KUMAVISION project365 Real Estate

Better Bverview. More Control.
Greater Project Success.

ERP-Industry Software for Real Estate Developers

KUMA VISION

ERP
CRM
DMS
CLOUD

project365 Real Estate - cost-effective, transparent, and future-proof

Vanessa Schillings
Sales Division Manager
KUMAVISION AG

You acquire land, develop real estate projects, and successfully bring them to market, often doing all of this simultaneously, under tight deadlines, and with complex requirements. As a real estate developer, project developer, or property developer, you know that the key to success lies in flawless organization.

With project365 Real Estate, we offer you an industry-specific ERP solution designed specifically for this purpose. It is based on a solution that has been well-established for many years for project service providers and has been specifically enhanced with features tailored to the real estate industry. The result: software that understands your processes, from acquisition and development to sales.

Whether it's transparent project costing, property-based cost allocation, down payment schedules in accordance with MaBV, or purchasing with automatic reduction logic, project365 Real Estate combines all these functions into a single system. And it's fully integrated with financial accounting.

With project365 Real Estate, you maintain control over your projects at all times in a cost-effective, transparent, and future-proof way.

We invite you to take your project work to the next level.

Best regards,
Vanessa Schillings and the KUMAVISION Real Estate Team

From the initial idea to the handover of the keys – every phase of your real estate project in KUMAVISION project365

Successful real estate development is much more than just construction: It begins long before the groundbreaking ceremony and does not end until the last warranty claims have been resolved. Our specialized ERP industry solution comprehensively maps this entire lifecycle.

1. Land Acquisition

Real estate agents, cold calling, research, centrally documented

2. Real Estate Acquisition

Your project begins with your purchase and is structured in accordance with DIN 276

3. Establishment of Building Rights

Allspecifications, deadlines,and approvalsare centrallyrecordedand canbetrackedatany time

4. Planning

Managementof propertiesand assignmentto projects,including propertycost estimationandsales pricecalculation

5. Preparation & Development

Canal Construction, Surveying & More, Including All Costs, Permits, and Progress Updates

6. Marketing & Sales

Getting Started After Building Permit Is Granted: Link Portals, Record Buyers & Reservations

7. Construction Management

Can be managed in construction phases once defined sales targets are met. With full transparency regarding costs and schedules

8. Warranties

Defect management, deadline monitoring, and follow-up. Digitally documented through to acceptance

Industry-Specific Highlights

- Advance Payments under the MaBV
- Direct & Global Sales
- Flexible Cost Allocation Formulas
- Flexible Project Structure & DIN 276
- Accurate Cost Tracking
- Integrated Document Storage
- Assessments
- Integrated Financial Accounting & Cost Accounting
- Input Tax to be allocated based on time
- Additions
- Withholdings & Guarantees
- Incoming Invoice Processing
- Integrated Project Evaluation
- Rolling Planning & Allocation

Your Advantage:

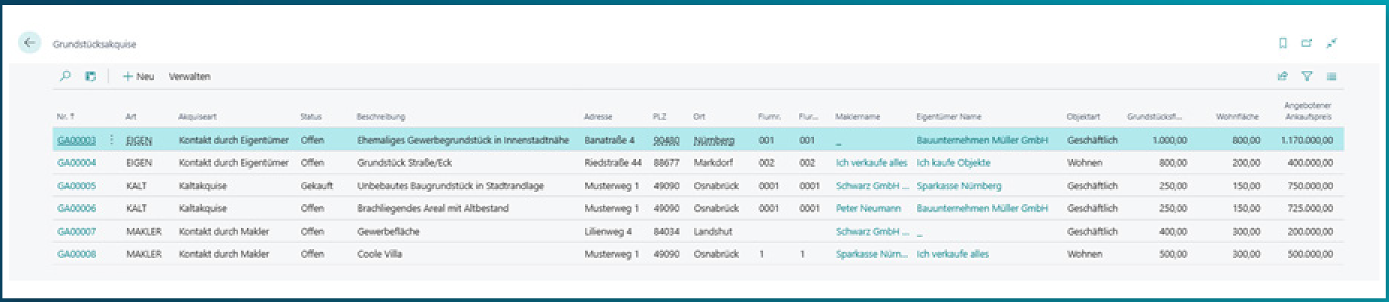
Our solution transforms a complex process into a clearly structured, digitally controlled workflow. You'll benefit from:

