**KEYWORDS**

* Trust generated from the verification of an offer (our idea was born from this)
* Contacts -> Many find a room through friend recommendations. MoveIn could act as the “contact” which helps international students find a room.

**LANDLORD FLOW**

1. Landlord creates a profile
   1. The profile has information about the landlord, as well as all the properties he has for rent.
2. Landlord submits an offer
3. Landlord requests verification
   1. Can be done either online or on site

|  |  |
| --- | --- |
| Online | On site |
| **Who does it?**   * We could hire students to do this job * How much would we pay? How would the operational costs look like?   **How is it done?**   * The photos of the landlord would be verified, we would design a series of steps for correct verification of the offer * How can we guarantee that the verifier does their job correctly? Should they be trained to do this process? Bribery risk? | Similar process to the ID verification via video call for many bureaucratic processes in Germany.   * Need to design a process for the verification. * The identity of the landlord must also be verified   This option should be associated with lower operational costs. It also makes it easier to manage the entire process, so this will be the route taken. We will also be a marketplace in order for this to work. |

1. The offer is either approved or rejected
2. Every offer will have reviews (history)
   1. Both landlord and offers have reviews -> A good property could have a bad landlord, so it is important to distinguish both reviews.
   2. If a tenant finishes their contract, the landlord can reactivate their offer without needing to re verify.
   3. How often will a landlord/property receive new reviews? -> Reviews can be made in some kind of “diary” -> After 1 month (explains how the moving process with the landlord worked), after 3 months (how the landlord reacted to a problem, etc.)

**TENANT FLOW**

1. Tenant creates a profile
   1. The profile has some personal info (age, country of origin, reson for moving in, etc.)
   2. A tenant can also gave reviews by a landlord in a similar manner to the landlord review system.
   3. What stops a tenant from deleting and re-creating their profile when they get a bad review?
2. Tenant looks for an offer and creates a request
   1. Offer filtering system, based on localization, price, interesses of the tenant
   2. The platform tells the tenant if that potential offer is fairly priced in comparison to other similar offers in the area.
3. Tenant communicates with the landlord
   1. Once the landlord decides for a particular tenant, the others are automatically rejected
   2. Could we implement video call services? (whatsapp API or something similar)
   3. Translate service?
      1. Would it be that much better than google translate?
      2. Almost everybody speaks English, would language really be a problem that needs to be solved?
      3. The translation service is not a viable feature
   4. Contract signing
      1. Similar process to Angelica’s example
      2. How could we implement a template?
      3. Automatic translation with google translate shown when signing the contract, clarifying there could be errors
      4. Find laws regarding digital signatures in Germany
      5. The tenant and landlord can see each other’s signature on the platform
4. Deposit/First rent transfer
   1. Implement system similar to Alibaba, where the tenant transfers the money to us, and we give it to the landlord once the tenant receives their apartment and everything works out well.