



Agenda



The Ritz-Carlton, Dubai | April 24 - 25

YASC (Yardi Advanced Solutions Conference) is your connection to real estate software solutions that help you grow and innovate. Including over 30 classes, YASC offers you the opportunity to stay ahead of industry trends and emerging challenges with a stimulating combination of classroom instruction, Yardi solution experts and industry peers. With in-depth insight, exclusive live entertainment and social activities, YASC is a can't-miss event for our clients!

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CLASS SCHEDULE - DAY 1

	Loulou'a Ballroom 3 RESIDENTIAL	Loulou'a Ballroom 4 & 5 COMMERCIAL / RETAIL	Amwaj FINANCE	Remal TECHNICAL	Loulou'a Ballroom 1&2 COMMON
08:30 - 10:00	OPENING SESSION				
10:30 - 11:30	Residential Spotlight	Commercial Spotlight	N/A	N/A	N/A
11:45 - 12:45	Residential Property Marketing & Online Leasing	Automating Commercial Lead to Lease Processes to Optimize Revenue	Enhancing the Management of Commercial Revenue	Discover Powerful Reporting Tools: Which to Use, When & Why?	Delivering Construction & Refurbishment Projects On Time & On Budget
12:45 - 13:45	LUNCH				
14:00 - 15:00	Yardi's Residential Roadmap & Innovation Utilizing AI	Streamline Commercial Lease Administration & Analyse Portfolio Health	Managing forecasted CAPEX & OPEX for Commercial Portfolios	Ejari and Emirates ID Interfaces for the UAE	Construction & Refurbishment - Simplify PFP Bidding, Awarding Jobs & Paying Vendors
15:15 - 16:15	How to Streamline Residential Unit & Tenant Transfers	Advanced Lease Management of Commercial Space, Revenue & Risk	Speed up Rent Collections With a Paperless Payments Process	Zatca & SIMA Interfaces for Saudi Arabia	Exclusive Preview of the New Yardi Voyager 8 Platform
16:30 - 17:30	Maintenance & Inspections for Faster Unit turns & Well-Maintained Communities	Enhance Communications & Improve Convenience for Commercial Tenants	Creating Accurate Commercial Asset Valuations Without Error or Risk.	Customize your data and get insights like never before!	Streamlining Procurment & Vendor Relationship Management
17:45	EVENING FOOD & ENTERTAINMENT				

This agenda is subject to change at any time.

CLASS SCHEDULE - DAY 2

	Loulou'a Ballroom 3 RESIDENTIAL	Loulou'a Ballroom 4 & 5 COMMERCIAL / RETAIL	Amwaj FINANCE	Remal TECHNICAL	Loulou'a Ballroom 1&2 COMMON
09:00 - 10:00	REPEAT Maintenance & Inspections for Faster Unit turns & Well-Maintained Communities	REPEAT Automating Commercial Lead to Lease Processes to Optimize Revenue	REPEAT Enhancing the Management of Commercial Revenue	How to Create Custom Financial Analytics	REPEAT Exclusive Preview of the New Yardi Voyager 8 Platform
10:15 - 11:15	Third Party Property Management with Investment Portfolio	REPEAT Streamline Commercial Lease Administration & Analyse Portfolio Health	REPEAT Managing forecasted CAPEX & OPEX for Commercial Portfolios	SQL Best Practice Guide to Producing Faster, More Detailed Reporting	REPEAT Streamlining Procurement & Vendor Relationship Management
11:30 - 12:30	Creating Quick, Highly Accurate, Residential Budgets & Revenue Forecasts	REPEAT Advanced Lease Management of Commercial Space, Revenue & Risk	Enhancing Investor Communications to Improve Efficiency & Drive Confidence	REPEAT Discover Powerful Reporting Tools: Which to Use, When & Why?	Efficient Management of Maintenance & Service Contracts
12:30 - 13:30	LUNCH				
13:30 - 14:30	How to Streamline Lead-to-Owner Sales Management Operations	Introducing Yardi Kube for Coworking & Flexible Space Management	Creating Fund Structures & Delivering Financial Consolidations	REPEAT Customize your data and get insights like never before!	Simplifying your Commercial Maintenance & Inspections Operation
14:45 - 15:145	Maximise Resident Retention with a Convenience Focused Renewal Process	Simplify The Management of Corporate Occupier Leases	Simplyfying the Complexities of Managing Debt as a Liability	Empower Your Staff to Share Centralized Content Easily & Securely to Enhance Effeciencies	Performing Bank Reconciliations in the New Voyager 8 Platform
16:00 - 16:45	Residential Roundtable to Navigate Market Standards & Compliance	Commercial Roundtable to Navigate Market Standards & Compliance	Financial Period, Month-End Closing Process	The Best Practice Guide for Data Migration	REPEAT Delivering Construction & Refurbishment Projects On Time & On Budget
17:00	CLOSING SESSION				