- **Transparency a**cross all phases and budgets
- **Security** through automated checks and deadlines
- **Efficiency** through cerntralized data storage and streamlined workflows

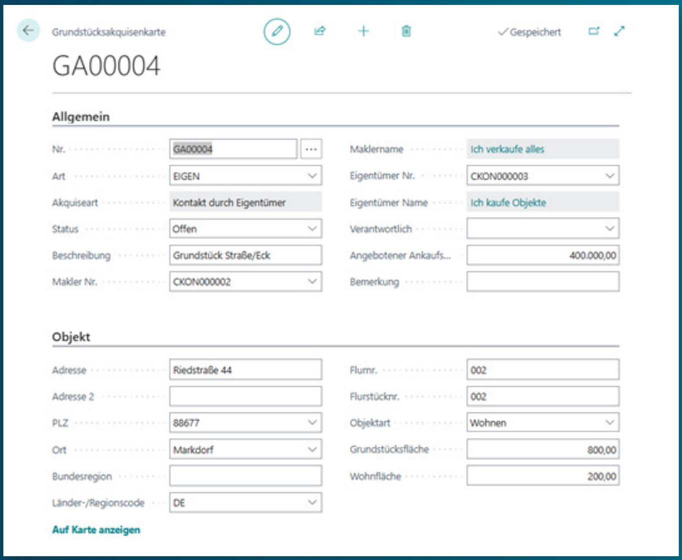
Land acquisition made easy – the perfect way to get started on

The search for suitable properties is often the first step in a successful real estate project and at the same time, one of the most delicate. With project365 Real Estate, you can maintain a clear overview at all times, even during the property acquisition process.

With the specially designed property acquisition spreadsheet, you can track all incoming offers clearly and systematically whether they come from cold calls or through external intermediaries such as real estate agents or property owners.



Nr. ↑	Art	Akquiseart	Status	Beschreibung	Adresse	PLZ	Ort	Flurnr.	Flur...	Maklername	Eigentümer Name	Objektart	Grundstücksfl...	Wohnfläche	Angebotener Ankaufspreis
GA00003	EIGEN	Kontakt durch Eigentümer	Offen	Ehemaliges Gewerbegrundstück in Innenstadtnähe	Banatraße 4	90480	Nürnberg	001	001	_	Bauunternehmen Müller GmbH	Geschäftlich	1.000,00	800,00	1.170.000,00
GA00004	EIGEN	Kontakt durch Eigentümer	Offen	Grundstück Straße/Eck	Riedstraße 44	88677	Markdorf	002	002	Ich verkaufe alles	Ich kaufe Objekte	Wohnen	800,00	200,00	400.000,00
GA00005	KALT	Kaltakquise	Gekauft	Unbebautes Baugrundstück in Stadtrandlage	Musterweg 1	49090	Osnabrück	0001	0001	Schwarz GmbH ...	Sparkasse Nürnberg	Geschäftlich	250,00	150,00	750.000,00
GA00006	KALT	Kaltakquise	Offen	Brachliegendes Areal mit Altbestand	Musterweg 1	49090	Osnabrück	0001	0001	Peter Neumann	Bauunternehmen Müller GmbH	Geschäftlich	250,00	150,00	725.000,00
GA00007	MAKLER	Kontakt durch Makler	Offen	Gewerbefläche	Lilienweg 4	84034	Landshut			Schwarz GmbH ...	_	Geschäftlich	400,00	300,00	200.000,00
GA00008	MAKLER	Kontakt durch Makler	Offen	Coole Villa	Musterweg 1	49090	Osnabrück	1	1	Sparkasse Nürn...	Ich verkaufe alles	Wohnen	500,00	300,00	500.000,00



This allows you to keep track of key figures such as lot size and living area, as well as the purchase price being offered.

Each parcel of land can be directly assigned to a project as the process continues.

