



How Yardi Helped Reduce the Leasing Planning Cycle by 40% for Emaar Properties

Discover how Yardi's innovative solutions helped Emaar transition from reactive to proactive in business planning and making data-driven decisions with an end-to-end solution.

Time saved from automatic reporting

50%

Lead-to-deal cycle improved by

35%

Leasing approval cycle reduced by

40%

Leasing planning cycle reduced by

40%

*"Yardi's SaaS platform not only enabled us to focus on the core business but also helped standardise the property management software across the group operations both locally and internationally. This enabled us to manage **retail, commercial and residential portfolios** on one single unified platform."*

Binoo Joseph
Chief Information Officer



THE COMPANY

Dubai Marina Community

"We are sharpening our strategy to be one of the world's most valuable, most innovative and most admired companies."

Emaar is a multinational conglomerate and property development company located in Dubai, United Arab Emirates.

It operates in six major business segments with 60 active companies and has a presence in 36 international markets, primarily in Asia, the Middle East, North Africa, Pan-Asia, Europe and North America.

The company is built upon the legacy of its flagship Downtown Dubai creations - the iconic Burj Khalifa, Dubai Mall and Dubai Fountain.

Emaar Properties is one of the world's most valuable and admired real estate development companies. With proven competencies in properties, shopping malls & retail and hospitality & leisure.

Emaar shapes new lifestyles with a focus on design excellence, build quality and timely delivery.

The company operates a mixed portfolio of over 5,000+ retail, commercial and residential units.



THE CHALLENGE

Dubai Ranches

Emaar was using multiple applications to manage its leasing and post-leasing cycle.

With its continuously growing portfolio of properties, the company could no longer collaborate and report on correct data due to the non-integrated legacy platform.

Due to the existing application not being future-ready, it could no longer manage the speed of growth Emaar was experiencing. The team began to find it difficult to consolidate data as

the existing leasing and finance applications were not connected.

Without having a connected solution, reporting became difficult and more time was spent trying to utilise numerous spreadsheets, which needed a lot of time and manual input.

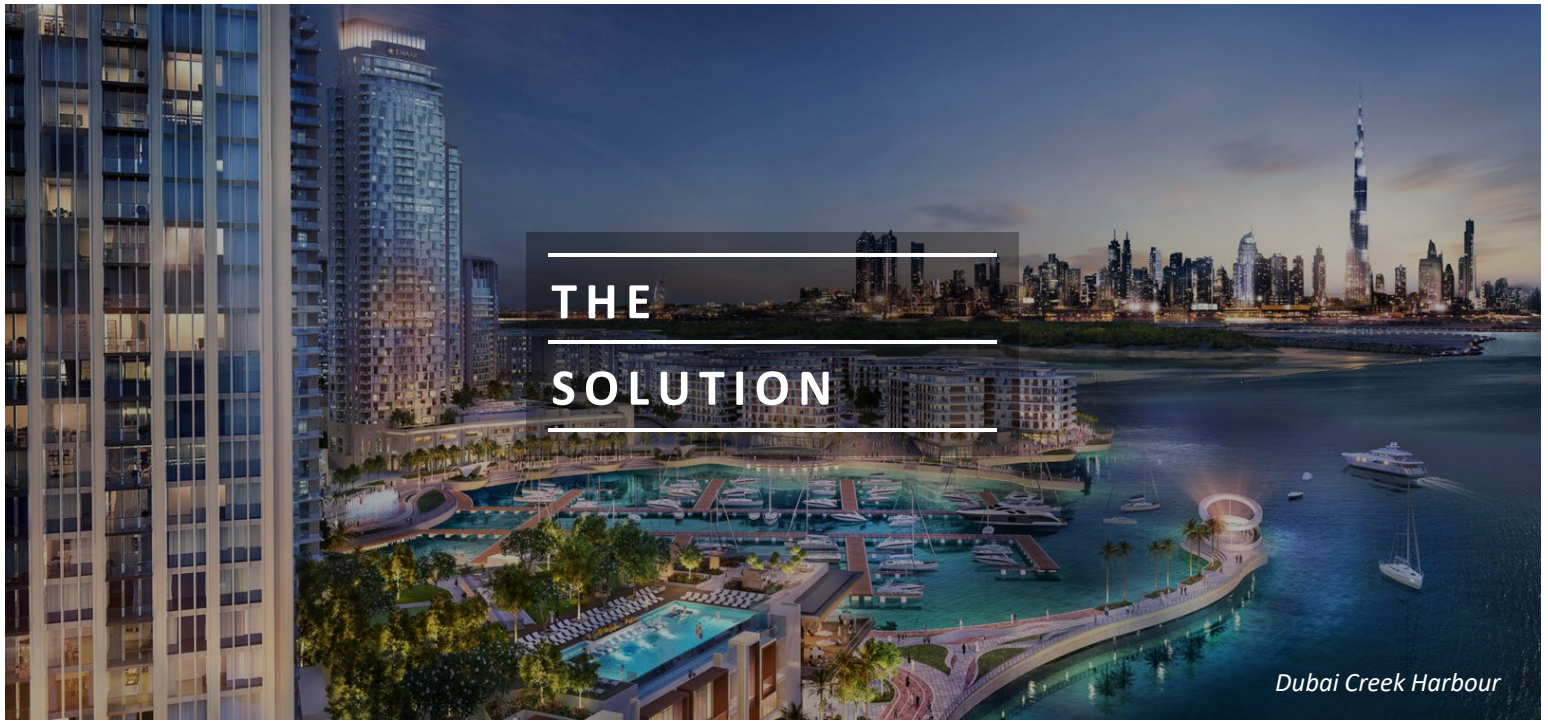
The company wanted a solution that would provide an all-in-one application to streamline processes, automate reporting and scale with the business.

