



Wilson, Blanchard Management Inc.



Overview

Markets

Condo and Commercial

Portfolio

500+ properties
32,000+ condo units
2.3 million sq ft commercial space

Client Since

1998

Product Highlighted

Yardi Voyager® Condo, Co-op, HOA

Additional Products Implemented

Yardi Voyager® 7S
Yardi Canadian Regional Residential Module™
Yardi MPAC™

The Benefits

Automated workflows and cloud hosting increase operational performance and enhance customer service.

About Wilson, Blanchard

www.wilsonblanchard.com

Learn More: www.yardi.com

Contact Yardi: sales@yardi.com

Since 1995, Wilson, Blanchard has been dedicated to being the most trusted name in condominium management in Southern Ontario, Canada.

The Challenge

A Tight Market

The condo management market in Southern Ontario is very competitive, resulting in lower margins than can be expected in other real estate segments. To be successful, Wilson, Blanchard must consistently provide outstanding service while maintaining high volumes and low costs.

The Solution

Yardi Voyager Condo, Co-op, HOA

Yardi Voyager Condo, Co-op, HOA is a cloud-hosted platform with mobile access that optimizes workflows and reduces operational costs. The comprehensive system features a single integrated database with tools to track ownership and charges, calculate fees, collect payments, monitor maintenance, enforce bylaws and more.

The Story

Automation and Online Services

Yardi Voyager Condo, Co-op, HOA has enabled Wilson, Blanchard to eliminate costly manual processing with automated workflows, electronic banking and online services. According to Paula Davis, CFO, "The automated tools in Voyager have significantly reduced the time we need for budget preparation and fee calculations. Processing pre-authorized payments and post-dated cheques happens faster, so our staff can be

more efficient during crunch time at the beginning of every month."

Wilson, Blanchard was the first condo management company in Canada to implement the Voyager 7S platform, taking advantage of Software as a Service delivery to focus on their business — not on managing their hardware and software. Davis noted that consolidating their operations on Voyager 7S has given Wilson, Blanchard a real competitive edge in a tight market.

"Yardi consistently provides state-of-the-art technology solutions that allow us to deliver outstanding service to our customers. And our staff benefits from using the most efficient and stable platform available."

Paula Davis, Chief Financial Officer

In addition to the myriad efficiencies that position Wilson, Blanchard to outperform its competitors, Davis added that with Voyager, their accounting staff is able to handle a higher volume of work. And with the outstanding support it receives from Yardi, Wilson, Blanchard looks forward to future innovations for continuing success.

