



CASE STUDY

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The End of Paper Handover Protocols

[REALPADSOFTWARE.COM](https://realpadsoftware.com)

The development company Corwin has been operating on the Slovak market since 2010. The company has grown rapidly and today consists of a large team of experts in the field of real estate development. Corwin pushes the boundaries of sustainable and socially responsible development, with a portfolio of green roofs, modern architecture, and the active use of modern technology.

With the growth of projects, the company needed to digitize the apartment handover system. Corwin, therefore, approached its technology partner Realpad **to create a new module for digitizing and automating the apartment handover process.**

Objectives of digitization

01

Automating the entire process of handing over flats, instead of manually filling in contracts

02

Eliminate errors and save time and paper (by more than 80%)

03

Optimization of human resources and the acceleration of real estate transfers



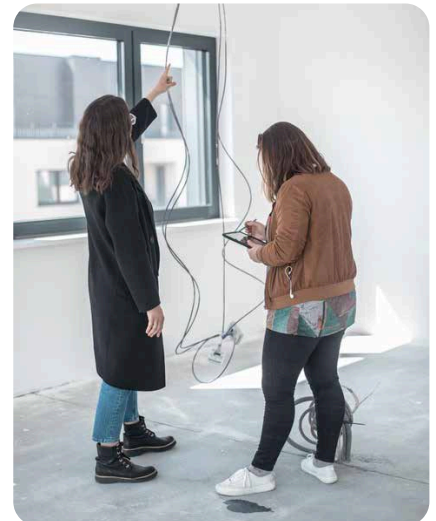
“The main reason why we wanted to take a significant step in the digitization of the handover process was its time-consuming nature. This was caused by the need to print several copies, their subsequent scanning and forwarding between different departments, inefficient use of data from the CRM system, and errors in rewriting documents,”

says **Matěj Šestina**, Head of IT & Innovation at Corwin.

Why choose Realpad?

The development industry is overwhelmed with paper documentation. Every change must be recorded, confirmed, and signed. Then everything is entered manually into the system and forwarded to the necessary departments. All these tedious steps tend to create confusion, frustration, and may lead to complaints from the clients. At Realpad, we are aware of these issues.

To combat these issues and accelerate the process, the solution was to have a clear user portal. We were able to test the new system on two pilot projects during October considering the needs of the clients and the developer. **Through this system, we have streamlined the sales process, reduced paper consumption, and saved the development company a lot of time.** The Corwin system immediately underwent a difficult test.



“Without digital handover protocols, automatic contract generation, and a complaint module, we would not have been able to deliver such performance in a short period of time, given the current capacity of the people in the team,”

said **Luisa Maco**, who led the project on Corwin's side.

The implementation of Realpad

4x

faster protocol completion

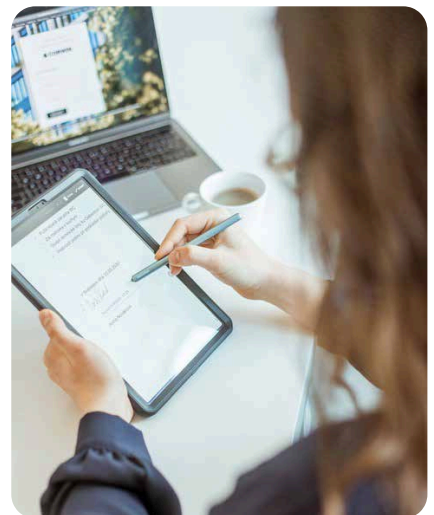
- ✓ Simplification in the inspection of defects and unfinished work during the handover process
- ✓ Zero paperwork when handing over flats
- ✓ Shortening the handover meeting (more comfortable for the client)
- ✓ The clients still have access to all the documents in the client portal. Digitally.

Evaluation

In addition to speeding up the whole process, Corwin can share information easier between the team as well as third parties such as clients, banks, etc. Clients are also able to have an overview and transparency of the entire purchasing process without any support.

Corwin is the first developer in Slovakia to offer its clients the option of secure document confirmation. Each signature is paired with the document in an encrypted form, which protects it from possible misuse. The biometric signature plays an important role in the system.

After the completion of 2 pilot projects, the new Realpad product gained customers from other developers, such as Penta Real Estate, Forty Management or Metrostav Development. **No wonder, this is a unique service on the market worldwide.**



The Slovak company Corwin has been on the market for almost ten years. Its mission is to develop cities positively and responsibly, with an emphasis on ecology and modern architecture. The company has long sought to design and care for buildings that use fewer resources, produce less waste, and have the least possible impact on the environment. It uses modern and efficient technology for its goals.

corwin.sk

Realpad has been a technology partner of European real estate developers, investment groups, and real estate portfolio management specialists since 2012. We specialize in the development of sophisticated and user-friendly digital products that help clients automate processes, deepen customer relationships, and effectively sell or rent real estate projects.