ABeam Cloud Real Estate Solution

Solving Issues in the Real Estate Value Chain ABeam Real Estate Management Solution (ACRES)

Solving real estate life cycle issues and contributing to business sophistication and decision-making with cloud solutions

The environment surrounding the real estate industry is becoming more sophisticated and complex due to environmental changes, such as changes in population concentration in urban centers and labor shortages, as well as the diversification of individual lifestyles and value standards, and they all need to be addressed in different ways.

These issues requiring actions include many related to real estate management. For example, real estate information is not integrally managed, resulting in inefficiencies, such as double input of various information; it takes time and money to visualize income and expenditure information as well as market value information for each property, making it difficult to grasp whether a managed property is being utilized effectively; and documentation processes, including the processing of paper documents, signatures, and seals, are long and exhaustive, resulting in low business efficiency.

Such issues have become barriers, leading to difficulties in responding to increasingly sophisticated and complex environmental changes and a slow-down in such action.

ABeam Consulting provides "ACRES (stands for ABeam Cloud Real Estate Solution)," a cloud solution that comprehensively and centrally manages information related to the real estate value chain and realizes information visualization as well as operation standardization and streamlining, providing the support you need for problem-solving throughout the real estate life cycle.

Barriers to progress

■ Information is fractured along the fault lines of each real estate value chain, impeding visualization

■ The operation efficiency of real estate management and the like has not progressed, halting response to changes in the industry environment and business acceleration

Comprehensive information management, visualization, and data utilization are essential throughout the real estate value chain
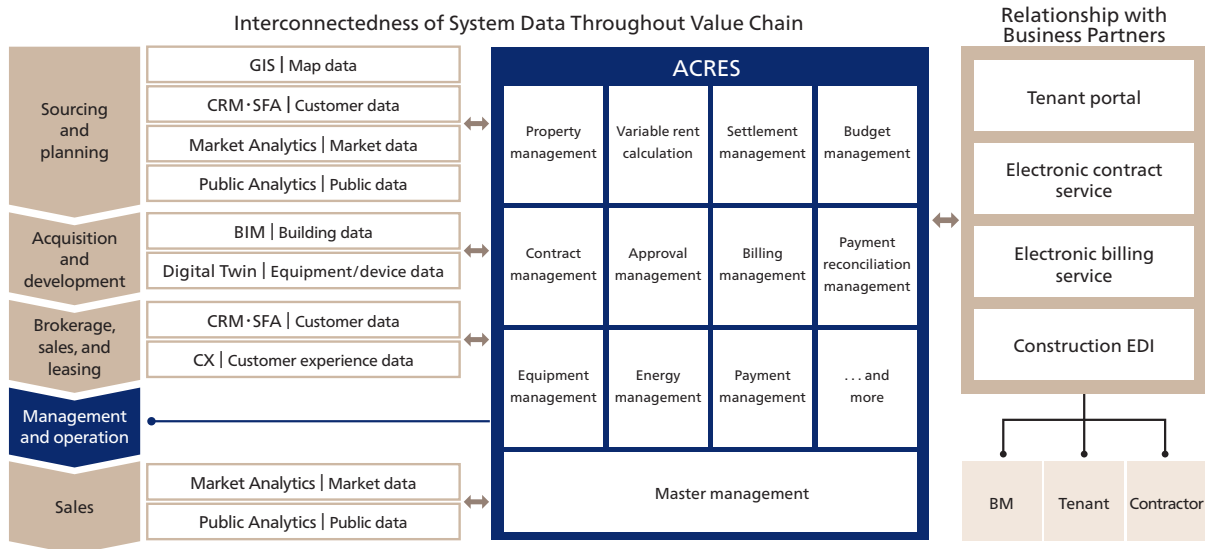
Why choose ACRES?

Adding ACRES, which centrally manages information related to the real estate value chain, into your repertoire means receiving the support you need for solving problems throughout the real estate life cycle and accelerating operations. ACRES is a cloud solution with high function compatibility and expandability as well as an extensive proven track record. In a short period of time and at low cost, you can experience the high quality that ACRES deployment and operation delivers.

One input Multiple uses	Various reporting functions	High interconnectedness and expandability	Full maintenance support
Centralized management of data related to real estate operations	Delivers reporting with BI tools to suit your needs	Easy to link with other systems and combine with new solutions	Technical maintenance support provided by our staff

