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Aareon (uk) ltd



aareon-uk-limited

Aareon Smart World:

A Digital Ecosystem for Housing

An Aareal Bank Group company

WE MANAGE IT FOR YOU





Paul O'Reilly:

Account Management Team Leader





1200
International Employees

2800

Housing Customers





9m+

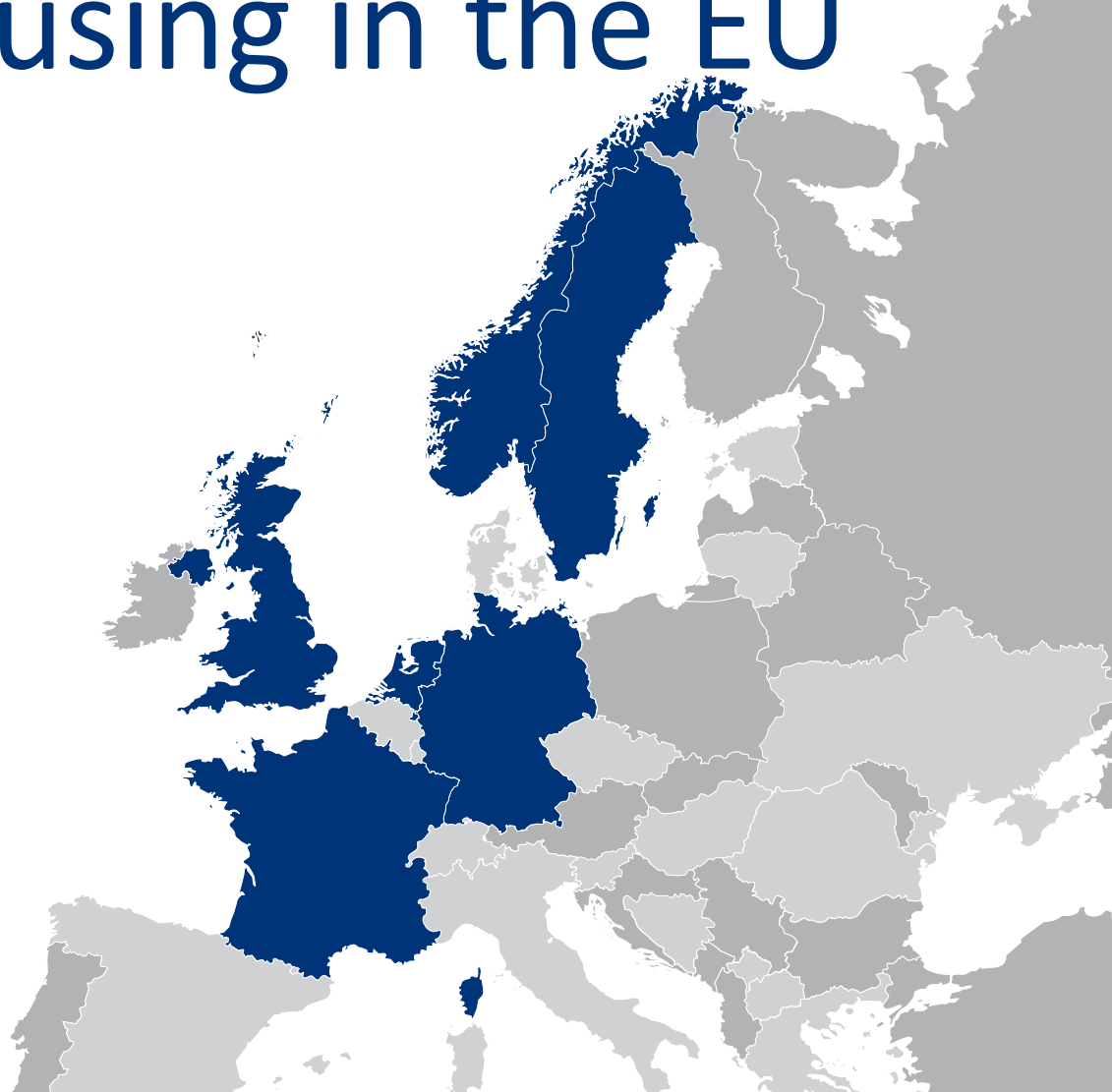
Units Managed on Aareon Software

27

European Locations in 6 Countries



Context: Housing in the EU



Country	Social/Public Rent	Private Rent	Owner Occupied
UK	18.2	17.6	64.2
Netherlands	33	7	60
Germany	4.2	50.4	45.4
France	17.4	21.9	57.7*
Sweden	19	19	40**



Country	Social/Public Rent	Private Rent	Owner Occupied
UK	18.2	17.6	64.2
Netherlands	33	7	60
Germany	4.2	50.4	45.4
France	17.4	21.9	57.7*
Sweden	19	19	40**

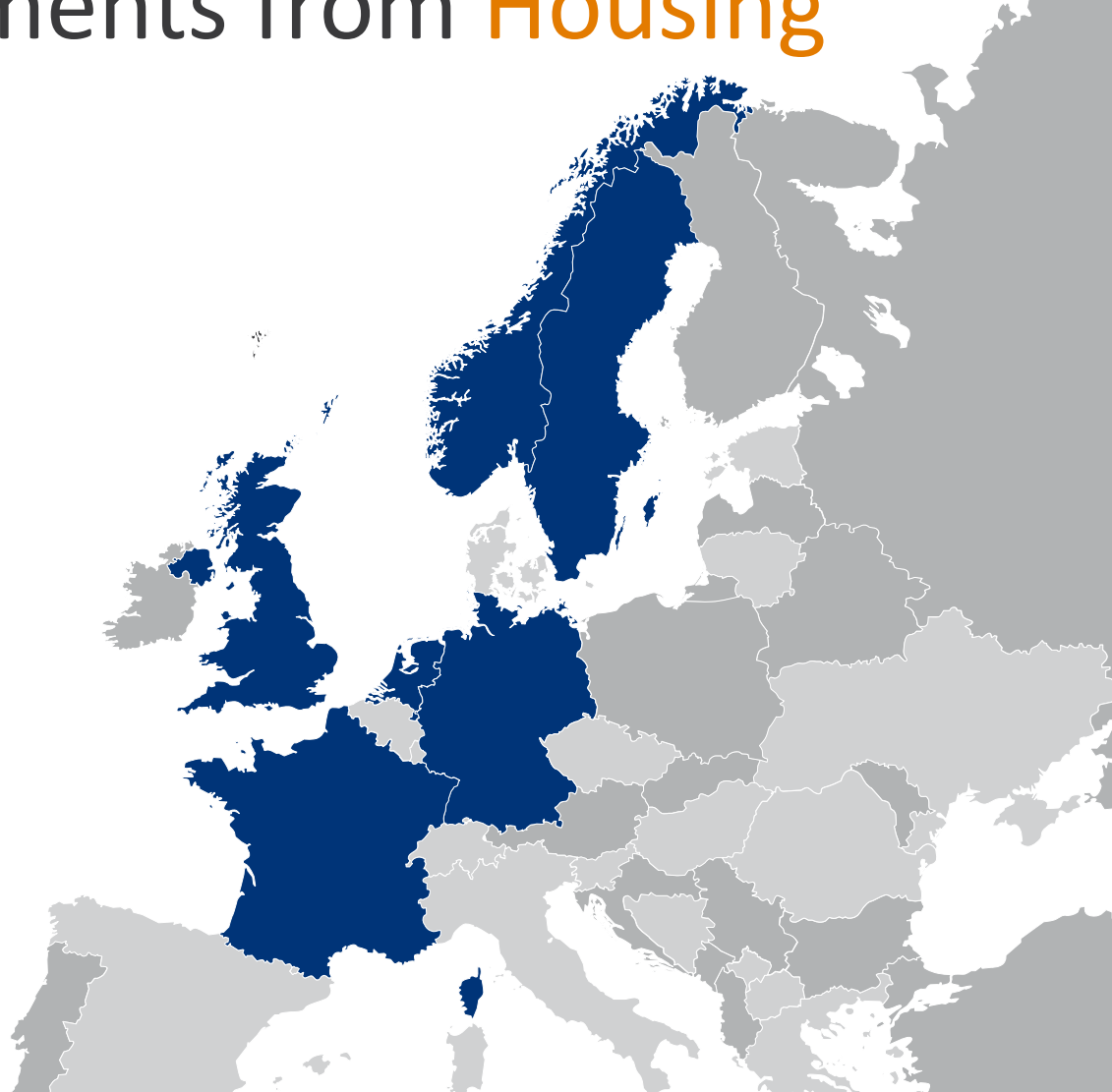
*France also has 3% listed as 'other'