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CLASS DESCRIPTIONS - RESIDENTIAL

Residential Spotlight

Join our residential spotlight to discover all the latest solutions and important features for companies that own or manage residential properties and portfolios. Amongst other things we will cover marketing, resident on-boarding, and resident services. This is a must attend session for clients with residential portfolio's.

Residential Property Marketing & Online Leasing

Calling all **Residential Property Marketers and Leasing Teams!** Join this class to learn how to tap into the power of **RentCafe**. This powerful residential property marketing solution includes dynamic marketing websites that promote brand and community, real-time unit availability and pricing. Discover convenient self-serve options for prospective residents and integrated applications that will help you execute more leases, more quickly.

Yardi's Residential Roadmap & Innovation Utilizing AI

Clients with residential properties and portfolios should join us for this enlightening session which highlights Yardi's residential roadmap and innovation through the transformative power of AI. With a particular focus on future solutions such as **RentCafe CRM IQ** and **Chat IQ**, **Property Owners, Managers, Leasing and Marketing Teams** will learn about a frictionless experience for managing prospects, applicants, and residents through the leasing and resident lifecycle and how to improve customer experience with immediate, intelligent, and accurate responses to prospect and resident inquiries.

How to Streamline Residential Unit & Tenant Transfers

In this session **Residential Leasing and Lease Admin Team Members** will learn how to easily process tenant transfers and unit transfers to deliver a frictionless experience. This class includes an overview of **RentCafe CRM**, our customer journey and leasing solution, and the required settings and workflows from the property's viewpoint.

Maintenance & Inspections for Faster Unit turns & Well-Maintained Communities

Maintenance IQ provides **Residential Property Managers and Maintenance Teams** with unparalleled visibility into maintenance operations at the property and portfolio levels. In this class you will learn how our end-to-end maintenance solution for residential portfolios streamlines preventative and proactive maintenance, inspections including works orders to help drive greater efficiency in unit turns, to make them available for your new residents, much faster.

Third Party Property Management with Investment Portfolio

This session provides insight into Yardi's Third Party Property Management functionality. We will cover how third Party Property Management should be structured and generate reports and financials for both landlord reporting and property manager's financials. Learn how to complete the end-to-end process of onboarding landlords to remittances of rent share after adjusting for operational expenses. The course covers recording of direct tenant incomes and property management fee calculations.

Creating Quick, Highly Accurate, Residential Budgets & Revenue Forecasts

This class will be of special interest to **Residential Asset Management Teams, Leasing Teams and Finance Teams** and provides insight to **Yardi Advanced Budgeting & Forecasting** which replaces labour-intensive and error-prone imports and exports to spreadsheets. This budgeting and forecasting solution is designed to deliver quick, accurate budgets and custom forecasts and valuations from a single, integrated platform. In this session we will explore how to create lease revenue forecasts based on market rent indicators. We will also cover bulk renewal proposal creation and how to ensure revenue forecasts and lease contracts are using the same assumptions and rental values, in doing so, reducing gaps between forecasts and actuals.

