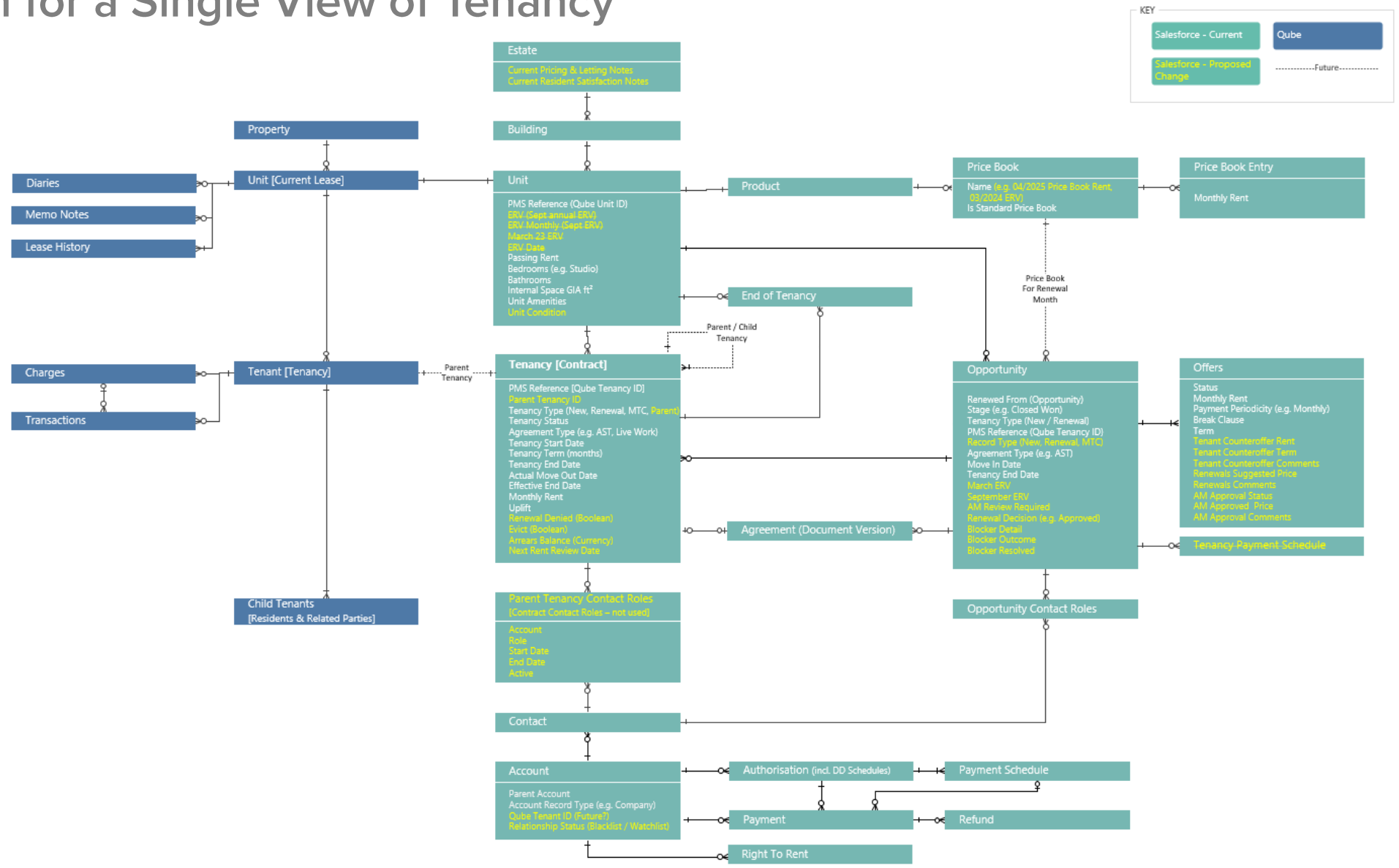
Solution Features – Release 1

Create Foundation for a Single View of Tenancy

Align Qube & Salesforce Tenancy Data Model



Solution Features – Release 1

Save Inputs Into the Renewals Process in Salesforce

See Current Tenancy Arrears

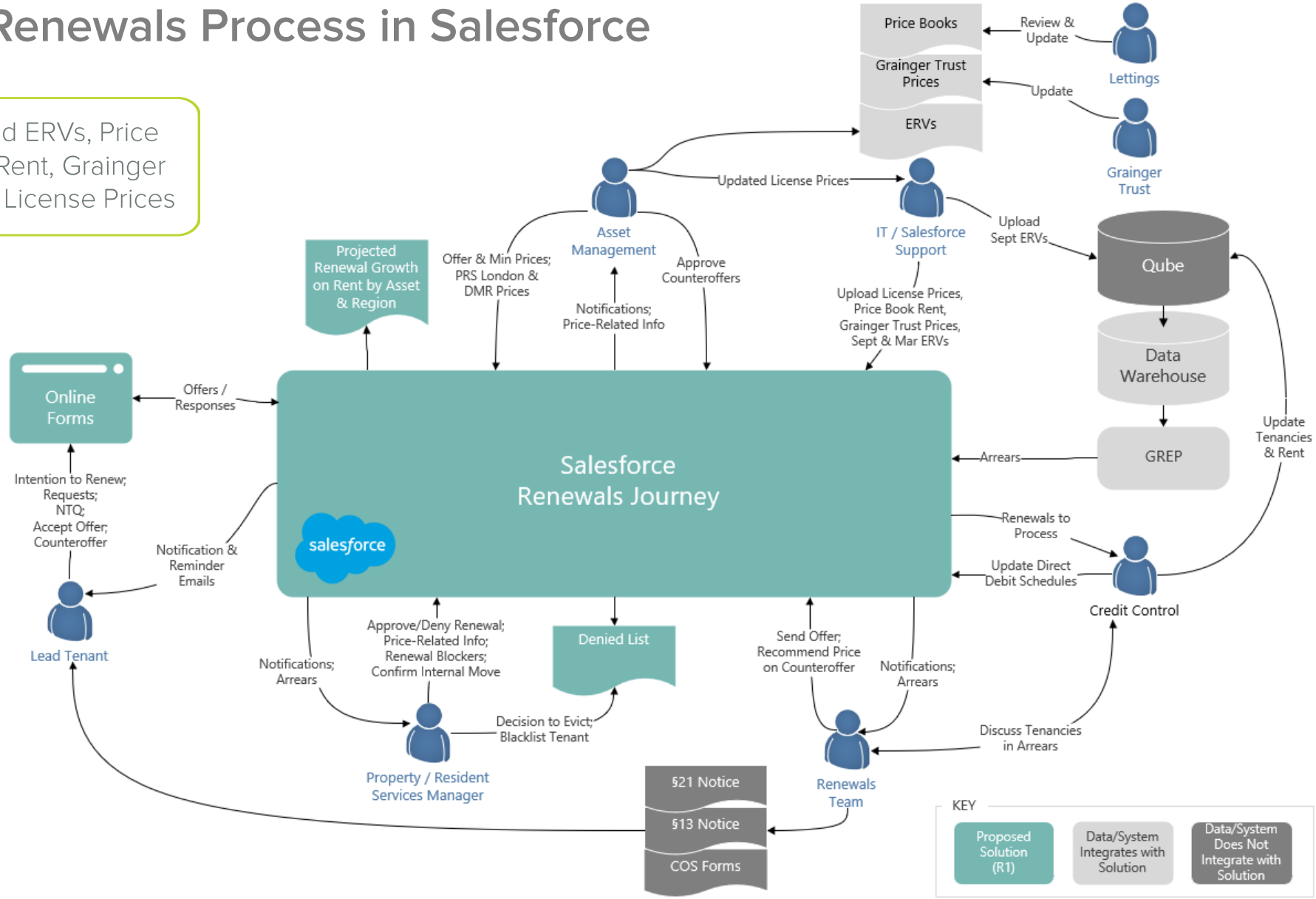
Upload ERVs, Price Book Rent, Grainger Trust & License Prices

Deny a Renewal Mid-Term & Manage Denied List

Manage Unit Condition & Estate-Level Pricing Factors

AM see Projected Renewal Rental Growth by Asset & Region

PMs manage Tenant Requests at Renewal & Renewal Blockers



