InvestRand Business Model vs Technology

Property Sourcing Marketplace — 5% Fee (min R30,000) per Transaction

BUSINESS PROCESS

☐ Working   ⬚ Gap

1. SOURCE	2. LIST	3. APPROVE	4. DISCOVER	5. INTEREST	6. DEAL	7. REVENUE
Find property	Add to platform	Admin review	Investor browses	Express interest	Close transaction	Collect 5% fee

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CURRENT PLATFORM

Vue 2 / Django 4.2

Working

- Property sourcing & listing
- Investor discovery & browsing
- Admin approval workflow
- Service provider marketplace

Issues

- ROI calculation errors
- CRM sync broken
- Password reset missing
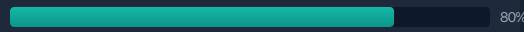
Missing

- Express Interest (future)
- Deal facilitation
- Fee collection
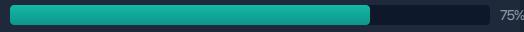
DEVELUTIONS REBUILD

React 18 / Spring Boot 3.4
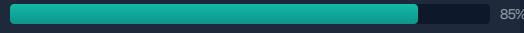
Frontend (React 18)
80%

Backend (Spring Boot)
75%
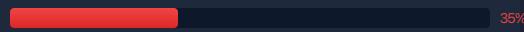
Property Display
85%
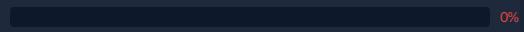
Critical Business Functions

Financial Calculations
35%

CRM Integrations
0%

Deal Facilitation
NOT IN SCOPE

Fee Collection
NOT IN SCOPE

BUSINESS NEEDS

To scale to R500M transactions

Must Have

Lead Capture
Express Interest → CRM → Follow-up

Deal Management
Track pipeline: Interest → Offer → Transfer

Revenue Collection
Invoice generation, fee tracking, commission

Accurate Calculations
ROI, bond, rental yield matching financial model

Regulatory Questions

- PPRA registration for 5% fee?
- FSP license for financial advice?
- FICA compliance for transactions?
- Sourcing agents PPRA registered?

Technical Due Diligence Assessment — 17 January 2026