

# Soft4RealEstate Case Study



## STAY|STHLM CORPORATE APARTMENTS

Located in Sweden, the StaySthlm company provides unfurnished and furnished housing for business for long or short periods of time. They have a housing solution for those who need to work in Stockholm for a limited period of time. Today, StaySthlm has about 500 apartments for rent. The monthly fee for staying in hotels is usually at least twice more expensive than renting an apartment from StaySthlm.

## SOFT4RealEstate – for the world's rental, leasing and property management markets

StaySthlm had been using several software solutions for property management and accounting, and had time-consuming invoicing process. The company needed a tool, which would allow for keeping all property-management information in one place, make analyzing data easier and use employee time more efficiently.

Soft4RealEstate solution was implemented for StaySthlm in 2016 together with the local Microsoft Dynamics NAV partner Orango AB.

### AFTER SOFT4REALESTATE StaySTHLM SAVED:



150 HOURS  
PER YEAR

ON INVOICING



3.5 WEEKS  
PER YEAR



>1,600  
EUR PER  
MONTH

ON EXPENSES



20,000  
EUR PER  
YEAR

# How to save 20,000EUR per year?

Answers Thomas Graffman, Chief Financial Officer at StatySthlm

## WHY did you start searching for a NEW SYSTEM?

It was TIME CONSUMING to work with the old system we had, and we also did not have all our data in one system. This led to INEFFICIENCY and data consistency issues.

## WHY did you choose SOFT4REALESTATE as your main property management software system?

We think Soft4RealEstate was a GOOD CHOICE, as it is related to our business, ADAPTED WELL to the property management sector, and sits on the Microsoft Dynamics NAV platform.

## WHAT CHALLENGES did you have and want to overcome with the help of a new software system?

We had PROBLEMS WITH INVOICING and it was quite time consuming. We also needed to follow up on the margin of our apartments, including adding and ANALYZING all the costs related to the properties.

## Can you share some of your ACHIEVEMENTS AFTER IMPLEMENTING Soft4RealEstate?

Previously, it took us approximately 2 days to do the invoicing if billing monthly, and 3 days, if billing quarterly. With Soft4RealEstate we calculated we'd be SAVING around 150 HOURS PER YEAR, which is around 3.5 WEEKS! This is about a 20,000 EUR SAVINGS for our business.

Another good thing is that we DID NOT HAVE TO INVEST MUCH UPFRONT into the software licenses – we use Soft4RealEstate in the cloud on a monthly payment basis. All DATA CAN BE ACCESSED WITH EASE by any employee with the appropriate rights.

**"We are very happy with the Soft4 team, and have never had a problem in working with them and discussing our needs in depth. As our business grows, I believe we will need some more development and support in future – and I feel confident that the Soft4 team will be able to meet all the requirements we might have. Their know-how in both the property management business and technology is a strong side of Soft4.**

**Our Swedish license holder Orango AB, a Microsoft Dynamics NAV partner, takes care of the basic account setting and import of vendors. We at Stay have had a good response from them. Orango is easy to work with, and we have never had a problem with requests and adaptability in their collaboration."**

Thomas Graffman,  
StatySthlm, Chief Financial Officer

