



PROBIS^o

**Find the perfect software solution for
your real estate business**

1. Why the tried and tested software solutions do not adequately solve today's problems:

Project developers and asset managers currently use a wide variety of software solutions to simplify their daily work processes. Whether email communication, virtual appointment setting or special software solutions for project management, project controlling and developer calculation – the use of software has become indispensable. But despite the apparent progress, many of these solutions are – isolated solutions and / or outdated. Especially in the real estate sector, software solutions are used that were developed several years ago and were originally intended for other purposes. Although Excel can be useful as a programme, it is not suitable for complex construction projects with many stakeholders, processes and different needs. It is important that companies regularly update their software solutions and adapt them to the specific requirements of their projects. Otherwise, outdated systems can lead to confusing amounts of data and a lack of relevant knowledge.

Why outdated software solutions lead to a lot of data and little knowledge...

Many companies still work the way they did in the early 2000s. Their tools were developed when mobile phones could not take pictures and there was neither laptop nor internet on construction sites. Especially when working together in a team or with business partners, the disadvantages of outdated and fragmented software landscapes become clear. The result is cumbersome manual work steps, workarounds for document transfer and non-transparent processes. This makes cooperation more difficult and slows down the entire project management. At the same time, a lot of data is generated, but little knowledge that allows for far-sighted decisions – which is the opposite of what modern software is supposed to do.



Lack of reliability

The use of outdated documentation and information often leads to confusion about individual process steps and the current project status. This makes clear tracking difficult and confusing.



Missing structure

It is often a challenge to gain transparency over a portfolio or to find documents and records in a project, as they are often distributed and archived across several systems. Furthermore, not all project participants have access to all documents.



Insufficient transparency

Manual interfaces and process steps are often prone to human error, which can lead to project participants having difficulty relying on the data.

Lack of time

Project participants often spend a lot of their time writing emails, coordinating and managing inefficient communication.



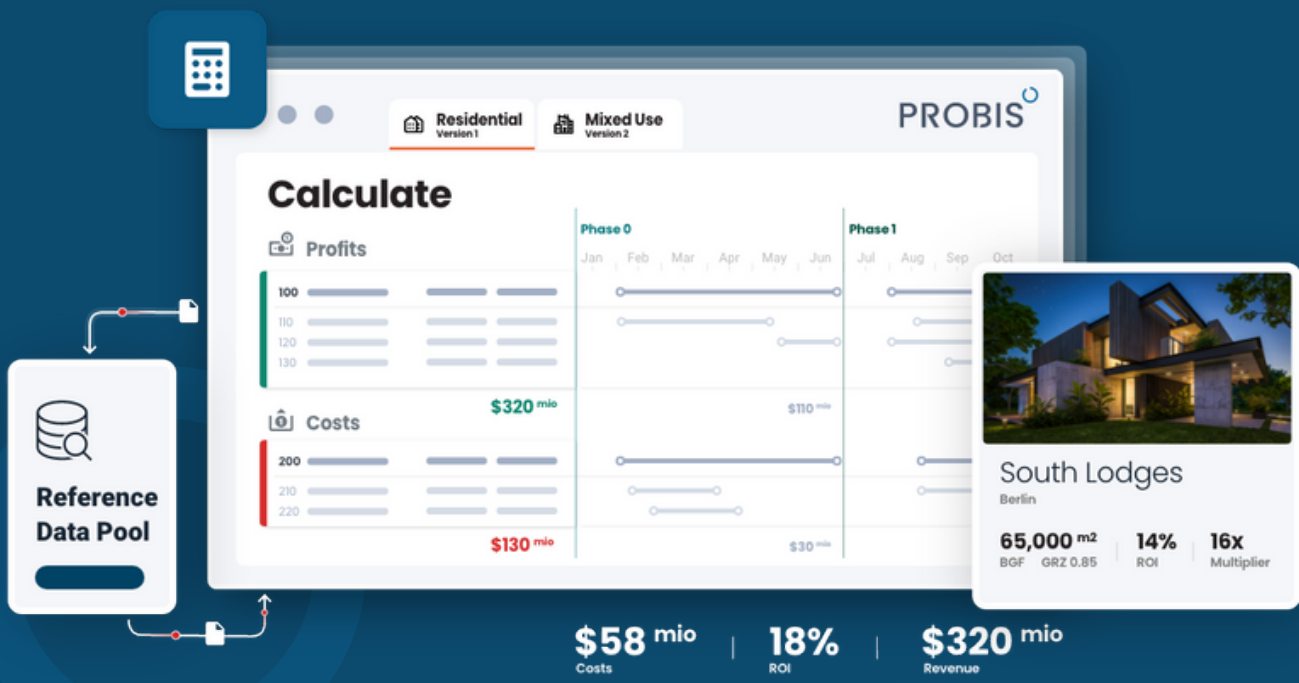
The construction and real estate industry is currently in turmoil due to various market parameters. The digital transformation is advancing rapidly and increasing the pressure on companies.