How to Streamline Lead-to-Owner Sales Management Operations

This class covers how **Residential Agents, Sales and Sales Admin Teams, Owners and Developers** can easily manage and track the processes and tasks related to the sale of units. **Yardi Unit Sales CRM** has intuitive workflows that helps you capture leads, create prospect records, reserve units, convert prospects, collect charges, and transfer ownerships. We will highlight features for lead generation, the sale of residential units, SPA execution and handing over the unit. This class will cover major post sale processes such as modifications of payment plans, joint ownerships, and pricing discounts, as well as resale and cancellations.

CLASS DESCRIPTIONS - RESIDENTIAL

Maximise Resident Retention with a Convenience Focused Renewal Process

Residential leasing and lease admin team members should join this class to discover how **RentCafe** streamlines renewals and payment processes to help maximize tenant retention. The session covers the complete online renewal process from a tenant accepting a renewal proposal online, making a payment by utilising Yardi Payment Processing, the ability to upload documents, sign renewal contracts online with back-office countersignature while executing Ejari and lease renewal.

Residential Roundtable to Navigate Market Standards & Compliance

Leasing, operations and finance team members should join this collaborative class to get an insight on standard functionalities & report packs developed for residential markets in the Middle East. Prepare to participate in a round table discussion on future business excellence, process enhancements and share your ideas.

Yardi Partner Zone

Returning for 2024!

We are excited to announce that this years YASC will one again feature a special meeting and exhibition zone that enables you to meet with our independent consultant partners.

The zone is located on the first floor foyer area in front of the main hall.

CLASS DESCRIPTIONS - COMMERCIAL/ RETAIL

Residential Spotlight

Join our commercial spotlight session to learn about the latest solutions and important new features for companies with commercial properties and portfolios. We will cover what's new for property and investment management and how these solutions and the Yardi Elevate Suite create a versatile system to improve asset performance and revenue.

Automating Commercial Lead to Lease Processes to Optimize Revenue

Created for **Commercial Leasing teams**, this class demonstrates how **Elevate Deal & Retail Manager** helps optimize office, industrial and shopping centre revenue by automating key leasing activities. See how easy it is for leasing teams to gain enhanced visibility of the deal pipeline to easily manage the lead to lease process and close the best possible deals.

Streamline Commercial Lease Administration & Analyse Portfolio Health

For **Commercial Leasing and Lease Admin team members**, this class will explore the features and benefits of **Elevate Lease Manager**. This robust solution is designed to help manage all aspects of commercial lease administration. With an easy-to-use interface for data entry and review, you will also discover tools which analyse and report on tenant and portfolio health to provide an improved visibility of risk. You will learn how to streamline and manage collection efforts, track insurance requirements and compliance, and much more.

Advanced Lease Management of Commercial Space, Revenue & Risk

This class will explore some advanced features in **Elevate Lease Manager** that benefit **Finance, Accounting, and Asset Management teams**. Learn how to add, modify, or update lease data and visualize your portfolio using property, tenant, and space-level dashboards. We will demonstrate how to improve visibility of revenue and risk by tracking tenant health and measuring asset performance. We will also show you how to streamline tasks to proactively manage collections and pursuits, as well as tracking legal statuses and holds.

Enhance Communications & Improve Convenience for Commercial Tenants

If your role in commercial real estate is tenant facing you should join this class to discover how to help improve convenience and improve tenant experience. In this session, **Commercial Customer Service, Marketing and Mall Operations teams** will be able to look at how **CommercialCafe**, a self-service portal and mobile app helps to facilitate online lease payments and maintenance requests as well as sharing retail sales data. This mobile portal works directly with Yardi Voyager, making it the leading solution for commercial real estate managers using Yardi software.

Introducing Yardi Kube for Coworking & Flexible Space Management

With coworking and flexible workspace options becoming an important part of today's **Commercial Portfolio, Owners and Operators** should attend this class to discover **Yardi Kube Space Management**. This session will demonstrate how this innovative solution delivers property management and accounting especially design for the needs of flexible workspace. Our intuitive solution helps you generate leads, convert prospects, and offer your members self-service options. We will show you how operators can gain comprehensive oversight of all aspects of flexible workspace operations.