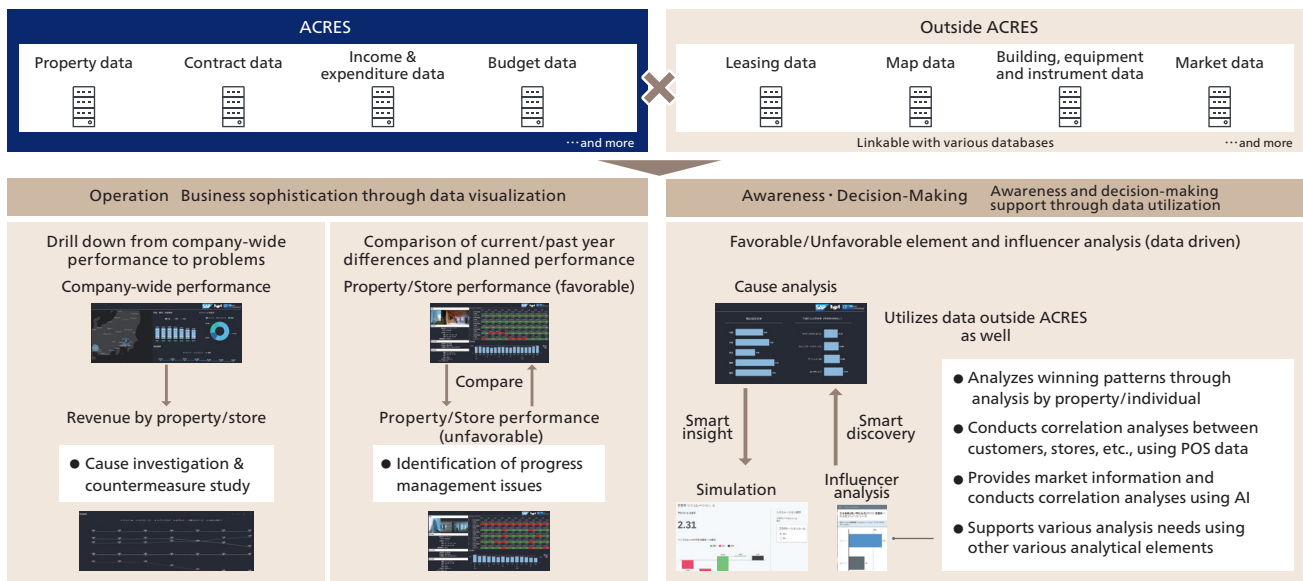| Industry standard templates	Extensive track record	Short introduction timeline	SAP reliability and proven performance
Templated industry standard business processes and corresponding functions	Smooth and effective deployment based on extensive track record	Results achieved in a short period of time with the use of templates	Reliability and compliability with laws and regulations through the use of the world's topERP package

ACRES Overview

ACRES is a core system for managing the entire life cycle of real estate. The system provides business functions for centralizing information and reporting functions that utilize existing data, allowing partial use as well as future system expansion.

Interconnectedness of System Data Throughout Value Chain

Sourcing and planning
- GIS | Map data
- CRM・SFA | Customer data
- Market Analytics | Market data
- Public Analytics | Public data

Acquisition and development
- BIM | Building data
- Digital Twin | Equipment/device data

Brokerage, sales, and leasing
- CRM・SFA | Customer data
- CX | Customer experience data

Management and operation

Sales
- Market Analytics | Market data
- Public Analytics | Public data

ACRES

Property management	Variable rent calculation	Settlement management	Budget management
Contract management	Approval management	Billing management	Payment reconciliation management
Equipment management	Energy management	Payment management	. . . and more

Master management

Relationship with Business Partners

- Tenant portal
- Electronic contract service
- Electronic billing service
- Construction EDI

BM | Tenant | Contractor

Business sophistication and decision-making support through data utilization

ACRES delivers a variety of reports as a standard function, allowing you to grasp, analyze, and report management data in real-time. In addition to KPIs and the various data prepared by ACRES, ACRES supports decision-making across an extensive range of scenarios by also utilizing the data of other databases.

ACRES
- Property data
- Contract data
- Income & expenditure data
- Budget data

...and more

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Outside ACRES
- Leasing data
- Map data
- Building, equipment and instrument data
- Market data

Linkable with various databases ...and more

Operation — Business sophistication through data visualization

Drill down from company-wide performance to problems

Company-wide performance

Revenue by property/store
- Cause investigation & countermeasure study

Comparison of current/past year differences and planned performance

Property/Store performance (favorable)

Compare

Property/Store performance (unfavorable)
- Identification of progress management issues

Awareness・Decision-Making — Awareness and decision-making support through data utilization

Favorable/Unfavorable element and influencer analysis (data driven)

Cause analysis

Smart insight → Simulation 2.31

Smart discovery → Influencer analysis

Utilizes data outside ACRES as well
- Analyzes winning patterns through analysis by property/individual
- Conducts correlation analyses between customers, stores, etc., using POS data
- Provides market information and conducts correlation analyses using AI
- Supports various analysis needs using other various analytical elements

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Clients

Below are examples of customer deployments. ACRES has a proven track record of deployment to various companies that own and/or utilize real estate.

Company	Overview
Company A No. of contracts: **About 8,000**	- Realized mechanisms capable of aggregating, managing, and evaluating information pertaining to all buildings related to a general developer management - Utilized reporting functions with analysis scenarios and KPIs required for building management prepared in advance
Company B No. of contracts: **About 3,000**	- Centralized management of property information (location, size, drawings, etc.) including not only rental properties but also commercial real estate - Simultaneously introduced solutions at subsidiaries (real estate leasing businesses), streamlining leasing and owner settlement operations between groups
Company C No. of tenants: **About 1,500**	- Realized, as an SC business operator that develops fashion buildings nationwide, rental management of properties and tenant space, centralizing data and streamlining deposit/withdrawal operations
Company D No. of properties: **About 150**	- Introduced general fund management operations (property management, contract management, loan management, AM operations, construction management) , streamlined AM operations, and refined analysis and countermeasures with the aim of building a real estate fund management support system
Company E No. of contracts: **About 14,000**	- Realized asset management company operations as well as property, rent, repair management and accounting processing linkage through collaboration with PM companies based on workflows, streamlining operations and ensuring internal control.