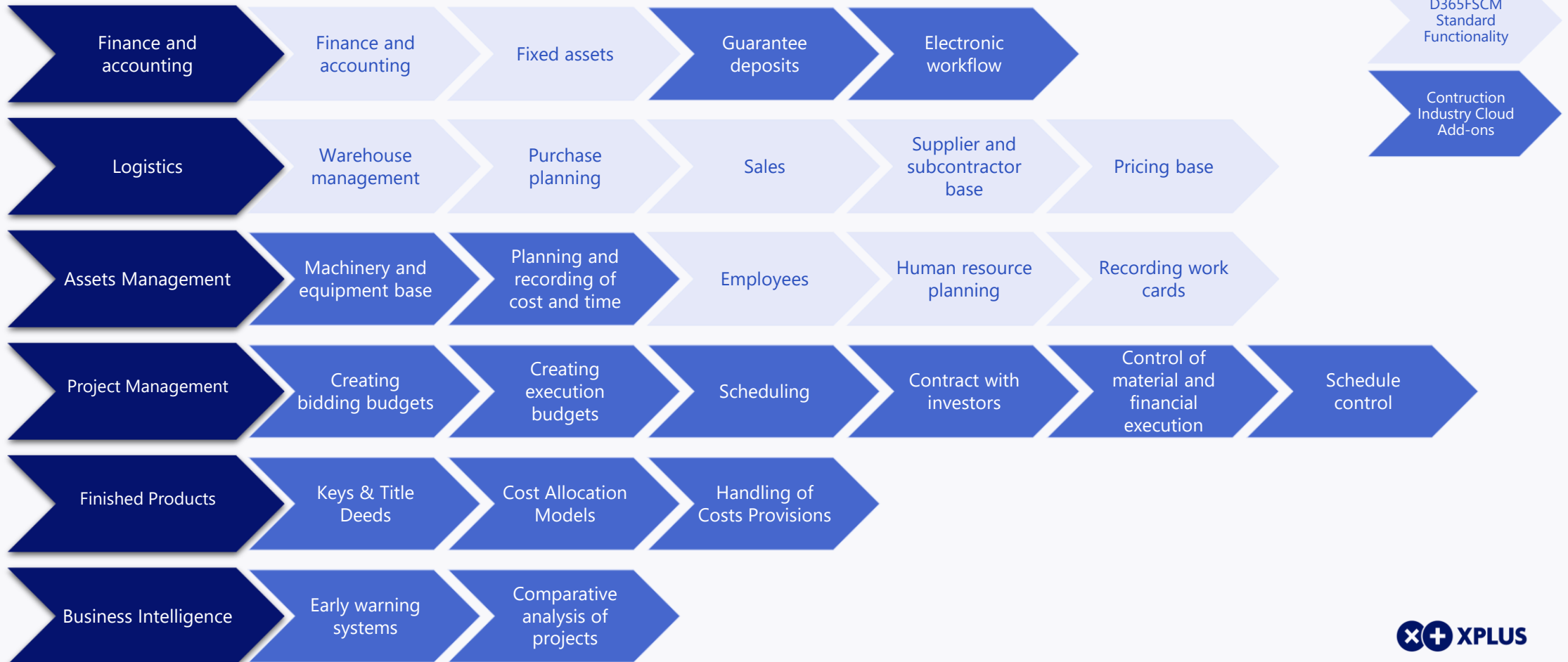


What are challenges for real estate developers?

- Finished **products valuation** per usable area (Usable Square Meters)
- Overhead costs, infrastructural costs and cost accruals **allocations to finished products** or WIP
- **Agreements with investors** and transaction settlements
- Lack of **margin control** on an ongoing basis
- Control of the settlement process with **general contractor**
- Lack of control over the process of **guarantee deposits**
- Document **approval processes** for budget documents, budget revisions, purchase orders, contracts, etc.
- **Project Cashflow**
- Lack of a central, electronic **contract storage** location
- Management information sourced and periodically merged from **multiple systems**
- Management **cost control**
- **Inventory overruns**
- The lack of **skilled workforce**
- Problem with **equipment management**
- Scattered information and documentation about ongoing **projects and their budgets**
- Unrealistic Expectations/Bad budget **Forecasting**
- **Unpaid work** - Subcontractors are not receiving payment for their completed work on time