Simplify The Management of Corporate Occupier Leases

Clients with corporate occupiers, should join this session to discover Yardi Corom. Learn how this solution helps manage corporate leases and centralize lease management, lessee accounting, and transaction management for occupiers and commercial tenants. The lease management feature centralizes lessee lease and sub-lease data for real estate and equipment and owner-occupied real estate portfolio information. It also provides powerful tools for streamlining compliance with FASB ASC-842, GASB 87 and IFRS 16. Transaction Management provides tools for occupiers to optimize real estate transactions with data-driven decisions.

Commercial Roundtable to Navigate Market Standards & Compliance

Leasing, Operations and Finance team members should join our collaborative Commercial Roundtable session where Yardi experts discuss industry market standards and compliance. Stay ahead with insights, best practices, and collaborative strategies for navigating the commercial landscape. Join the conversation that shapes the future of business excellence and ensures compliance with the latest market standards.

CLASS DESCRIPTIONS - FINANCE

Enhancing the Management of Commercial Revenue

For **Asset Managers, Leasing Teams and Finance Teams**, this class shows the revenue-focused functionality in **Elevate Forecast Manager**. We will demonstrate the revenue dashboard, reporting and area management. The area management dashboard allows users to identify units requiring leasing assumptions and easily enter those assumptions into the budget as well as speculatively changing areas of units for budgeting purposes. **Deal Manager** integration provides visibility of the deal pipeline to improve budget creation. This class also reviews the detailed and flexible lease status report, along with other lease and unit reporting.

Speed up Rent Collections With a Paperless Payments Process

For team members whose role involves the collection of rent and additional charges, this introductory class demonstrates how using **Yardi Payment Processing** enables you to establish paperless, self-service payments with recurring payment options. Learn how commercial tenants or residents are able to log in at any time, view account balances, and pay charges directly via direct debit or with a credit or debit card.

Creating Accurate Commercial Asset Valuations Without Error or Risk.

Does your role involve **appraising properties and determining market value** of commercial assets, potential acquisitions, and dispositions? **Asset Managers, Appraisal teams and Financial Planning Analysis Teams** should join this class to learn how **Elevate Valuation Manager** integrates seamlessly with budgets, leasing, construction jobs, capital planning and other areas of your business managed in Yardi. See how reporting is linked to explain calculations and take the "black box" out of valuations to reduce error and risk.

Managing forecasted CAPEX & OPEX for Commercial Portfolios

Asset Managers, Finance Teams and Project Managers should attend this class to see the operating expenditure functionality in **Elevate Forecast Manager**. Review forecasted capital expense items in a single place and bring in historical GL data to seed a forecast. A new dashboard enables you to slice and dice different types of CAPEX data and keep it synchronized across all budgets. Seamless integration with **Construction Manager** enables you to review current jobs and capital planning and visualize how tenant improvements impact the forecast. Easily view and add long-term capital expenditures at the property level and link to leasing costs generated from deals, leases, and MLAs.

Simplify the Complexities of Managing Debt as a Liability

For clients who are **borrowers of debt on investments** - managing loan terms, amortization schedules, payable processing for loan payments, loan covenants, reporting and complex calculations is a daunting task. Learn how **Yardi Debt Manager** can help manage and aggregate all of this in one platform with filters such as lender, maturity year, or other definable loan attributes. You can quickly analyse and navigate your debt portfolio with outstanding balances, LTV, DSCR, collateral, future cash payments and other loan KPIs at your fingertips. Additionally, you will see how to track covenants with reminders to ensure your loans remain in compliance.

Enhancing Investor Communications to Improve Efficiency & Drive Confidence

This class is essential learning for **Investment Managers** and team members involved with managing investor relations, capital transactions, and needing visibility of investor and investment metrics. Discover how **Yardi Investment Manager** provides instant access to prospective and current investor information to manage investment opportunities and the investor subscription process. You will learn how to track activities and tasks and easily deliver correspondence and performance metrics to investors via a portal to better manage relationships and drive confidence.

