



# CONTOSO REAL ESTATE

Scott Meddings



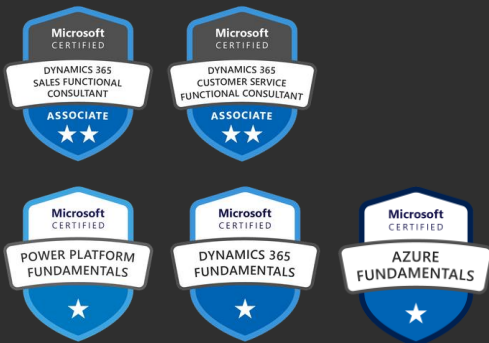
# Scott Meddings

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## 01. Covid-19 Impact

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Let's chat about how Covid has changed the way we work now.

## 03. Return on Investment

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Financial impact of application

## 02. Demo Application

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Demo of new application to support the property managers

## 04. Next Steps

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Feedback Customer and Property Managers







# 1909

5 Properties



## OUR HISTORY



**1909**

### **5 Property manages**

2 Brothers startup and with 1 investor, buy and sell real estate

**2020**

### **1000 Property Managers**

30k properties under management 30 per manager



# CONTOSO REAL ESTATE PROFILE DIGITAL READY



Gender



60%



80%

Age



25-45



46-65

Ideal Home





# Contoso Real Estate Top Priorities



1. More than 1000 property managers across the region
2. Enormous challenges access properties due to Covid and residents not allowing property managers in the property
3. Revenue losses mounting up due to crisis estimated beyond 10 million dollars
4. Large user in Microsoft solutions and would like to get something up and running fast
5. **Don't have the ability to provide ongoing services for disability tenants**
6. **Top Priorities**
  - Get a new application to support property managers
  - Support their tenant's and landlords in a new digital way
  - Provide fast innovation via on going Microsoft Platform Investment
  - We need to be more proactive rather than reactive





# Covid-19 Impact

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- Property Managers can no longer enter properties
- Regular Inspections on hold
- Landlords have no way of understanding their property and its conditions
- Rent is difficult to manage due to loss of income
- Large backlog of property inspections and rent collection





## OUR NUMBERS

### EARNINGS THIS YEAR

**34,000,000**

Property Maintenance

**30,000,000**

Sales and Auctions

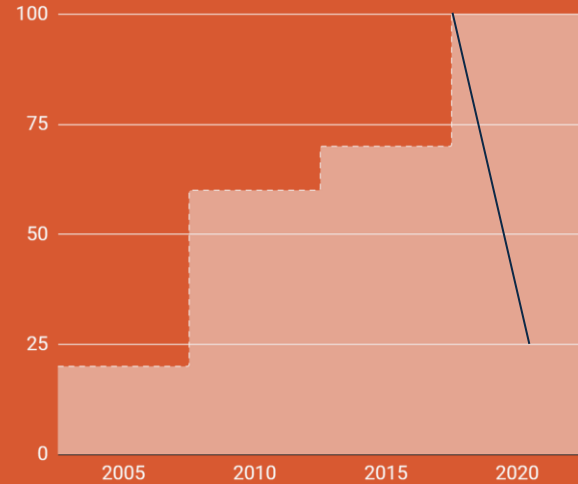
### PROPERTIES SOLD

**35,000**

Return Customers

**25,000**

Recommendations



COVID-19 has really impacted the way we work, and we need to get back on track as soon as possible.



# THE DEMO



## OUR PERSONAS



### JIM SMITH

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“When I manage properties tenants won’t let me visit anymore and landlords would like to understand their property better”

### JAMES PATTERSON

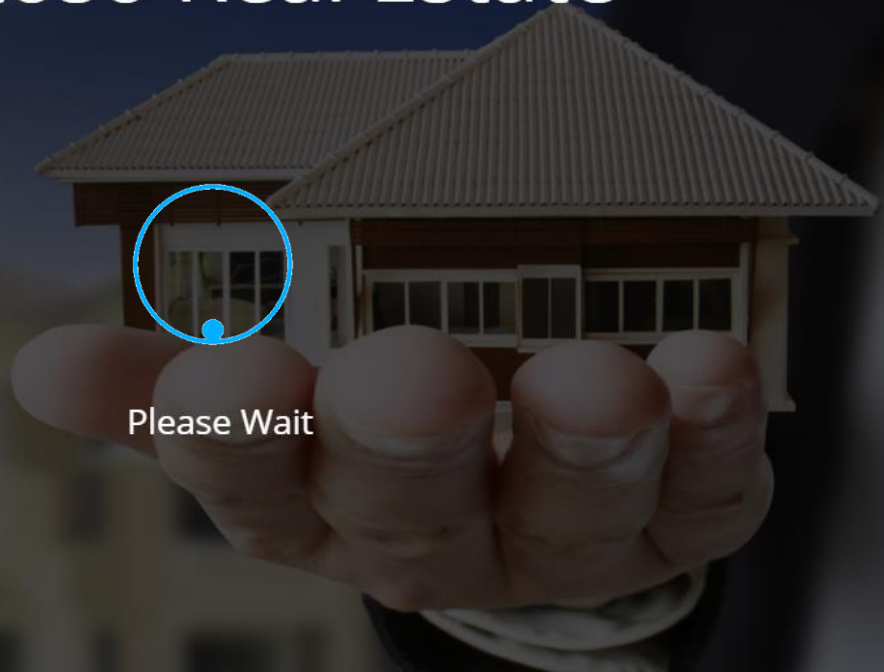
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“I don’t want any property managers in my house as I don’t trust they have not been exposed to covid and I am high risk”



Let's Get the demo started

# Contoso Real Estate



Please Wait







# Contoso Real Estate unlocking current investment

The low-code platform that spans Office 365, Azure, Dynamics 365, and stand-alone applications  
**Innovation anywhere. Unlocks value everywhere.**



**Power BI**

Business analytics



**Power Apps**

Application development



**Power Automate**

Process automation



**Power Virtual Agents**

Intelligent virtual agents



Data  
connectors



Portals



AI Builder



Common  
Data Service



# BEFORE **AND** AFTER



**NO INSEPTIONS**

MORE THAN 1000 PER  
DAY COMPLETED

**LOSS IN REVENUE**

MILLIONS IN POSITIVE  
REVENUE

**LOW MORALE**

STAFF ARE EXCITED  
TO ENGAGE

**UNHAPPY CUSTOMERS**

HAPPIER THAN EVER



**Microsoft**

One Microsoft





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Business Value Assessment on this application and any new use cases we find in the hackathon.



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Hackathon to uncover even more value for Contoso Real Estate and provide maximum value



## SO WHATS NEXT



# THANKS!

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Do you have any questions?

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