**Sweden also has 22% of ownership through Tenant Co-Operatives.

[CECODHAS Housing Europe's 2015 Report](#)



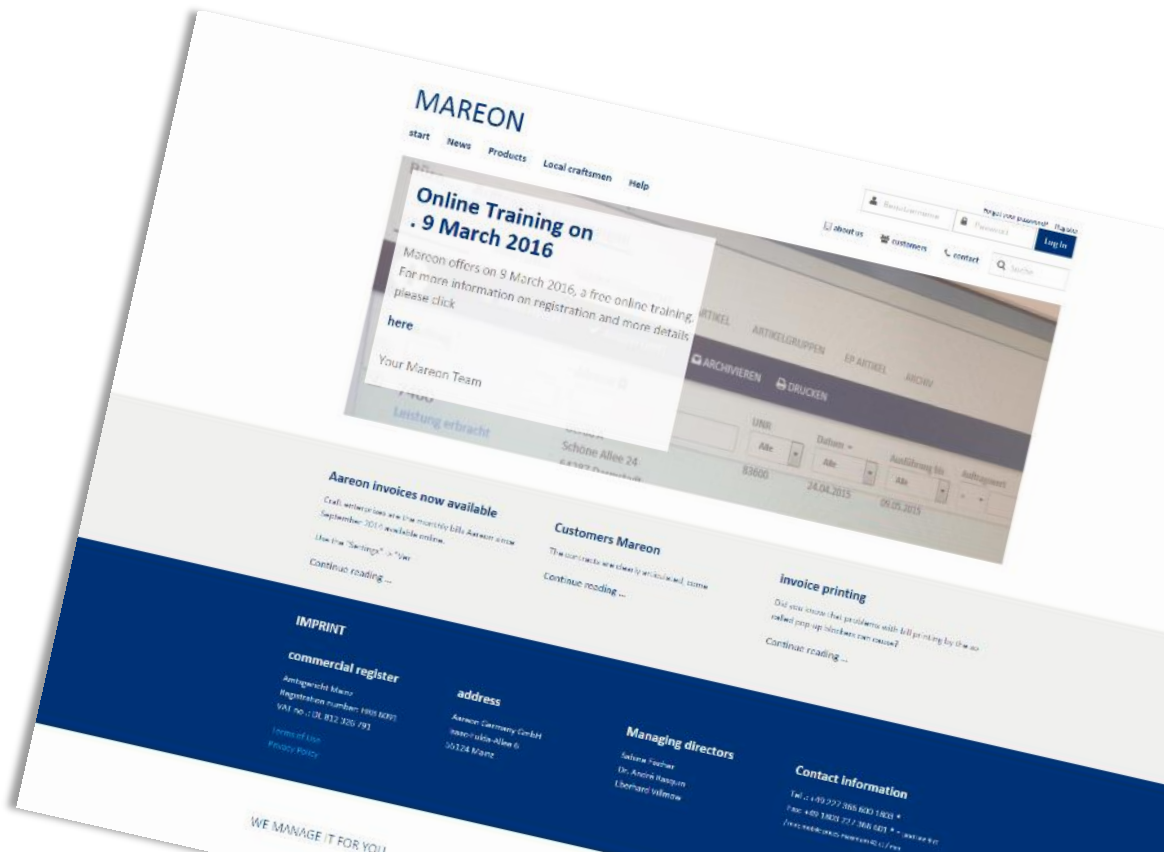
Diverse requirements from Housing Systems



But similar goals for Digitisation

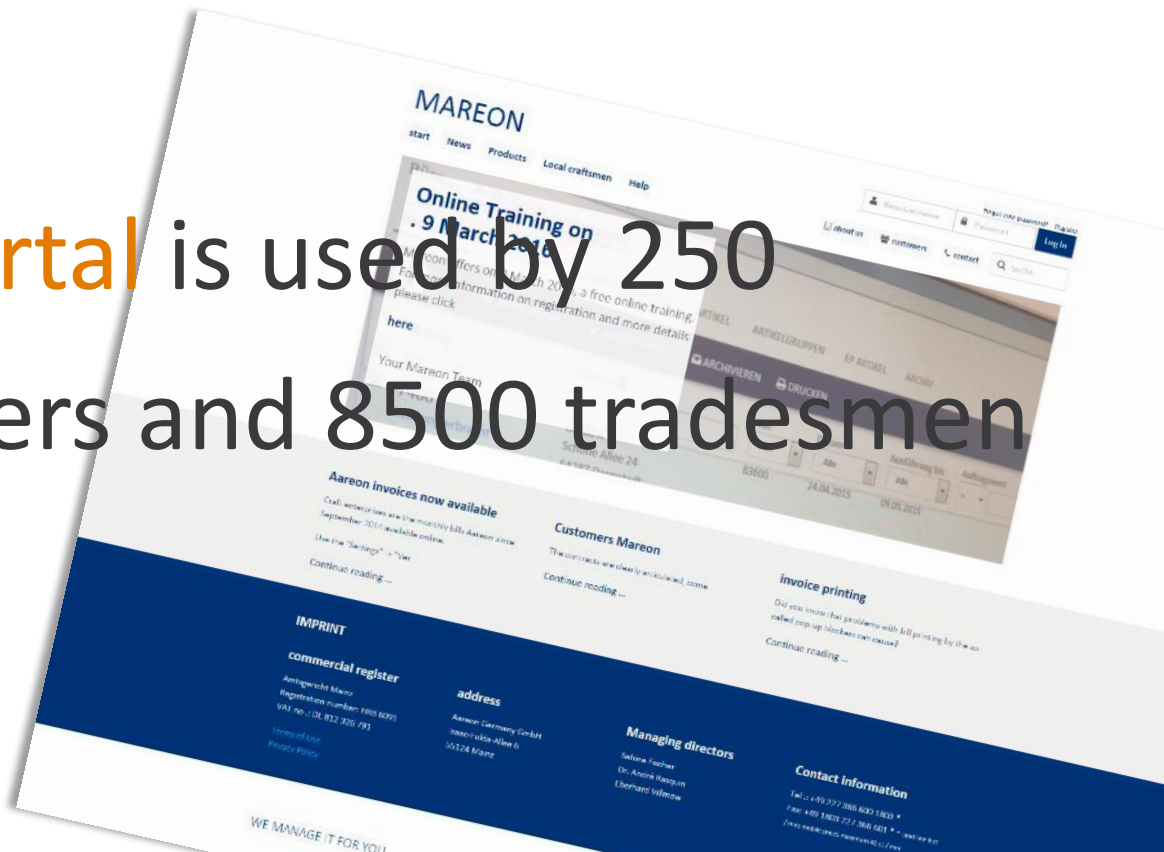
Aareon already had 13 years experience of web based B2B:

Mareon portal

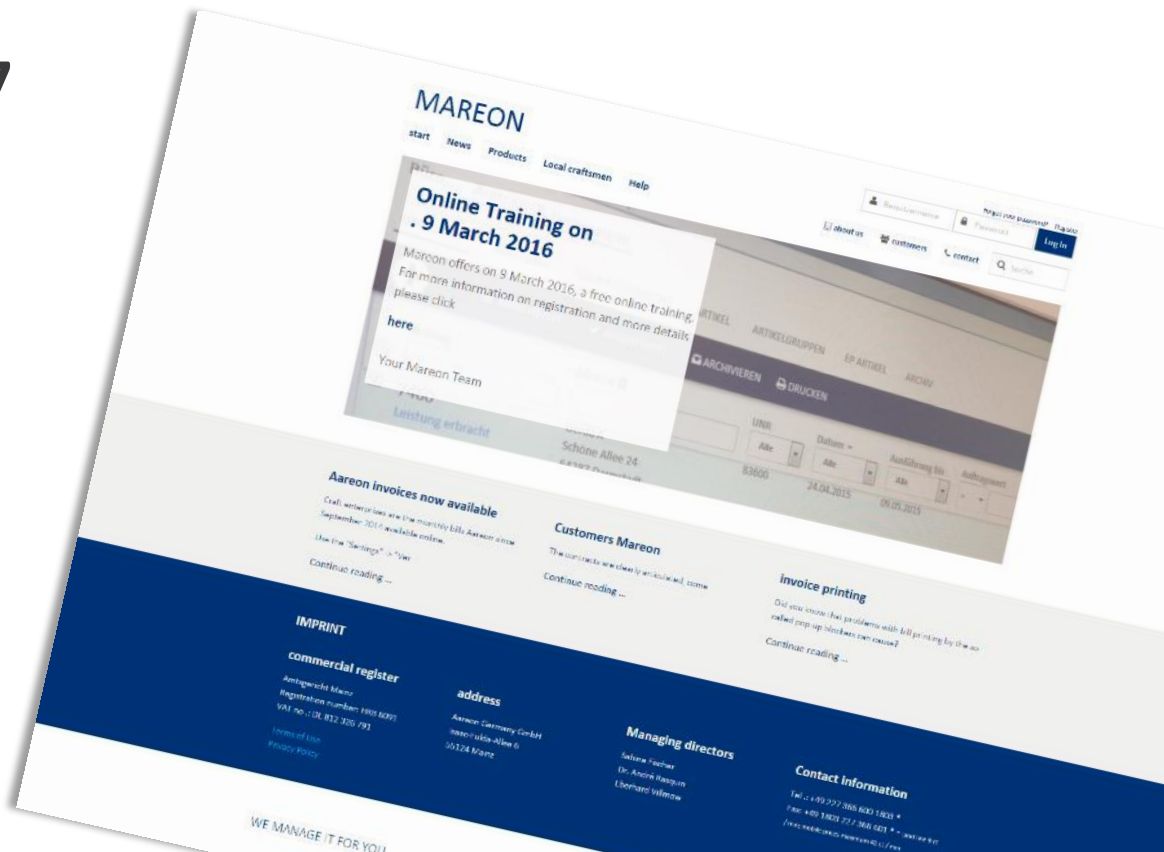


Aareon already had 15 years experience of web based B2B:

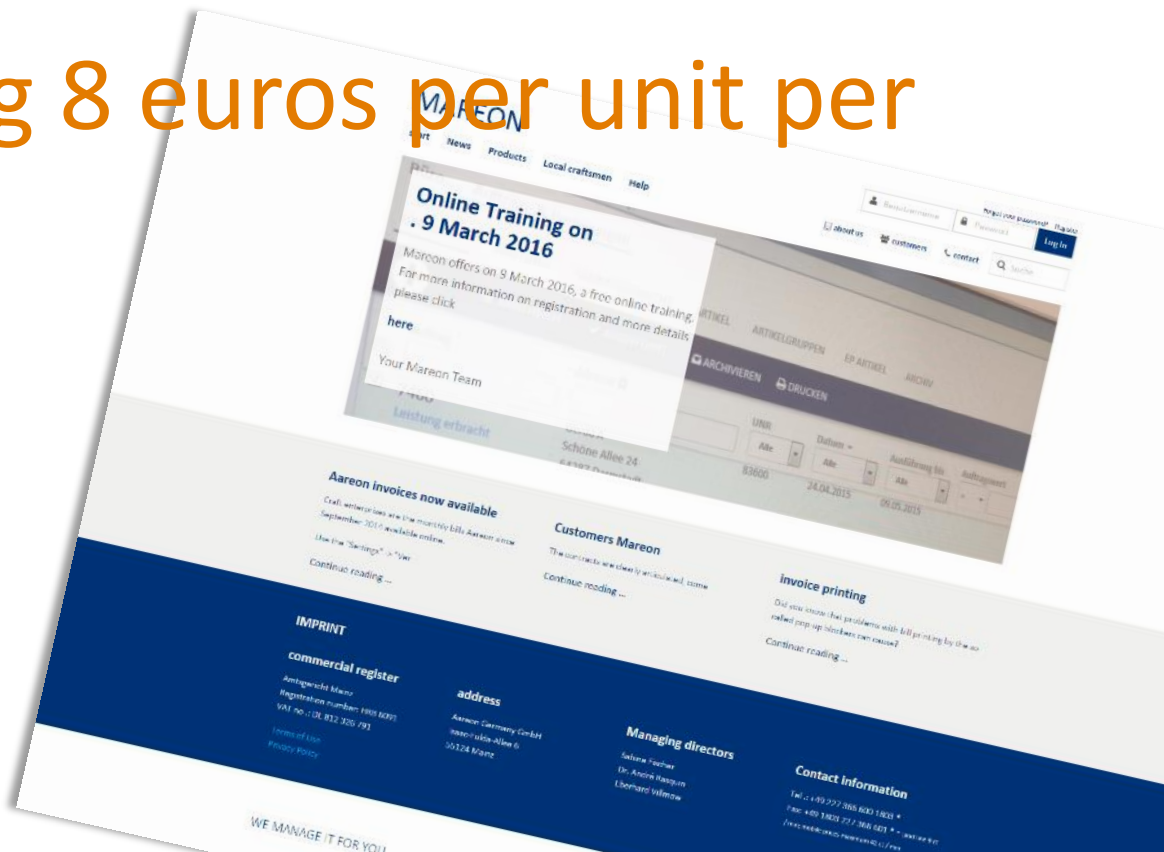
The **Mareon portal** is used by 250 Housing providers and 8500 tradesmen in Germany