Creating Fund Structures & Delivering Financial Consolidations

For clients with a focus on real estate investment accounting and a need to combine financial statements from multiple entities, this class will focus on setting up fund structures and processing financial consolidations. We will cover the key set-up components and demonstrate the processes required to complete the consolidations. Yardi Investment Accounting is an automated solution that eliminates manual processes and error-prone spreadsheets to help increase accuracy, visibility, and transparency, it promotes data validity and governance in a single version of the truth.

Financial Period, Month-End Closing Process

This class is essential learning for the **Finance team** and team members involved with the **month-end closing**. The Financial Period Closing Process class provides a comprehensive overview of closing financial periods, ensuring accuracy and compliance. Participants learn key procedures, including journal entries, exceptions, reconciliation, and reporting, supported by real-world examples. With a focus on efficiency and best practices, this class equips professionals with the skills needed to streamline period closing and enhance financial reporting capabilities.

CLASS DESCRIPTIONS - TECHNICAL

Discover Powerful Reporting Tools: Which to Use, When & Why?

Those users whose role involves creating reports from **Yardi Voyager** should attend this Q&A style overview session. Our technical staff will discuss the various reporting options available in Voyager and cover everything from simple Yardi SQL scripting to the available, high-end presentations. You will learn the degree of customisation possible with Voyager analytics, SSRS, ad-hoc tools, as well as the well-adopted, Excel-rendering, Yardi Spreadsheet Reporting. We'll help you make sense of the Voyager reporting options and guide you to the YASC courses you should attend, thus empowering you to make savvy technology reporting decisions.

Ejari and Emirates ID Interfaces for the UAE

This class provides **IT Team Members** with comprehensive knowledge and the practical skills needed to seamlessly integrate Ejari (Dubai's real estate registration system) and Emirates ID (the national identity card) processes. By the end of this session, attendees will be equipped to navigate the configuration process effectively, fostering streamlined operations and enhanced data accuracy within the context of UAE's real estate regulatory framework.

The Best Practice Guide for Data Migration

The Best Practice Guide for Data Migration training class is a specialized program designed to equip **Technical Team Members and IT Staff** with the essential skills and knowledge needed to execute successful data migration projects. This comprehensive training covers industry best practices, methodologies, and strategies to ensure seamless and efficient data transfer across systems.

Zatca & SIMA Interfaces for Saudi Arabia

This class will demonstrate how **IT Team Members** can utilise the Saudi Interface for ZATCA with E-Invoicing and SIMA for Consumer Credit. This comprehensive session is designed to empower participants with the skills and knowledge necessary to integrate electronic invoicing and consumer credit functionalities. By the end of the class, participants will be well-equipped to implement efficient and compliant solutions, fostering streamlined tax processes and facilitating consumer credit management within the Saudi regulatory framework.

Customize your data and get insights like never before!

New for 2024: Yardi Data Connect launches later this year and is our next generation customized business intelligence offering. Yardi Data Connect is designed to leverage **Microsoft Power BI** technology to enable infinite customizations. Discover this solutions secure API to stream data from one or more Voyager databases into your Azure environment. We will also show you how it combines with other external data sources for comprehensive reporting. For clients using Power BI today or hoping to use Power BI in the future, come join us to learn more.

How to Create Custom Financial Analytics

For those team members focussed on analysing financials, this class is an introduction to **Yardi Custom Financial Analytics. IT members and Business Analysts** will learn how to create custom analytic-type financials and how to create account tree and property comparison templates using either standard or custom account trees. Topics include comparing financial data from prior periods to the current period and comparing similar data across multiple properties.

SQL Best Practice Guide to Producing Faster, More Detailed Reporting

New for 2024: Created for more technical client team members and those focussed on creating reports, this intermediate course will expand your SQL knowledge. You will learn how to perform data mining with **Yardi's SQL scripting functions** and how creating SQL scripted reports is the easiest way to achieve quick, presentable reports and results using Voyager's scripting engine. The course is intended to present the specifics of this reporting tool and exemplify the possibilities it offers and its limitations.