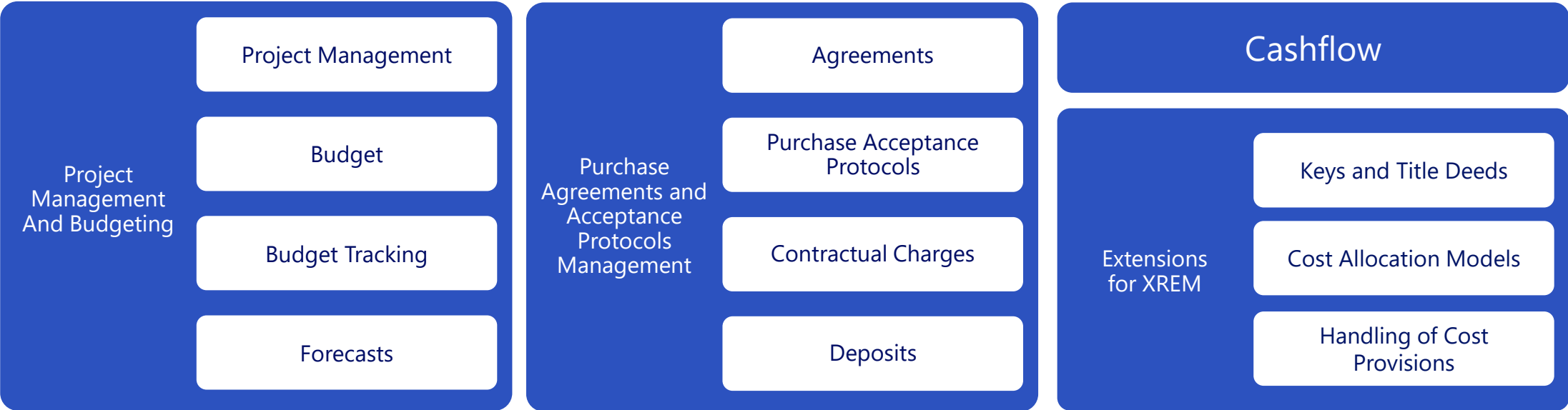


XPLUS Industry Cloud for real estate developers



Industry Cloud for Construction on Dynamics 365

XPLUS Contract Management for Real Estate Developers [XREM]



XPLUS Industry Cloud for real estate developers in a nutshell

- **Central hub** for maintaining projects and their budgets
- Project billing view (**plan vs. execution**) with current margin
- **Material and financial protocols** as a basis for accepting purchase invoices from subcontractors
- Full support of the **process of guarantee deposits** along with their refunds
- Electronic document **approval workflows**
- **Integrated management** information
- **Central register** of contracts, addendums, agreements, and assignments
- Electronic workflow on the Power Platform
- **Managerial cashflow**
- Settlement **protocols with the investor** based on throughputs
- Dedicated **projects and cost allocation mechanisms** for projects
- **Plan vs. execution updated automatically** from ongoing transactions
- **Warehouses per project** and current information about the value of the warehouse
- **Power BI** reporting

Construction industry experience



XPLUS Construction and Real Estate
(selected customers)

SKANSKA



DORACO



ROBYG
the Art of Building



INTOP
WARSZAWA



ECHO
investment

Experience



XPLUS selected customers
(other industries)





Case Study

Dom Development cares about customer satisfaction with the support of the management system in the cloud.

1

The purpose

- The leader of the development market in Poland needed a new ERP system to standardize and automate their processes

2

Solution

- Implementation of Dynamics 365 Finance and Operations in the cloud
- XCM:
 - Project management and budgeting
 - Purchase agreements and acceptance protocols management
 - Sales agreements and acceptance protocols management
 - Quality survey management
 - Cashflow
- Integration of CRM Dynamics 365 Sales and Marketing with D365 FO

3

Results

- Easy budgeting and monitoring of project execution
- Faster document workflow
- Accessible and fast reporting



Client
Dom Development

Country
Poland

Business size
Average (50 - 999 employees)

Partner
XPLUS

Products and services
Dynamics 365 Finance
Dynamics 365 Supply Chain Management
Dynamics 365 Sales
Dynamics 365 Marketing
Power BI
Project Online

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“We are able to check any aspect of the business at any time. Budgeting and monitoring the implementation of projects has become easier.”

Tomasz Chudzik

Chief Information Officer, Dom Development

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Among Top 1% Microsoft Partners Worldwide

2010
PRESIDENT'S CLUB
for Microsoft Dynamics

2016
INNER CIRCLE
for Microsoft Dynamics

2019/2020
INNERCIRCLE
for Microsoft Business Applications

2022/2023
INNERCIRCLE
for Microsoft Business Applications

Microsoft Partner
Gold Enterprise Resource Planning
Gold Application Development
Gold Windows and Devices
Gold DevOps
Gold ISV

Microsoft Partner
Partner of the Year for Dynamics 365
Poland
2019

Microsoft Partner
Partner Roku Business Applications 2021
XPLUS S.A.



21 years on
the market



Implementation in
over 30 countries



200+ AX/D365FSCM
professionals





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