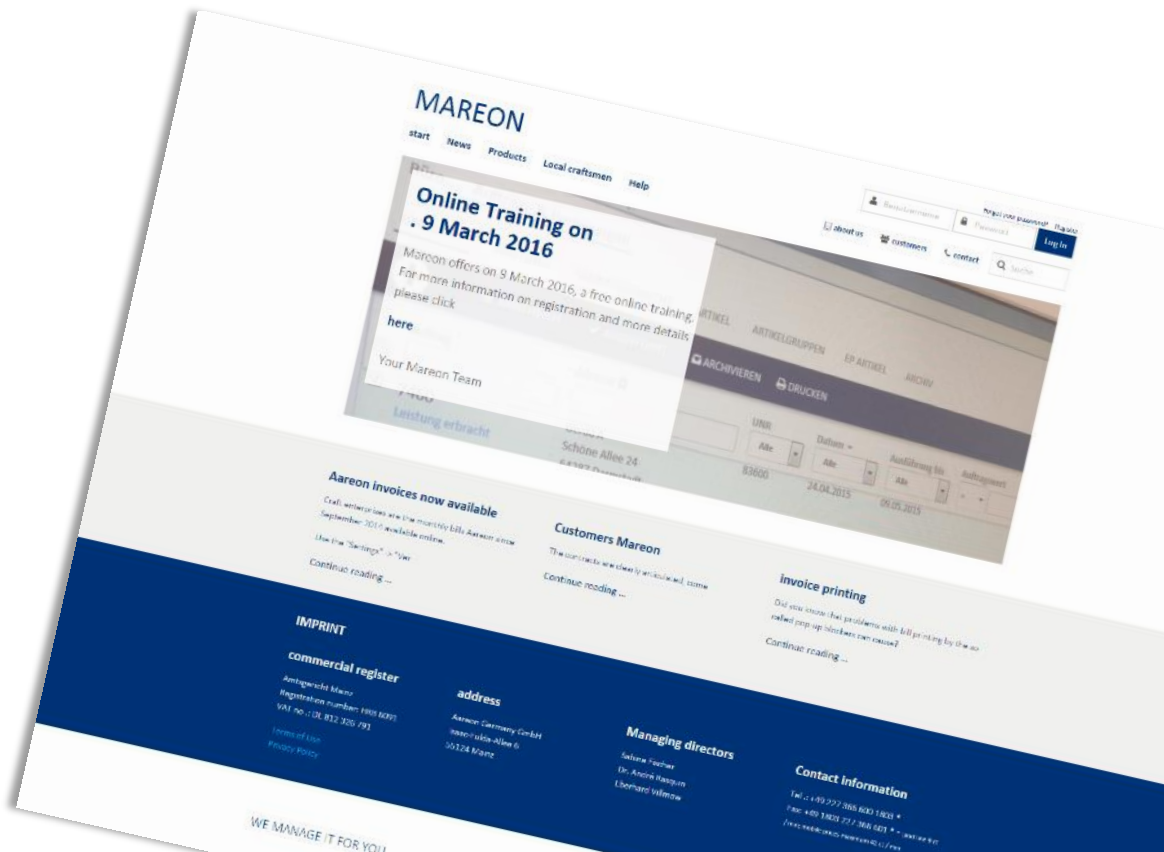
The **Mareon portal** is a responsive web site, enabling access for any party on any device 24/7



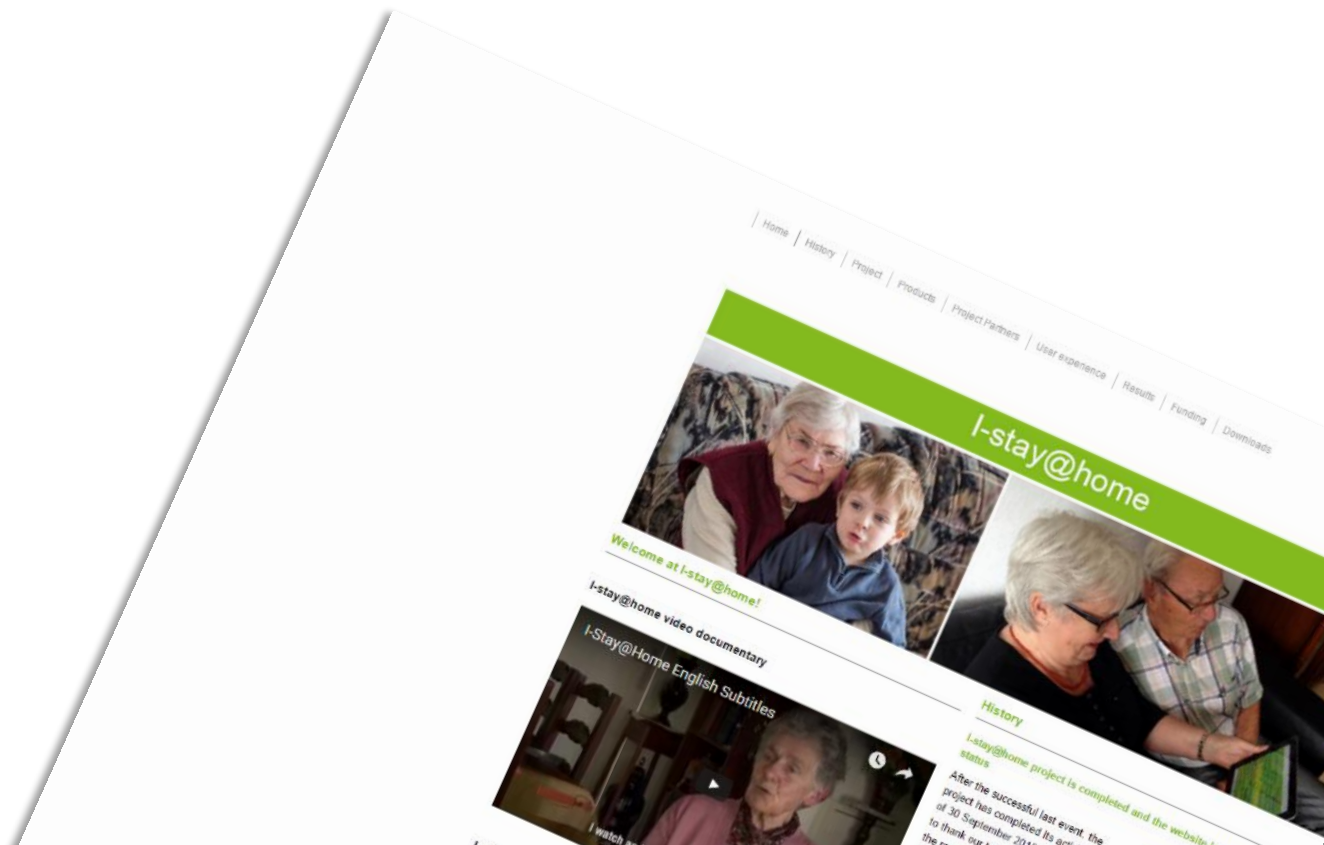
The **Mareon portal** enables automated exchange of repair orders, and online invoicing, **saving 8 euros per unit per year**