Empower Your Staff to Share Centralized Content Easily & Securely to Enhance Efficiencies

As **Business Owners, Management Teams and IT Staff Members** you want to empower staff to share business data more easily, but in a highly secure environment to enhance efficiency. Join this session to learn how **Yardi Document Management** for SharePoint allows you to integrate Voyager business data into Microsoft SharePoint, and vice versa. By utilising a Microsoft 365 licence, using SharePoint Online allows you to leverage Microsoft's infrastructure, expertise, and capabilities seamlessly and cost-effectively. Learn how to enable your users to share content easily and securely via a centralized document management system.

CLASS DESCRIPTIONS - COMMON

Delivering Construction & Refurbishment Projects On Time & On Budget

This class is for **Asset Managers and ProjectManagers** and demonstrates how **Elevate Construction Manager** helps provide a holistic view of all construction and refurbishment projects of every size and description across the entire portfolio. You will discover how gain to real-time insight into project timelines and budget performance and how you can analyse data across all jobs, to improve cost control, budget oversight, and profitability.

Construction & Refurbishment - Simplfy PFP Bidding, Awarding Jobs & Paying Vendors

This class is a great follow up to the **Construction Manager Overview** and focusses on how **Asset and Project Management teams** can simplify and streamline the process of bidding out work to vendors. It includes robust functionality for publishing RFPs, inviting vendors to bid via **VendorCafe**, awarding jobs and service contracts and paying vendor invoices.

Exclusive Preview of the New Yardi Voyager 8 Platform

New for 2024: Yardi Voyager 8 is coming soon and includes significant updates to the Voyager 7S experience. This introduction provides an overview of how the new user interface organises its functions around AR, AP, GL, reporting, and much more. For commercial, learn about our simplified user interface for data entry and review, managing collection efforts, and tracking insurance requirements. All of this is packaged in an intuitive and simplified look and feel. Voyager 8 is coming soon and is positioned to help you navigate the future of infinite possibilities.

Streamlining Procurment & Vendor Relationship Management

If your role involves the **procurement of materials, services and vendor selection**, this class provides an overview of solutions focused on managing vendor relationships. Discover how **VendorCafe**, part of the **Procure to Pay** product suite, provides a portal that allows vendors to submit the documents required for vendor operations, as well as the ability to submit invoices. The vendor on-boarding process is supported by automatic loading of vendor information to Voyager. From an invoice processing perspective, VendorCafe will allow the vendor to submit invoices for payment, view invoice approval status, and gain insight to payment information.

Efficient Management of Maintenance & Service Contracts

Efficiently executing annual maintenance contracts, or service contracts is essential for team members who have a role in **Facility Management**; this Class takes you through that journey as part of your operation. Discover how to setup, approve, and manage service contracts using **Yardi Procure to Pay** which enables effective management of payments, per agreed frequency with the vendors such as monthly, quarterly, semi-annually, annual as well as ad hoc. Dashboards and reports help to track operations, enforce compliance, and manage deductions and enforce quality standards before disbursement of periodic payments. The class covers integration with **VendorCafe** to enable vendors to self-serve to help reduce overheads.

Simplifying your Commercial Maintenance & Inspections Operation

This class will introduce **Commercial Asset Managers, and Property Maintenance Managers and teams** to **Elevate Facility Manager**. This complete solution for maintenance manages internal and outsourced service requests, inspections, equipment, and preventative maintenance. Discover a simpler way to track equipment and create maintenance plans, inspections, and work orders in a modern, user-friendly application for desktop or mobile device. With our native app, maintenance teams, property managers, and building engineers can monitor all maintenance work and operations without being tied to their desks.

Performing Bank Reconciliations in the New Voyager 8 Platform

New for 2024: This class is suited to your **Accounting Department and Finance Teams** where you they learn the basics of Bank Reconciliation features in our new **Voyager 8 platform**. We'll review the Bank Reconciliation Exception report and discuss the correct procedure for creating adjustments. We'll also discuss when to use the maintenance features and Unpost Bank Reconciliation functions and examine the importance of merging deposits in the Bank Reconciliation process.

MAPS