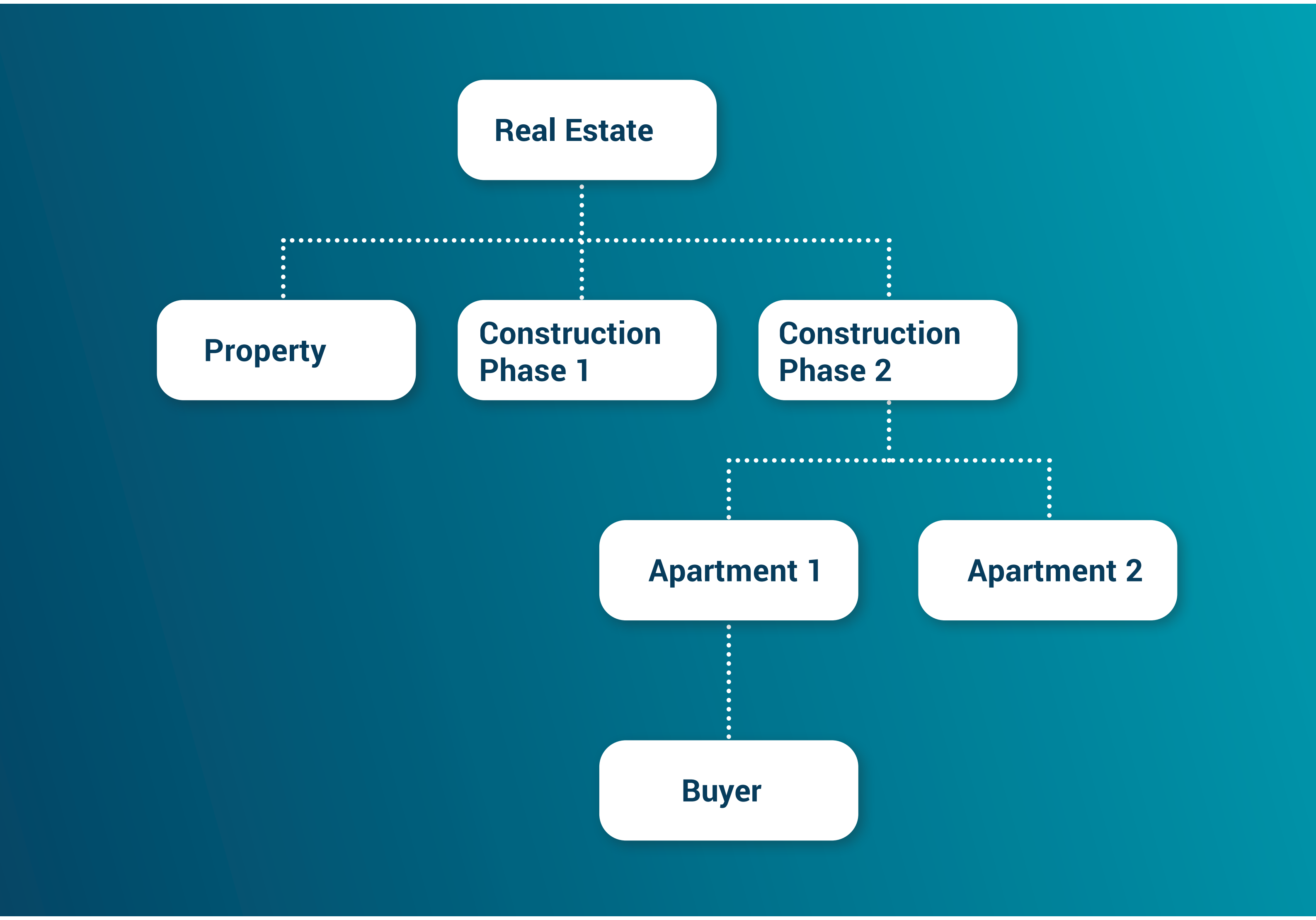
This way, you can always see which lead source a project came from and keep track of the entire process, from the initial contact to project development.

A real-world example:

A real estate agent offers you a property, but it doesn't fit into your plans at the moment. A year later, you're offered the same property again, this time by a different agent. Without complete documentation, this can get expensive: In case of a dispute, you may have to pay the full commission to both agents. With project365 Real Estate, you can avoid such risks. All offers, contacts, and decisions are centrally documented and can be tracked at any time, ensuring your legal security and maximum transparency.

Structured Project Management– from the lot to the apartment or commercial space

With project365 Real Estate, you can map your real estate projects exactly according to their actual structure, allowing you to maintain a clear overview at all times, even with complex project portfolios.



From the main project to the individual unit:
You start with the property, break down your project into subprojects, such as construction phases, based on the associated land, and continue this breakdown down to the individual units, apartments or commercial spaces. This allows you to organize all relevant project data clearly and concisely at every level, from the big picture down to the details.

Quick start, clear processes

In the project setup, an integrated wizard guides project managers step by step through the creation process. Standardized templates ensure clear workflows and consistent structures to guarantee a quick and smooth start to the project.