Yardi's end-to-end platform provided the ideal solution to streamline all of Emaar's processes from a single connected platform.

The solution included [Yardi Voyager](#), Yardi Orion Business Intelligence, Yardi's solution for budgeting and forecasting and more to gain transparency into processes, one single source of truth, timely reporting and better forecasting.

“There were multiple challenges with the legacy stack in terms of solution extensions, features and integration capabilities. In simple terms, it was not future-ready and failed to deliver fast-paced business outcomes. The solution was not integrated into the accounts receivable's function, creating a mismatch between the leasing and financial reporting. The maintenance of the existing platform and customisations was a massive challenge.”

Syed Ashar Ahmed
Head of PMO & Automation



THE SOLUTION

Dubai Creek Harbour

Emaar implemented a range of solutions from Yardi, including [Yardi Voyager](#), an award-winning solution that helps automate complexities, combines property management and accounting and provides a holistic view of the entire property portfolio.

The solution can easily be added to with specialised solutions that are designed for retail, commercial and residential property management.

The company implemented Yardi's solution for [budgeting and forecasting](#).

The innovative technology continuously measures the financial health of its real estate investments and replaces labour-intensive, error-

prone spreadsheets, delivering quick, accurate budgets, customer forecasts and valuations from an all-in-one platform.

With the help of Yardi's technology, Emaar [reduced the leasing planning cycle by 40%](#) as the data was now available for leasing managers to view the vacancy and act timely on generating new leads.

This also triggered alerts to leasing managers for the upcoming vacancies in the next 6 months and helped them act proactively for upcoming vacancies.

By gaining [a single source of truth](#) for all property portfolios and customer data, tenant history is now tracked

from the first time a tenant moves in through to moving out. Emaar's finance team can see any outstanding payments and act immediately to maintain an optimal level of cashflows, saving the organisation from any risk.

Additionally, Emaar has utilised Yardi Voyager and consolidated processes allowing asset management processes to be managed under one umbrella resulting in seamless reporting.

“Yardi has assisted us to move away from the legacy stack running our retail business to the latest stack of products. This has helped us modernise the application and the front end for our business users. Yardi's solutions added value to our business with enhanced reporting and planning. The commitment from the Yardi team made sure the changes were smooth across the organisation and the business was able to adapt to the new application.”

Bino Joseph
Chief Information Officer

Syed Ashar Ahmed
Head of PMO & Automation

“Thanks to Yardi’s integrated solution, we now have seamless reporting feeding into our management dashboards. We are able to better serve our customers as we have visibility into data and we can make informed decisions.”



REAL-TIME INSIGHTS

STREAMLINED OPERATIONS

With the use of Yardi’s end-to-end solution, Emaar can effortlessly manage its operations and has gained a frictionless solution for property management and accounting. With access to a holistic view from one system, the company can benefit from real-time data for better business insights and enhanced reporting with full property inventory.



ENHANCED AUTOMATION

SIMPLIFIED PROCESSES

Yardi’s cloud-based, end-to-end platform provides enhanced automation to simplify complexities, move away from time-consuming manual data entry and gain improved data insights. Emaar saved 50% of its time with automation, reduced the leasing approval cycle by 40%, reduced the leasing planning cycle by 40% and improved its lead-to-deal cycle by 35%.



CUSTOMISED REPORTING

ELEVATED REPORTING

Yardi’s solution for budgeting and forecasting helps customise budgeted leasing assumptions reports. This is shown within the full master data and includes key budget projections referring to occupancy cost ratios and turnover predictions. Management can also access useful reports that show budgeted revenue for the next 10 years to assist with future business strategies.



ONE SOURCE OF TRUTH

ALL-IN-ONE SOLUTION

Yardi’s technology enables a fully end-to-end solution for Emaar. The company can move away from using multiple tools and collaborate from one dashboard. With Yardi’s end-to-end platform, including Yardi Voyager and additional solutions, the company gains streamlined budgeting and forecasting, simplified complexities and processes, allowing the business to focus on its portfolio and continuous growth.

Yardi’s award-winning solutions are specifically designed for real estate management to help you be Energised for Tomorrow. See how we can help by getting in touch below.

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