



## Client Success

## Vionell Holdings Partnership



### Markets

Multifamily  
Commercial  
Condo, Co-op & HOA

### Portfolio

1,250 residential units 1,500 condo  
units 100,000 commercial sq. ft.

### Client Since

2015

### Highlighted Product

[Yardi Resident Screening](#)

### The Benefits

Yardi Resident Screening automates applicant approvals to speed up leasing, reduce vacancies and increase NRI for Vionell Holdings.

### About Vionell Holdings Partnership

[vhproperties.ca](http://vhproperties.ca)

### Learn More

[Yardi.com](http://Yardi.com)

### Contact Yardi

[Sales@Yardi.com](mailto:Sales@Yardi.com)



“ Yardi Resident Screening reduced Vionell’s vacancy rate from 13% to under 3% and helps us approve the best applicants with an efficient screening process that also saves us time. ”

Jason Roblin, CEO

### The Company

Vionell Holdings Partnership is a primarily multifamily and condominium property management firm with operations in Portage La Prairie, Brandon and Thompson, Manitoba, Canada. The company specializes in leasing, maintenance, budgeting and financial reporting services for its clients, who own the properties Vionell Holdings manages.

### The Challenge

#### Manual Screening

Answering applicant phone calls and processing paper applications with manual background and credit screening was time consuming. The manual screening process exposed Vionell Holdings to losing its best prospects to the competition if they could not complete approvals in a timely fashion.

### The Solution

#### Yardi Resident Screening

Yardi Resident Screening is a proven online screening system that features comprehensive credit reports, analytics and reliable background data including rental payment histories— with automated recommendations to help clients approve quality residents. As a result, clients minimize risk and reduce loss from collections and evictions.

### The Story

#### Automated, Rules-Based Screening

Vionell Holdings’ applicants are compliantly screened with Yardi Resident Screening as part of the RENTCafé and Yardi Voyager leasing workflow, with qualified renters selected automatically based on the criteria set for each property.

According to Jason Roblin, CEO, Vionell Holdings has also been able to reduce its vacancy rate from 13% to below 3% with Yardi Resident Screening. Vionell now approves quality applicants quickly to sign more leases, and also gains business insight with real-time analytics and screening reports to enable better business decisions.

With the combined power and reach of RENTCafé, Yardi Voyager and Yardi Resident Screening, Vionell is engaging a wider range of prospects while reducing calls to its leasing offices and eliminating tedious paperwork with an efficient online marketing, application



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and leasing process.

“Our best applicants are getting approved right away, thanks to Yardi Resident Screening. We’re not at risk of losing them to the competition anymore because of paperwork or a slow response time,” Roblin explained.

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Vionell Holdings Partnership has also implemented [Yardi Voyager Residential](#), [Yardi Voyager Condo, Co-op, HOA, RENTCafé](#), [Yardi Payment Processing](#), [Yardi Procure to Pay Suite](#)

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