Solution Features – Release 1

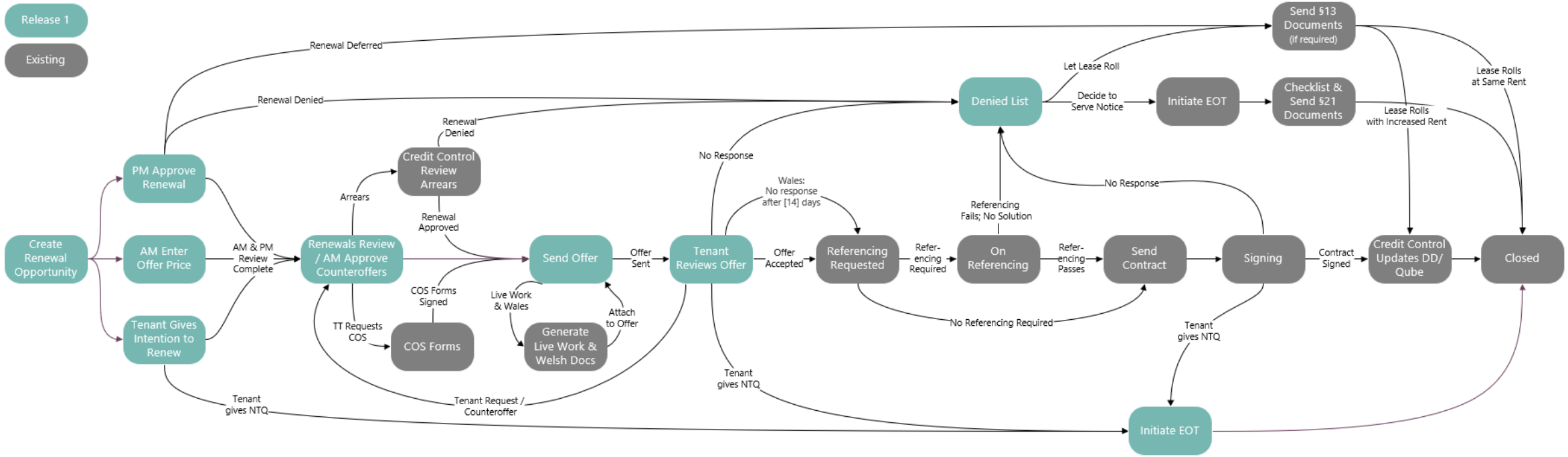
Replace Renewals Spreadsheet within Current Renewals Journey

Automatically Create Renewal Opportunities from Accurate Tenancy Data

Tenant Gives Early Intention to Vacate/ Renew & Renewal Preferences

PMs Approve, Deny, or Defer Renewals

AM Update Offer & Minimum Prices



Renewals Team Review & Send Prepopulated Offers; Full Offer History

Tenants Receive, Respond to Offer(s) & Counteroffer Online

AM Approve Counteroffers

Initiate EOT when Tenant gives NTQ or Internal Moves