Rising construction and raw material prices, material shortages and sustainability requirements are putting a strain on project managers and investors.

To remain successful in the future, financiers, project developers, builders and asset managers must master one discipline above all:

Making the right decision at the right time.

Above all, this requires a reliable database that makes it possible to weigh up alternatives, derive measures and make investments.



1.2 Choosing the right systems is the key to success

Choosing the right systems on the path to automation is the key to success. If real estate companies want to be successful in the future, they need suitable software solutions and solutions. Choosing the right software is part of this. Strategic decisions that influence the success of projects and companies can have a big impact.

Let's take a look at the platforms you are currently using. Answer yes or no to the following questions:

	Yes	No
Is communication between all project participants supported and facilitated by their systems? Is the number of emails and communication channels reduced?	<input type="radio"/>	<input type="radio"/>
Does the software facilitate and simplify the coordination of tasks within the portfolio?	<input type="radio"/>	<input type="radio"/>
Is all information on a project stored centrally and automatically available to everyone?	<input type="radio"/>	<input type="radio"/>
Are the next steps and responsibilities of a project available in the systems?	<input type="radio"/>	<input type="radio"/>
Are work processes significantly accelerated, carried out automatically or even replaced?	<input type="radio"/>	<input type="radio"/>
Does the software help you to make the right decisions in the long term, e.g. with regard to ESG monitoring?	<input type="radio"/>	<input type="radio"/>
Is the platform of the systems clear, user-friendly and logically structured?	<input type="radio"/>	<input type="radio"/>

1.3 If at least one of the questions is answered in the negative, you are probably working with local, manual and paper-based processes.

This is not unusual. For a long time, there was no need for project developers, property developers and asset managers to change their usual way of working. Project participants had come to terms with processes and the economic viability of the projects was positive for years due to known parameters.

But the challenges of the future require new, more innovative processes..

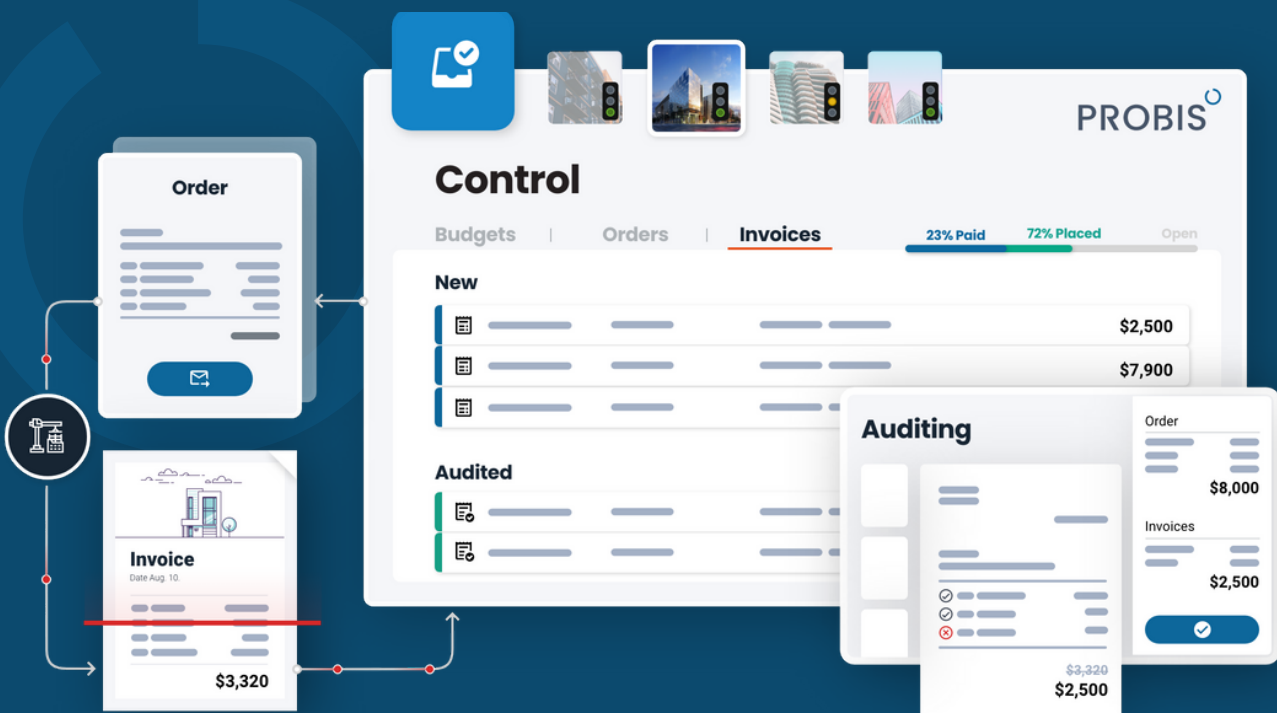
In our eGuide you will learn...

