

CASHFAC

Real Estate Management

Customer

Private equity-owned global real estate manager with >1m properties under management in US & UK

Background

A private equity company wanted a digital cash and banking solution customized to their regulatory and business needs, enabling them to have a single operating model for cash management and optimize the use of cash across their acquired property management companies.

Customer Needs

- A private equity company acquired a portfolio of one million properties under management by acquiring eight residential and leasehold property managers across the US, UK, Sweden, and Finland from 2022–2023.
- The customer wanted a platform that would meet their regulatory requirements for client cash segregation, such as service charges and tenant security deposits, while generating increased interest income through an enhanced treasury management model.
- Required a customizable platform to meet the immediate operating needs of the individual companies purchased while offering a standard operating model for aligning business processes.

Our Solution

- We built an automated self-service platform for the three UK businesses, envisaging a migration of the US businesses in 2024.
- We configured different solutions for the three UK businesses, overlaid by a tool for consolidating their cash positions across all the businesses and enhancing interest income from their chosen bank, Barclays.
- We configured a sub-accounting model for each business using virtual accounts – up to ten sub-accounts per property, allowing flexibility to mirror sub-ledgers within primary systems – with full payment and receipt management capability.

Customer Benefits

- Enhanced client self-service model through the Cashfac front end and automated reports.
- Ability to free up the cash from their acquired businesses and generate increased interest income from client cash.
- Move to a standard cash operating model across all acquired businesses to reduce costs to serve.