The project then serves as the central entry point, providing a comprehensive overview of all relevant information, from the start of construction, the sales launch, and the planned completion date to the property description and sales status.

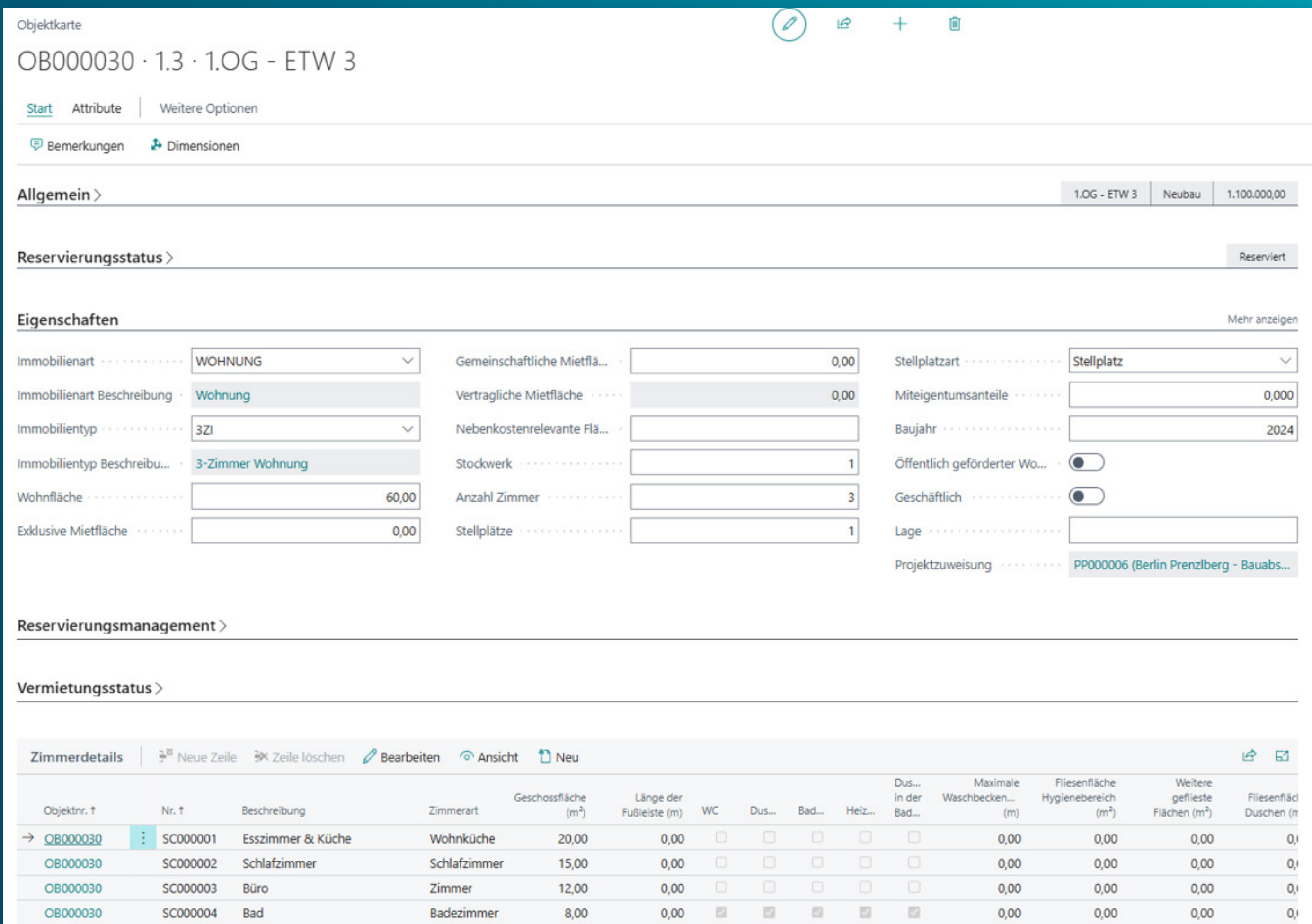
Keeping Costs Under Control

Construction costs represent the largest cost category in project development. Record and organize these costs in accordance with DIN 276, in compliance with the law, in a traceable manner, and in line with construction progress.
This allows costs to be flexibly allocated to individual units, such as apartments or commercial spaces, at a later stage. This enables you to analyze sales prices and margins in a targeted manner.