...what modern project management software should be able to do.

...which system landscapes make the most sense for real estate companies.

...what modern project management software should be able to do.

...with which vision PROBIS automates the construction industry.



2. Software as a Service (SaaS) vs. on-premise: a comparison of the advantages and disadvantages

There are two basic models of software solutions: On-premise software, which is available locally, and SaaS solutions, which are device-independent. On-premise used to be the benchmark, but nowadays companies in all industries, including construction and real estate, are increasingly moving towards SaaS solutions.

On-premise software: Is it still up to date?

On-premise software runs on its own servers and requires access via the company network or VPN. Users access the software via a desktop application or web-based user interface and use commands to operate it. A licence fee allows for time-limited or unlimited use of the software on a specific computer or user.

The compatibility of the IT infrastructure must be checked before deciding on on-premise software.

software must be checked.



Extensive configuration options

The basic solution is purchased and often supplemented by customised applications.



Unlimited controlling via the system

The complete IT infrastructure is managed internally.



Decentralised storage of data

Access remains possible even without an internet connection.

2.1 Revolution in the software industry: Software-as-a-Service (SaaS)

SaaS, also known as cloud software, is becoming increasingly popular in the business context. In this case, the software is not purchased; instead it is rented. The provider offers both the technical infrastructure and the project management software itself. The use takes place in the cloud, independent of operating system or end devices. Only internet access is required.

Compared to on-premise software, SaaS offers high availability and low installation and maintenance costs. Automation based on individual workflows optimises internal workflows and accelerates processes. Hardware, server, update, set-up and support costs are lower with web-based access to SaaS solutions. The software is automatically updated without the need for reinstallation. The centralised storage of all data enables smooth collaboration and transparency. Payment is flexible, for example according to the number of users per month or per project.

In a direct comparison, SaaS solutions are particularly convincing in terms of flexibility, usability and availability. They are easily scalable and can communicate seamlessly with other software solutions, which promotes collaboration and transparency. SaaS is a strong technological foundation that drives digital transformation and the transformation of the working world.



Accessibility

Project participants have access to the latest data from different devices and also outside the company network, which creates transparency and prevents misunderstandings.



Adaptability

Tailor-made pricing models adapted to individual needs with variable usage costs and short contract commitments are available to every customer.



User-friendliness

Contemporary and user-friendly interfaces enable rapid adaptation to new work processes.



