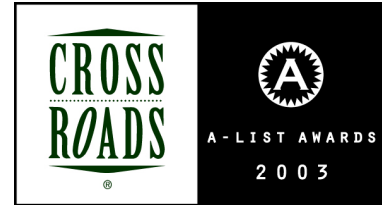


Geac Computer Corporation Limited, AMSI Division

Markham, Ontario, Canada, and Houston, TX

EVOLUTION eSite

➤ Enterprisewide Multifamily Property Management



CUSTOMERS AT WORK

Investors, property owners, and property management companies served as reference customers. Common strategic objectives included:

- Improving financial performance in a tougher and more sophisticated competitive environment
- Enabling property managers to consistently improve leasing and resident retention
- Providing greater information visibility for property owners and property management companies while eliminating time-consuming data consolidation processes

WHY GEAC'S AMSI DIVISION?

eSite is a complete on-site management system that centralizes the activities involved in managing an apartment community, including tracking rental leads, preparing resident applications, collecting rents, and distributing property management reports. eSite is part of the EVOLUTION suite of enterprisewide property management applications built on Web-based technology from Microsoft. Other EVOLUTION modules provide budget control, commercial property management, financials, work orders, a resident portal with online rent collection, and cross-portfolio reporting. EVOLUTION can be self-hosted or accessed as an online service.

COMPANY INFO

Geac Computer Corporation Limited is a public company (TSE: GAC) with 2,600 employees.

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BUSINESS IMPACT

Near-term value: eSite has dramatically changed the workday for all concerned. Before adopting eSite, property managers spent a lot of time assembling and reformatting information for property management companies and owners. Even so, nobody had any visibility of current information, thwarting any attempt at enterprisewide consistency, let alone improvement. After adopting eSite, customers report better business control at all levels via up-to-the-minute operating information. By eliminating administrivia, eSite not only frees up more of property managers' time for leasing, marketing, and operations activities, but it also enables that time to be spent more productively.

Enterprise innovation: eSite is a competitive advantage for property management companies, enabling them to make better decisions in this tough market while easily providing timely information to owners newly squeezed by rising insurance costs.

Technology gains: Most customers, accustomed to DOS-based systems linked to headquarters via weekly file transfer, rave about the convenience of the Web-based system for direct data entry. Some customers appreciate the option of adopting other integrated modules from Geac AMSI. Microsoft SQL Server on the back end makes it relatively straightforward for others to integrate other financial applications and reporting systems.

SUCCESS FACTORS

Project strategy: With Geac AMSI EVOLUTION eSite, everyone has access to the same information at the same time. Owners and property management companies are wildly enthusiastic; on-site managers may resist this change. Involve property managers in determining the new policies and procedures to be implemented.

Skills: EVOLUTION eliminates the need to convert data, so there is less to learn. Even so, introducing eSite means introducing a mouse, erasing years of muscle memory. Reference customers recommend a brief but systematic on-site training program for property managers, followed by telephone support.

Resources: The local offices will require high-speed, virtual private network access. If the system is self-hosted, the headquarters location must adopt an appropriate strategy for high availability.

Fit: Geac EVOLUTION eSite is a cost-effective and productivity-enhancing solution for companies with tens to hundreds of multifamily properties under management.

Published: January 2003

ABOUT THE CROSSROADS A-LIST AWARDS

The Crossroads A-List identifies the best newly proven products and services transforming business today. Winners are determined after an analysis of the vendor's strategy followed by confidential, in-depth interviews with early adopters.