Positions...	Art	Nr.	Unter-Akt.	Beschreibung
1	**Von-Summe**			**Erlöse**
1.1	Arbeitspaket	109	20000	Gewerbe
1.2	Arbeitspaket	110	30000	Wohnen
1.3	Arbeitspaket	110S	40000	Sonderwünsche
	Bis-Summe			**Gesamt Erlöse**
2	**Von-Summe**			**Mieteinahmen**
	Bis-Summe			**Gesamt Mieteinahmen**
3	**Von-Summe**			**Kosten**
3.1	**Von-Summe**			**Grundstück**
	Bis-Summe			**Gesamt Grundstück**
3.2	**Von-Summe**			**Herrichten und Erschließung**
3.2.1	**Von-Summe**			**Herrichten**
3.2.1.1	Arbeitspaket	211	370000	Sicherungsmaßnahmen
3.2.1.2	Arbeitspaket	212	380000	Abbruchmaßnahmen
3.2.1.3	Arbeitspaket	213	390000	Altlastenbeseitigung
3.2.1.4	Arbeitspaket	214	400000	Herrichten der Geländeoberflä...
3.2.1.5	Arbeitspaket	215	410000	Herrichten von Ausgleichs- un...
3.2.1.6	Arbeitspaket	219	420000	Herrichten, sonstiges
	Bis-Summe			**Gesamt Herrichten**
3.2.2	**Von-Summe**			**Öffentliche Erschließung**
3.2.2.1	Arbeitspaket	221	450000	Abwasserentsorgung
3.2.2.2	Arbeitspaket	222	460000	Wasserversorgung
3.2.2.3	Arbeitspaket	223	470000	Gasversorgung
3.2.2.4	Arbeitspaket	224	480000	Fernwärmeversorgung
3.2.2.5	Arbeitspaket	225	490000	Stromversorgung
3.2.2.6	Arbeitspaket	226	500000	Telekommunikation
3.2.2.7	Arbeitspaket	227	510000	Verkehrserschließung

Focus on projects – from planning to cost estimation

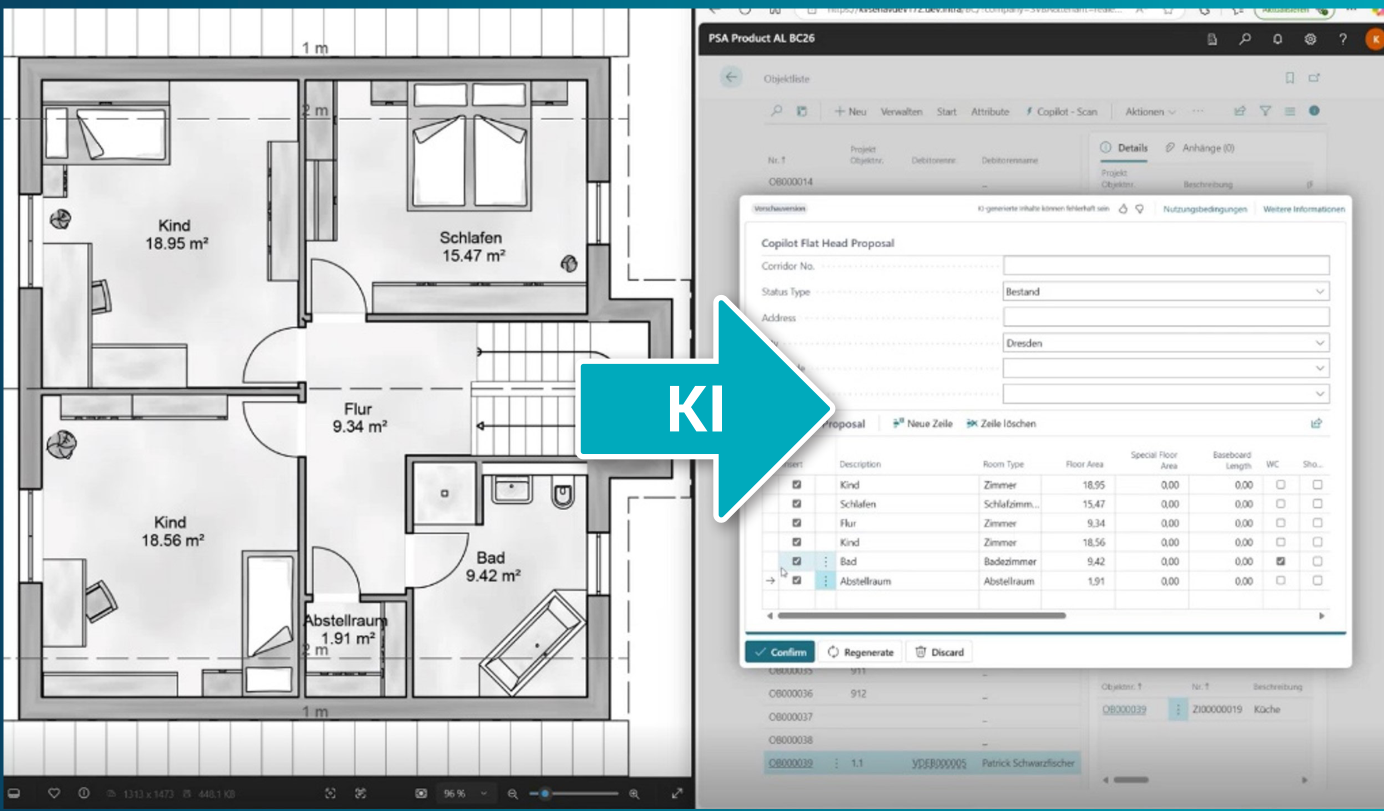
Once the decision to purchase a property has been made, structured property management begins. All units, such as apartments or commercial spaces, are centrally recorded in the property list and assigned to projects.
A color-coded system shows at a glance which properties have already been sold, are reserved, or are still available.