Individual workflows

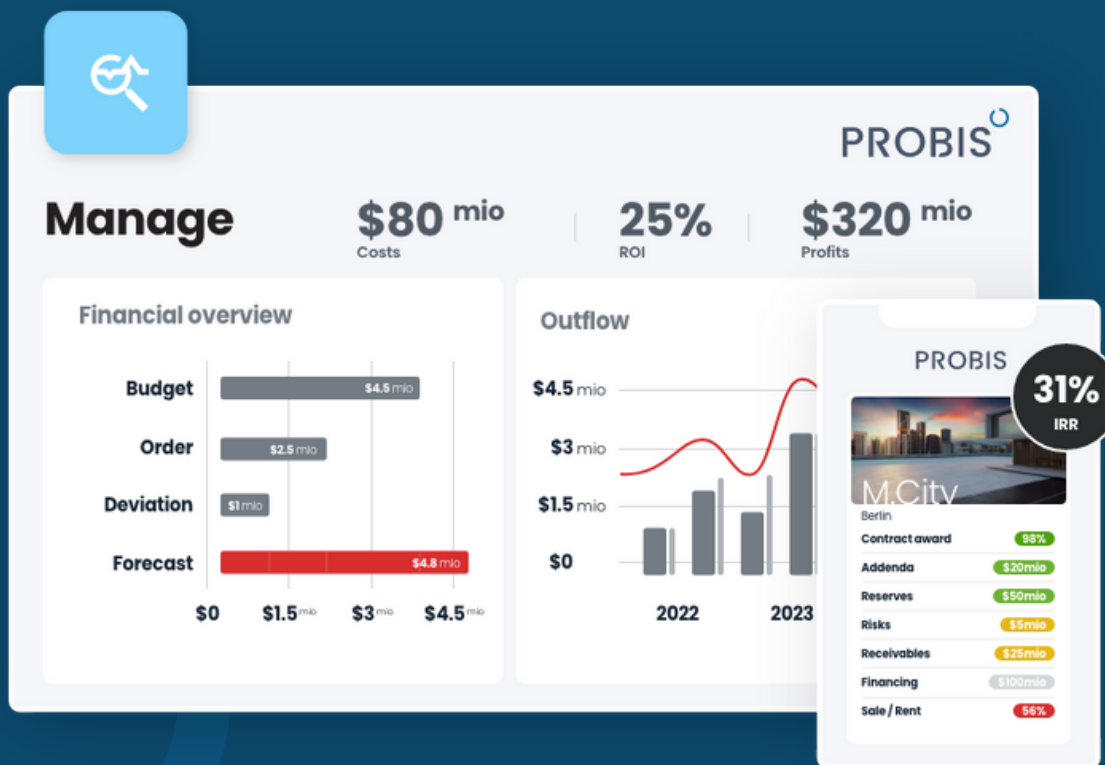
By automating time-consuming processes, internal workflows can be optimised and accelerated.

3. Which software models make the most sense for real estate companies

There is good news for the real estate industry:

Software providers have been gradually adapting to the needs and challenges of the industry for several years. Established players and innovative proptechs know the industry and develop their products closely to the needs of their customers. Financiers, project developers, property developers and asset managers rely on them to realise successful projects in the future.

The goal is state-of-the-art project management software that is always at the cutting edge of technological development. But how do you recognise such software solutions? And what criteria should be used in the selection process?



Added value

A software solution or interconnected systems should add real value to a business by helping to achieve your business goals. Therefore, it is crucial that providers understand their customers' needs and challenges and align their solutions accordingly.

These questions are relevant:

- Are all the functions I need for my projects included in the software?
- Will the overall situation of my company be improved by using the software?
- Is there added value for my company through the use of the software?

Availability & traceability

With modern software, users have access to the latest version of their files at any time and from any device. The software makes it possible to map the entire project history in one place and make it accessible to all project participants. Every decision and change is meticulously documented and is thus transparent and comprehensible for everyone involved.

These questions are relevant:

- How can users access the software?
- Is a licence required for each user? From which devices can the software be used?
- How quickly can the software be installed on the end devices?
- Does the software have to be installed locally or can it be accessed via the browser?

Automation

Manual, administrative steps are time-consuming and error-prone in everyday work, especially for recurring tasks. Modern software automates customised workflows, which reduces errors and saves time that can be used for value-adding activities.

These questions are relevant:

- Can complex manual
- processes be automated?
- Will the efficiency of my processes be increased?
- Will my employees' working hours be freed up, which can be used for more meaningful activities?

Cost model

Software solutions can be priced in various ways, e.g. per licence, project or data volume. The billing models and contract periods are varied and it is important to check whether additional costs are incurred for support, updates or customisation options. For example, project-based billing can lead to additional costs, etc.

These questions are relevant:

- What factors influence the pricing of a provider?
- How long do I have to commit to a provider?
- Does the provider's pricing model meet my organisational needs?

Easy onboarding

Modern software makes it possible for employees to work immediately with their existing end device without lengthy installation processes and training. A web browser is the only requirement for accessing the software.

These questions are relevant:

- Does the provider offer professional support, an introduction and assistance for the users in using the new software?
- How is the onboarding for the users organised?
- How quickly can the software be implemented on digital devices?
- How quickly can the software be made ready for use in planned projects?
- Are the consultants of the software company from the industry and do they understand my needs?

Usability

A user-friendly interface enables a quick introduction to new software. This enables users to understand the functions within a short time, which shortens onboarding and saves long training sessions. Easy accessibility, even for non-IT experts, increases the acceptance and use of the software.

These questions are relevant:

- Are the functions and application options of the software recognisable at first glance?
- Is the user interface designed in a comprehensible way, including the menu navigation, the presentation of information and the meaning of the individual buttons?

Provider

It is important not to neglect the company behind the product. A look behind the scenes and at the team can often be worthwhile.

