

YARDI CRM™

Yardi CRM (Customer Relationship Management) centralizes valuable customer and contact information in the centralized Yardi Voyager™ database. Leveraging the browser-based Voyager platform and the ease-of-use of Microsoft® Outlook, Yardi CRM provides real-time access to all activities relating to your customers, prospects, and leasing pipeline. It eliminates duplicate data entry by capturing contacts and correspondence step-by-step to automate the leasing process, from lead generation through proposal creation and lease execution.

Increase Productivity

Improve the efficiency of your customer-facing staff using Yardi CRM as the hub for all day-to-day leasing activities for both leasing agents and management. Yardi CRM puts leasing data at your agents' fingertips in an easy-to-use interface with role specific dashboards and data drill down. For sales managers, Yardi CRM provides real-time visibility into their team's leasing activities.

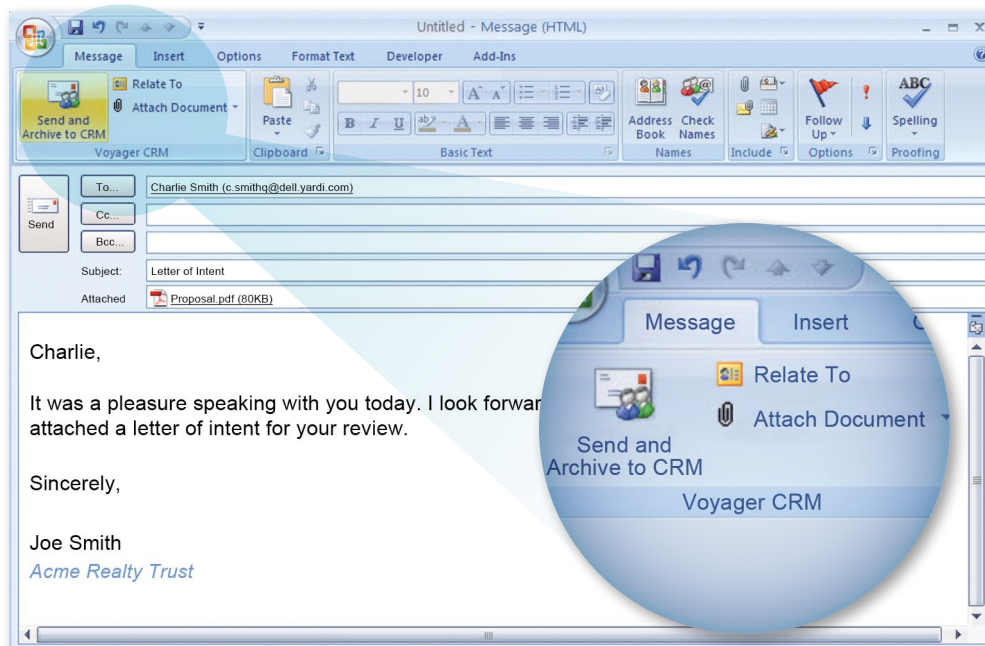
The screenshot displays the Yardi CRM interface within Microsoft Outlook. The main window shows a 'Debt Information' report for 'comoff2 - Roosevelt Tower, Washington'. The report includes a table with columns for Property, Units, Lease, Lease Type, Area, Lease From, Lease To, Term, Monthly Rent, and Market Rent. The table lists various lease units and their associated details, including lease types (Office - Net, VACANT) and monthly rent values.

Property	Unit(s)	Lease	Lease Type	Area	Lease From	Lease To	Term	Monthly Rent	Market Rent
comoff02 - Roosevelt Tower, Washington									
Current Leases									
comoff02	170D	Eastern Excos Company	Office - Net	4,660.00	10/01/2006	09/30/2011	60	18,500.20	
comoff02	350A, 350B, 350C, 350D	Master Writer, Inc	Office - Net	13,380.00	02/01/2002	04/30/2011	111	636,754.20	
comoff02	450C	Expert Employment Services	Office - Net	2,886.00	01/01/2003	08/31/2011	104	9,812.40	
comoff02	550A, 550B	Law Office of Stafford & Somersby	Office - Net	6,084.00	04/01/2004	03/31/2013	108	241,277.50	
comoff02	550D	Williams Engineering	Office - Net	4,120.00	01/01/2004	12/31/2010	84	16,686.00	
comoff02	650C, 650D	French & Milner, CPA	Office - Net	3,672.00	11/01/2003	10/31/2011	96	13,953.60	
comoff02	750C	Digital Systems	Office - Net	2,122.00	02/01/2003	01/31/2011	96	8,869.96	
comoff02	790D	E & T Corporation	Office - Net	3,364.00	10/01/2002	09/30/2010	96	13,186.88	
comoff02	850A, 850B, 880C	DC Publishin	Office - Net	6,094.00	04/01/2004	03/31/2012	96	24,680.70	
comoff02	860B	Pearl Insurance Brokerage	Office - Net	2,268.00	06/01/2006	05/31/2010	48	6,920.40	
comoff02	860D	Donaldson Agency	Office - Net	2,268.00	06/01/2003	05/31/2010	84	0.00	
comoff02	150B	VACANT		606.00				0.00	
comoff02	150D	VACANT		2,466.00				0.00	
comoff02	170A	VACANT		1,432.00				0.00	
comoff02	180B	VACANT		4,012.00				0.00	
comoff02	250A	VACANT		1,214.00				0.00	

Yardi CRM integrates Voyager™ and Outlook™ to put customer data and leasing activity at your fingertips.

Key Features

- Sales Manager dashboard to monitor performance of leasing agents
- Leasing Agent dashboard for easy navigation to prospects and customers
- Record of all email and other activity related to leasing and renewals
- Deal “wizards” for quick data entry
- Pipeline reporting and analytics
- Outlook integration for email, contacts, and calendar items
- Marketing brochures, mass emails, and campaign management
- Yardi Portal™ integration for real-time availability and document sharing



Access to customer and prospect data within Outlook™ helps streamline leasing and improve service.

Streamline Leasing

Yardi CRM provides greater visibility into all leasing activities, with a holistic view of your customers that affords insight that leads to better business decisions. The solution automatically tracks leads from **Yardi Portal**, and reduces the time needed to close deals by streamlining the leasing process through document generation and automated workflows. Tight integration with Outlook means you can access all **CRM** related data from within Outlook, which saves time and increases efficiency.

Integrated Solution

Yardi CRM is part of the Yardi Commercial Suite™ that includes:

- Yardi Portal™
- Yardi Payment Processing™
- Yardi Procure to Pay™
- Yardi Insight™
- Yardi PortfolioVMF™
- Yardi Document Manager™ for SharePoint®



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