Each object contains all relevant information:

From contact information to the assigned customer, notary, and reservation status, all the way to specific details such as the number of rooms or optional room details. The integrated reservation management system also allows you to manage waiting lists for standby guests.

Especially convenient:
Using artificial intelligence, objects can be automatically created and assigned room details based on construction plans or floor plans.



Cost estimation for the project can be based on the project cost allocation. The cost price is allocated on a pro-rata basis, a defined minimum margin is taken into account, and the selling price is calculated accordingly. An integrated cost adjustment factor ensures that even subsequent cost increases can be absorbed.

As soon as a property reaches a certain status, such as being on the market or already sold, the selling price is automatically locked to safeguard the calculation. This allows you to maintain control over profitability, pricing, and margins at all times down to the smallest detail.

Smart purchasing & professional invoice processing

Purchasing in the construction industry presents unique challenges: Rarely is an invoice paid in the form in which it was originally issued. That is why a system is needed that is specifically tailored to the complex processes and procedures surrounding construction invoices, from contract signing, through interim invoices, to the final invoice.

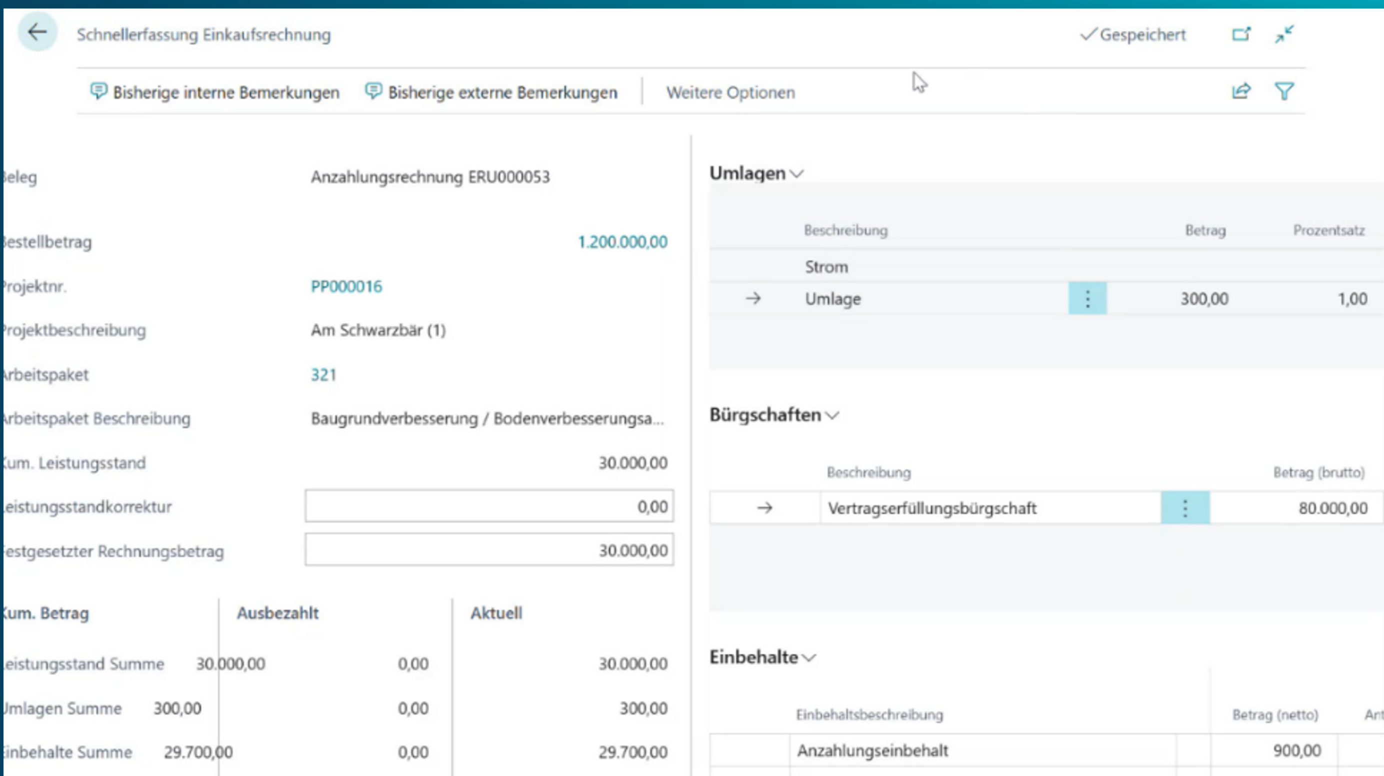
The order is created in project365 Real Estate early on, for example, after contract negotiations. From that point on, all project costs are consolidated centrally and assigned to the respective cost blocks of the project structure as so-called commitments.