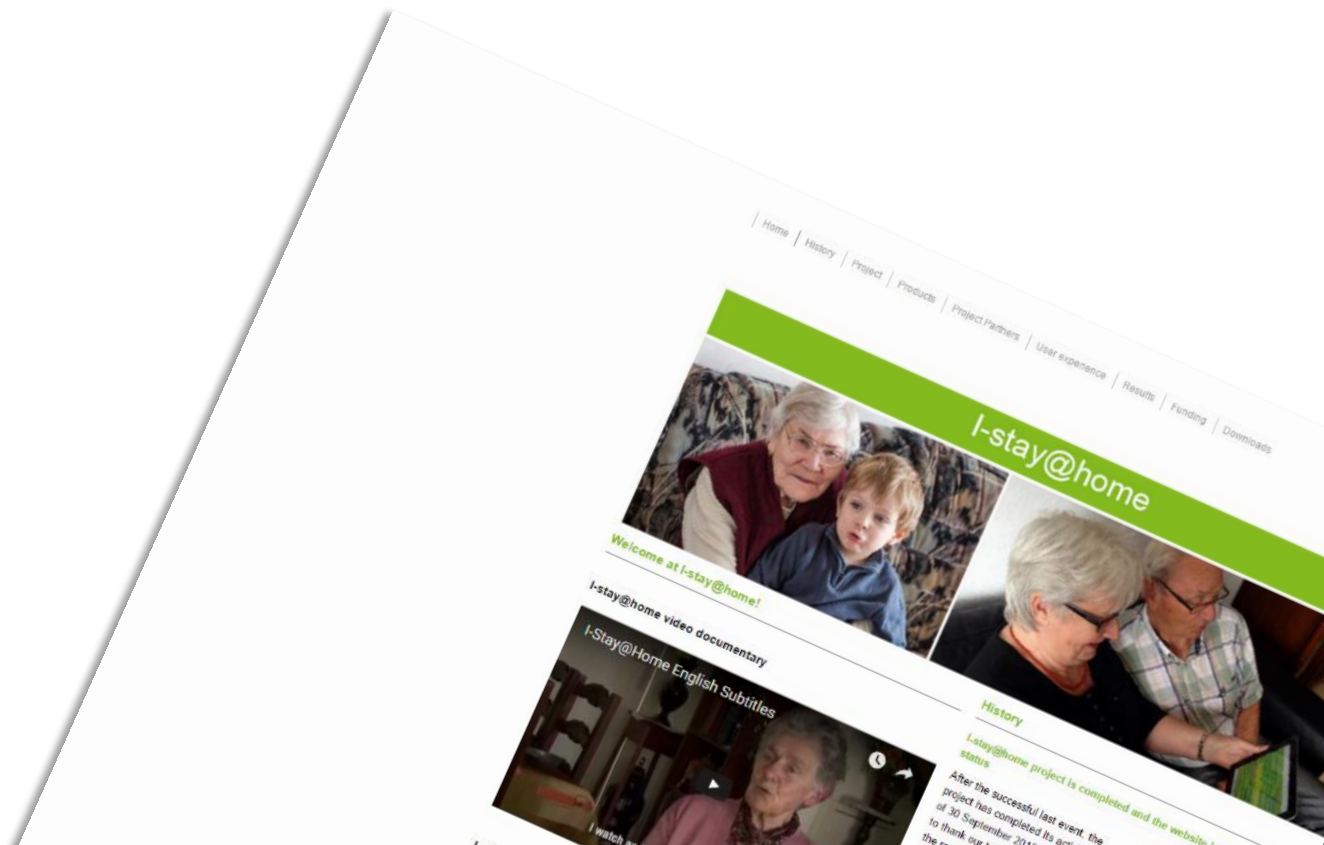
Which, if you have **150,000 units**, adds up!



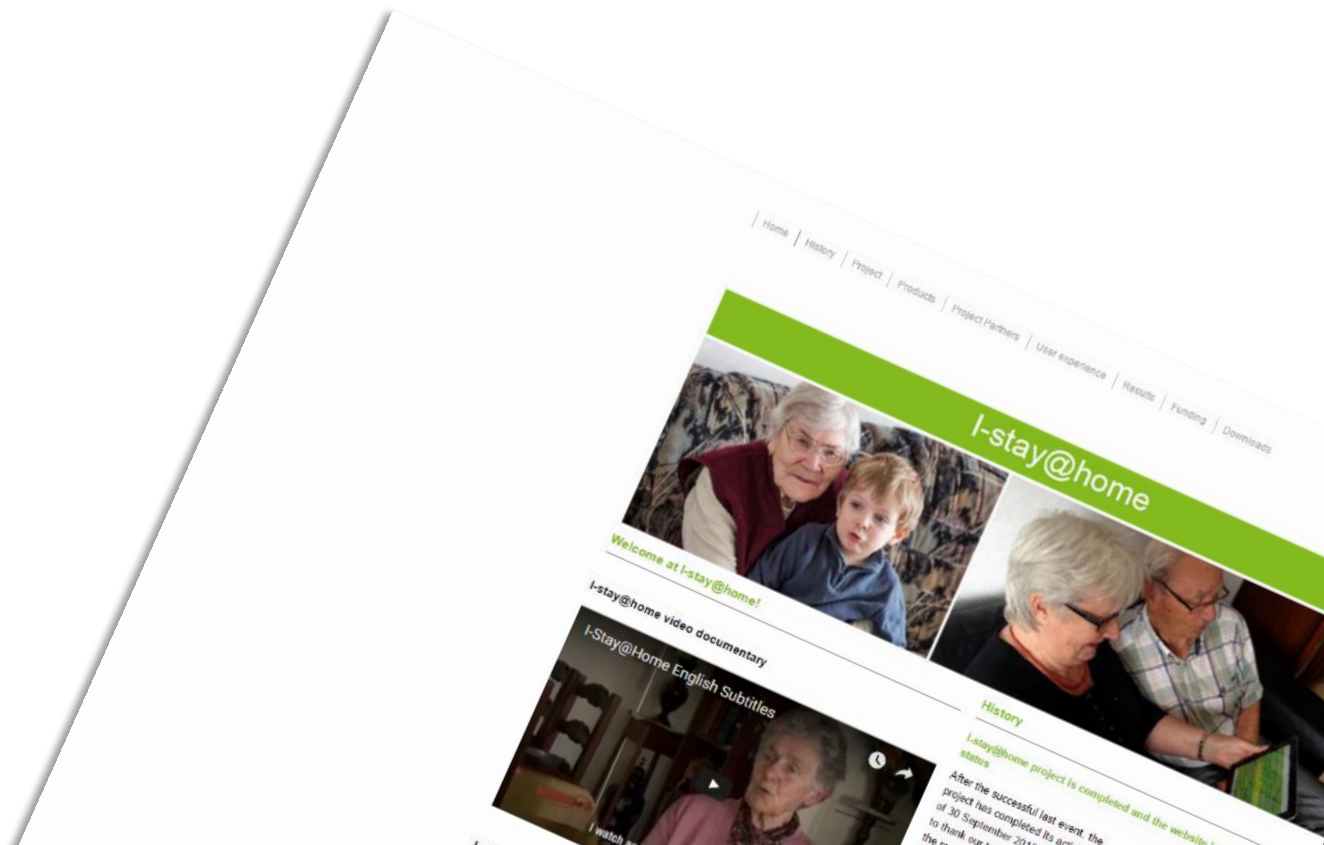
Aareon has also been involved with the
istay@home project:



An EU funded assisted living project for older people:



Using smart technology and the portal to link housing and health:



These experiences helped lead us to
Aareon Smart World:

Aareon Smart World:

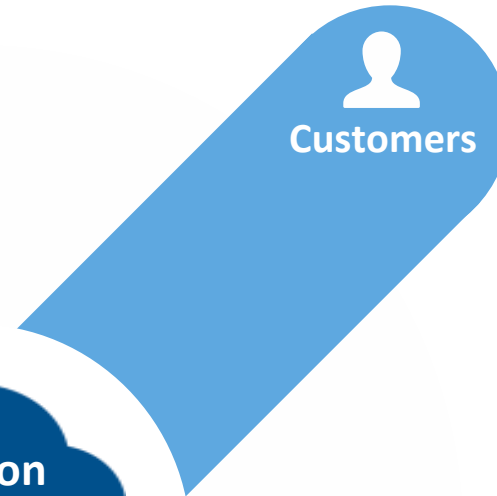
A Digital ecosystem for Housing
Providers

Aareon Smart World

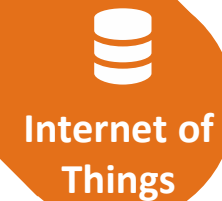
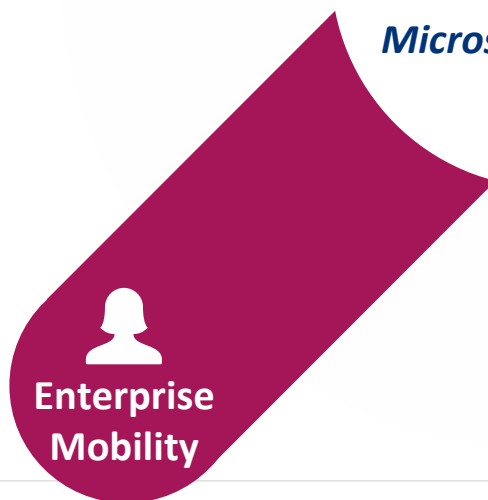
Multi devices



Multi devices



Multi devices





Partners



Partners



Seamless interaction with Business Partners



Customers



24/7 Customer Access on any device



**Enterprise
Mobility**

Proactive field based working anytime, anywhere



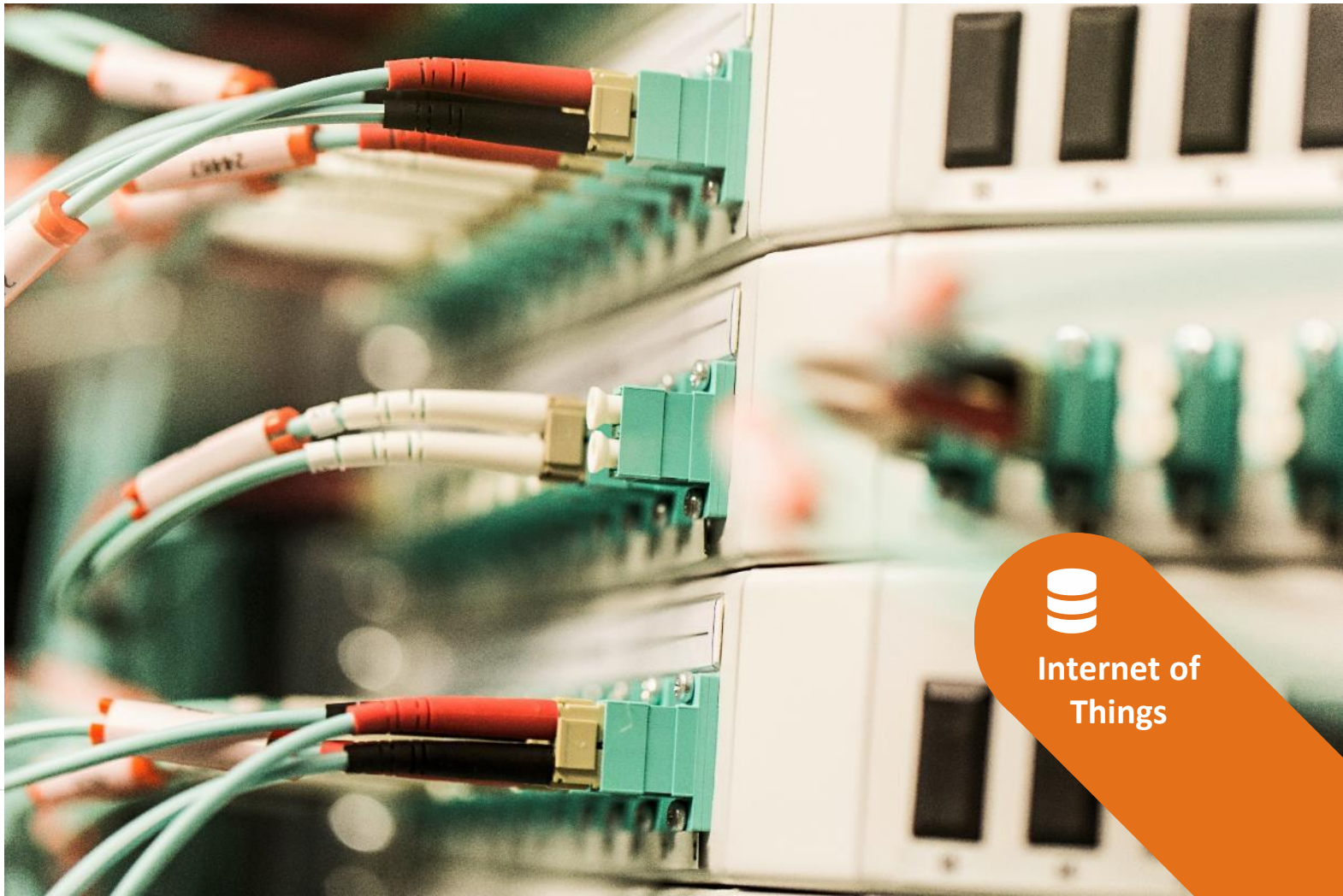
**Enterprise
Mobility**



**Internet of
Things**



Data from smart devices automating processes



Internet of
Things



Smart World is
based on **7 Key**
Criteria:



Flexible:



Flexible: Customisable user interface to meet diverse needs



Automated:



Automated: To make
business processes more
efficient



Secure:



Secure: Meeting standards of the W3C with regular audits



High Performing:



High Performing: To provide a scalable approach without service interruption



Cloud Deployed:



Cloud Deployed: Access
anytime, anywhere



European:



European: Based on
experience of 2800
customers



Clear Roadmap:



Clear Roadmap: 3 annual releases with increasing functionality

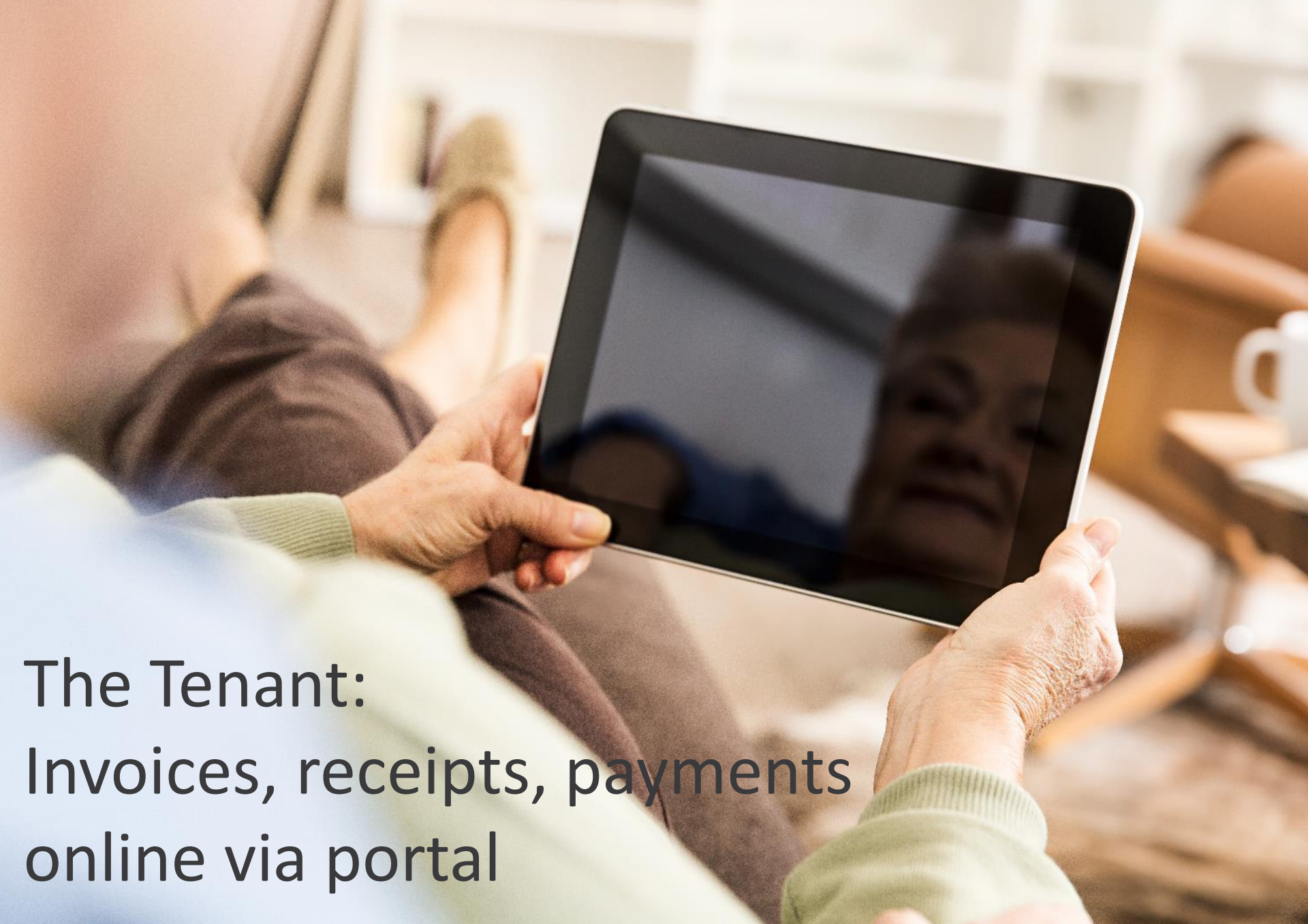
It is now rolling out in
Germany, France,
Netherlands





A central portal for use by **all stakeholders** in the Landlord's business

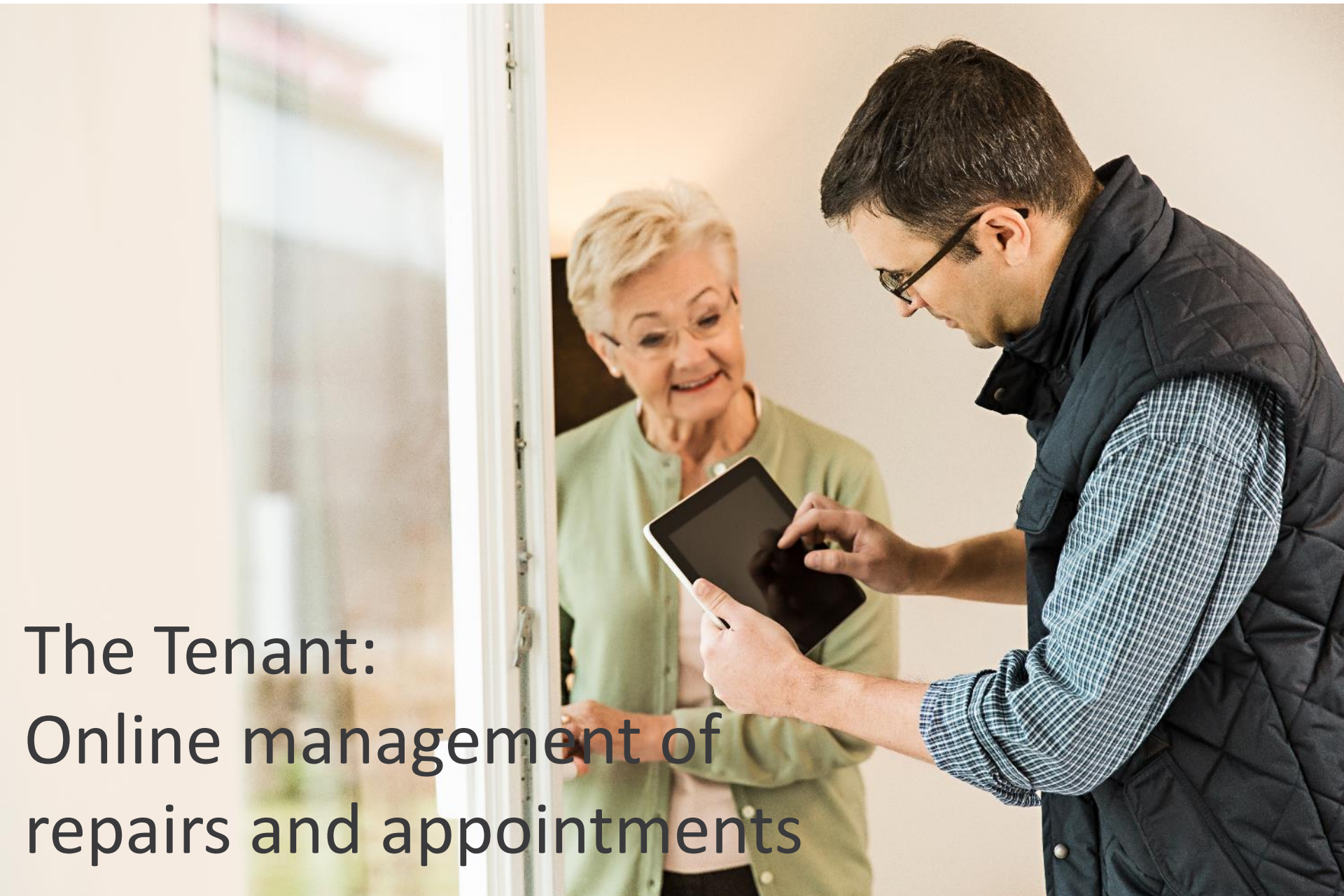
The Tenant:



The Tenant:
Invoices, receipts, payments
online via portal

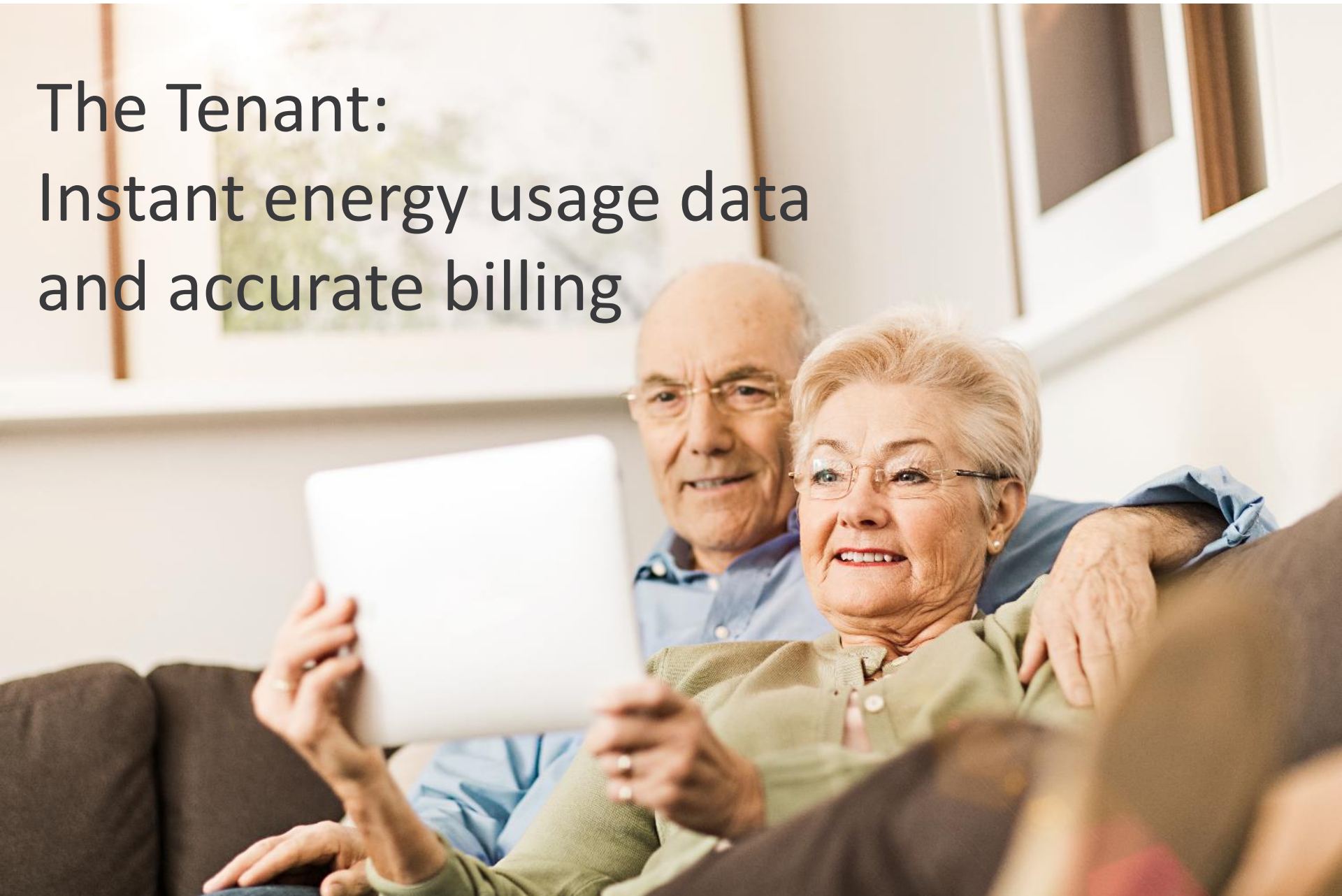


The Tenant: Social Media for the locality



The Tenant: Online management of repairs and appointments

The Tenant: Instant energy usage data and accurate billing





The Landlord: Digital channel to manage relations



The Landlord: Collaboration with suppliers

The Landlord: Smart Management of Assets



The Business Partner:

The Business Partner: Remove the paper trail and optimise processes



A black smartphone and a black pen with a silver tip are resting on a white notepad. The notepad is on a wooden desk. In the background, a laptop keyboard is visible but out of focus.

The Business Partner: Simple, instant online invoicing

The Business Partner: Real time planning based on demand

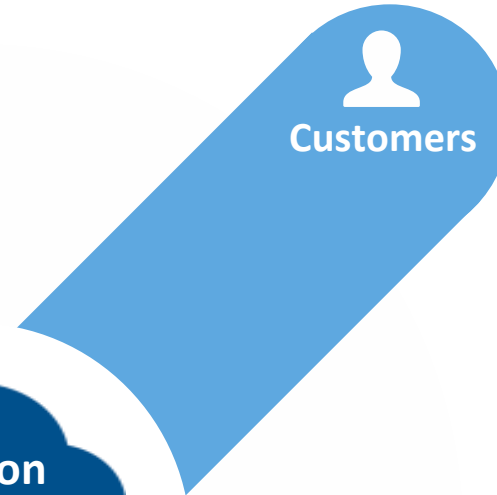


Aareon Smart World

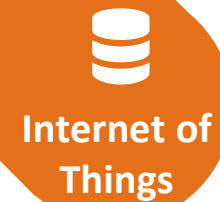
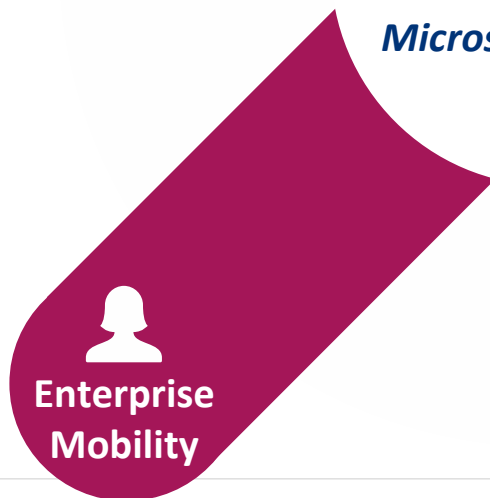
Multi devices



Multi devices



Multi devices





Thank You



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