These questions are relevant:

- Who are the people behind the product and what experience and skills do they bring?
- Who are the shareholders of the company and what role do they play in the development of the product?
- In what direction is the company developing and what are its plans for the future? Where does it see itself in five years?

Interfaces

A software solution alone will not be sufficient to solve all problems. A suitable software landscape requires the integration of different products. Modern software developers take into account the interaction of different products and integrate interfaces to ensure a smooth transfer and transmission of data.

These questions are relevant:

- Which interfaces are required for my needs?
- Are there already interfaces to my current solutions or can new ones be set up? How will the transfer and sharing of data work in the software landscape?

Support

A good software service provider offers its customers support in onboarding as well as in customer support. Successful cooperation is based on mutual exchange and at eye level.

These questions are relevant:

- Does the provider also offer support after the sale?
- What possibilities do I have to ask questions?
- How quickly can I expect answers to my questions?
- Is there a direct contact person
- in the support team?

Further development and updates

Software is most effective when it is constantly improved and developed. In a fast-moving market, trends and requirements have to be implemented quickly, so it is important that the provider updates its product regularly.

These questions are relevant:

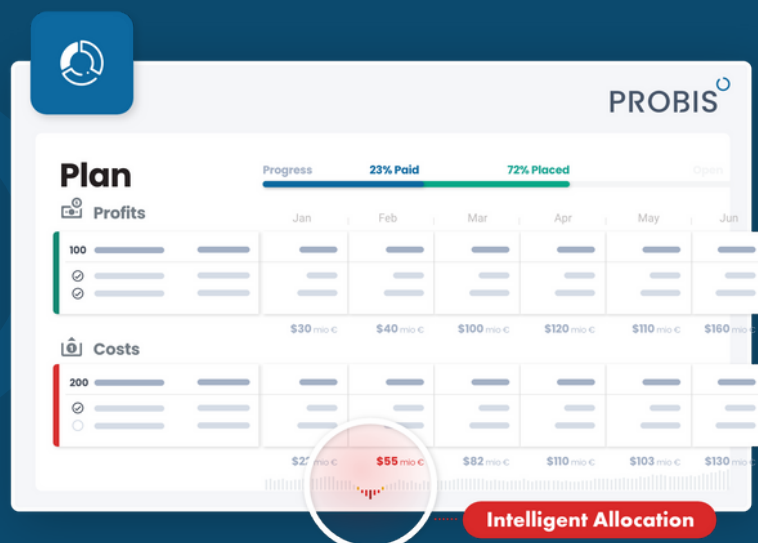
- Are the trends and needs of users taken into account when developing new functions?
- How often are new features released to users?
- Are there opportunities for users to participate in the further development of the product?

Security

The security and protection of data is of paramount importance. A quality software provider guarantees that data is stored and protected securely, regardless of the device on which it is stored.

These questions are relevant:

- What aspects are important to me in terms of security and data protection?
- How does the provider ensure that my data is kept safe and protected?
- Does the provider offer good advice on data security?



4. The search for the right solution: How innovative software supports the success of your business

The importance of software selection goes far beyond the respective department or at most the IT department. It is no longer a niche topic, but an essential decision that affects the entire company.



The construction and real estate industry faces unique challenges that are difficult to overcome.

In this industry, the right tool can make the difference between the success or failure of the entire business.



Choosing the right software requires decisions like: Is the current software still up to date? On-premise or cloud? Criteria for modern solutions? – These are the questions decision-makers ask themselves in the selection process.

PROBIS has an extensive network of leading experts in the real estate industry. We offer practical answers to questions and are happy to support you in your decision-making process.

PROBIS has made it its mission to revolutionise one of the world's most important industries through digital transformation.

Our innovative software has already helped many industry pioneers to successfully implement their projects.

PROBIS is an innovative vision and software solution.

Our central data hub captures **all financial aspects** of a real estate project throughout its life cycle.



Accessibility

Thanks to our solution, data and information are available in real time and centralised in one place, accessible to all project participants. This increased transparency enables informed decision-making.



Performance

Work processes are optimised through simplification, standardisation and automation to give project participants more time for the essentials. for the essentials.



Benchmark

Using data from your own and external projects allows for shared and collaborative decision-making that adds the most value.



Risk analysis

The recording, analysis and forecasting of new and existing risks enables reliable liquidity planning of preventive countermeasures.
(Risk monitoring)



Cooperation

Our cloud-based solution enables seamless communication and improved collaboration within the software.



PROBIS[°]

Do you need help choosing the right software solution?

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