Reflect withholdings, guarantees, and assessments directly in the order
All relevant types of reductions can be entered in the order from the very beginning:

- This includes retention of title for contract performance (VES), warranty (GLS), or other types of retention of title.
- Guarantees Instead of Withholdings: Creditors can replace withholdings with guarantees. The system manages the type, purpose, and status of the guarantees and enables immediate payments once a guarantee has been secured.
- Charges for electricity, water, or insurance are automatically deducted as fixed amounts from each bill by the system, without any subsequent adjustments.

System-based tracking of defects, corrections, and withholding tax on construction projects

- Retentions for defects are automatically deducted when construction defects are identified and held until the defects are corrected.
- Payment adjustments due to late payments, technical discrepancies, or quantity variances can be documented automatically or manually.
- Construction Withholding Tax: The system automatically checks whether a valid exemption certificate is available. If one is missing, 15% of the payment amount is automatically remitted to the tax office, including a deadline check.



Manage cumulative down payment invoices transparently

project365 Real Estate supports the generation of cumulative down payment invoices: Each new invoice automatically takes into account payments already made and displays the remaining balance. This allows you to keep track of the payment status at all times, without having to manually recalculate.

Multi-step approval processes with full transparency

All invoices go through a customizable, multi-step approval process. Each level, from purchasing to construction management to project management, can make adjustments. Role-based and amount-based limits, as well as escalation levels, ensure security and traceability.

Easily Manage Addenda and Final Invoices

Add-ons can be assigned to an existing order at any time, even if invoices for down payments have already been received. When generating the final invoice, the system automatically treats all previously applied deductions as future due dates.

Payment & Statement of Account

Once approved, the system generates the payment, sends a detailed settlement statement to the vendor, and records any remaining withholdings as separate payables with a later due date. This reduces the need for follow-up inquiries and promotes smooth collaboration.

Vertragsnr.	EB000024	Rechnungsdatum	23.04.25
Vertragsvolumen	1.200.000,00	Fälligkeitsdatum	03.05.25
Rechnungsbetrag	35.700,00		
Projekt	Am Schwarzbär (1)		

Abrechnungsbeträge	%	Betrag
Kum. Leistungsstand		30.000,00
Leistungsstandkorrektur		-5.000,00
Tatsächlicher Leistungsstand		25.000,00
Umlagen		
Umlage	1,00	-250,00
Umlagen Summe		-250,00
Freigegebener Rechnungsbetrag		24.750,00
Einbehalte		
Anzahlungseinbehalt (exkl. MwSt.) (inkl. MwSt.: -892,5)	3,00	-750,00
VES (exkl. MwSt.) (inkl. MwSt.: -27.965)	10,00	-23.500,00
Einbehalte Summe (exkl. MwSt.)		-24.250,00
Bisherige Zahlungen		0,00
Zu zahlen (exkl. MwSt.)		0,00
MwSt.		0,00
Auszahlungsbetrag (inkl. MwSt.)		0,00

Hinweise zu Kürzungen/Auszahlungsbetrag

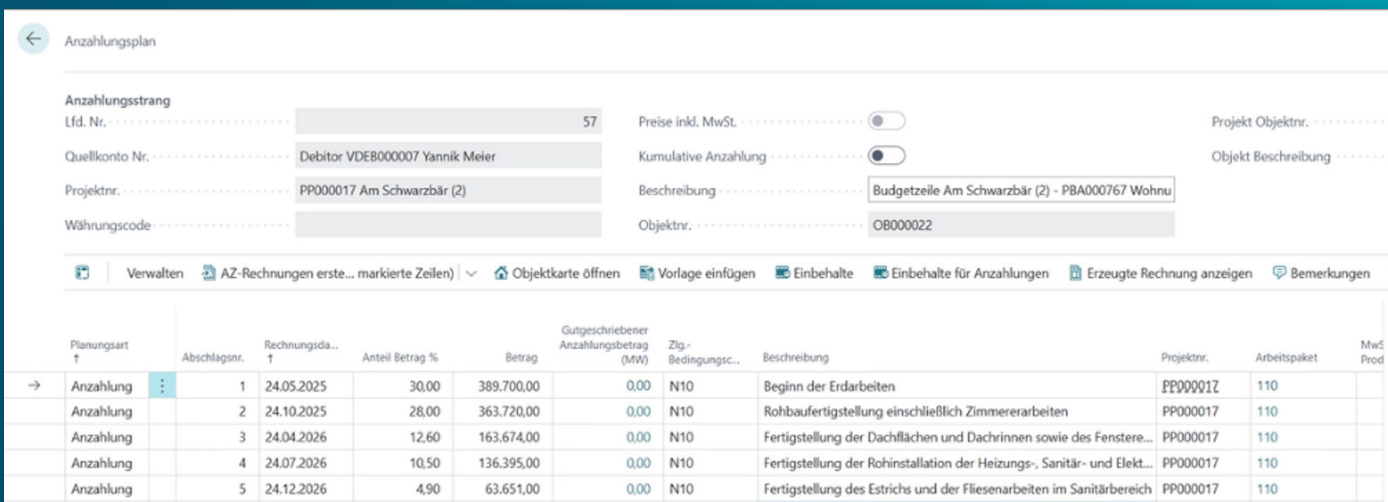
With our solution, you can transform the classic “invoice ≠ payment” scenario into a fully digitally controlled, transparent process. You’ll reduce risks, gain planning certainty, and give your project managers the most important tool: numbers they can trust.

Digital Sales & Billing: compliant, efficient

In the construction industry, there are clear legal requirements governing billing during the construction phase. The Real Estate Broker and Developer Ordinance (MaBV) governs how and when invoices may be issued to buyers, for example, in a maximum of seven partial invoices based on 14 defined stages of construction progress. A prerequisite for each invoice is the full completion of the respective milestone as well as the provision of the necessary guarantees to the buyer.

With our industry-specific solution, you can manage the entire sales process efficiently and in compliance with regulations:

- Maintaining down payment schedules directly for properties -manually or using a template
- Warranty and Defect Management at the Property Level
- Automated verification of all requirements (notice of transfer, notice of due date, Section 650 of the German Civil Code (BGB) guarantee, MaBV guarantee) for down payment and final invoices
- Invoicing and shipping directly from the system - manually or fully automatically


Anzahlungsplan

Anzahlungsstrang

Lfd. Nr.: 57
Quellkonto Nr.: Debitor VDEB000007 Yannik Meier
Projektnr.: PP000017 Am Schwarzbär (2)
Währungscode:
Preise inkl. MwSt.
Kumulative Anzahlung
Beschreibung: Budgetzeile Am Schwarzbär (2) - PBA000767 Wohnu
Objektnr.: OB000022
Projekt Objektnr.
Objekt Beschreibung

Verwalten | AZ-Rechnungen erste... markierte Zeilen) | Objektkarte öffnen | Vorlage einfügen | Einbehalte | Einbehalte für Anzahlungen | Erzeugte Rechnung anzeigen | Bemerkungen

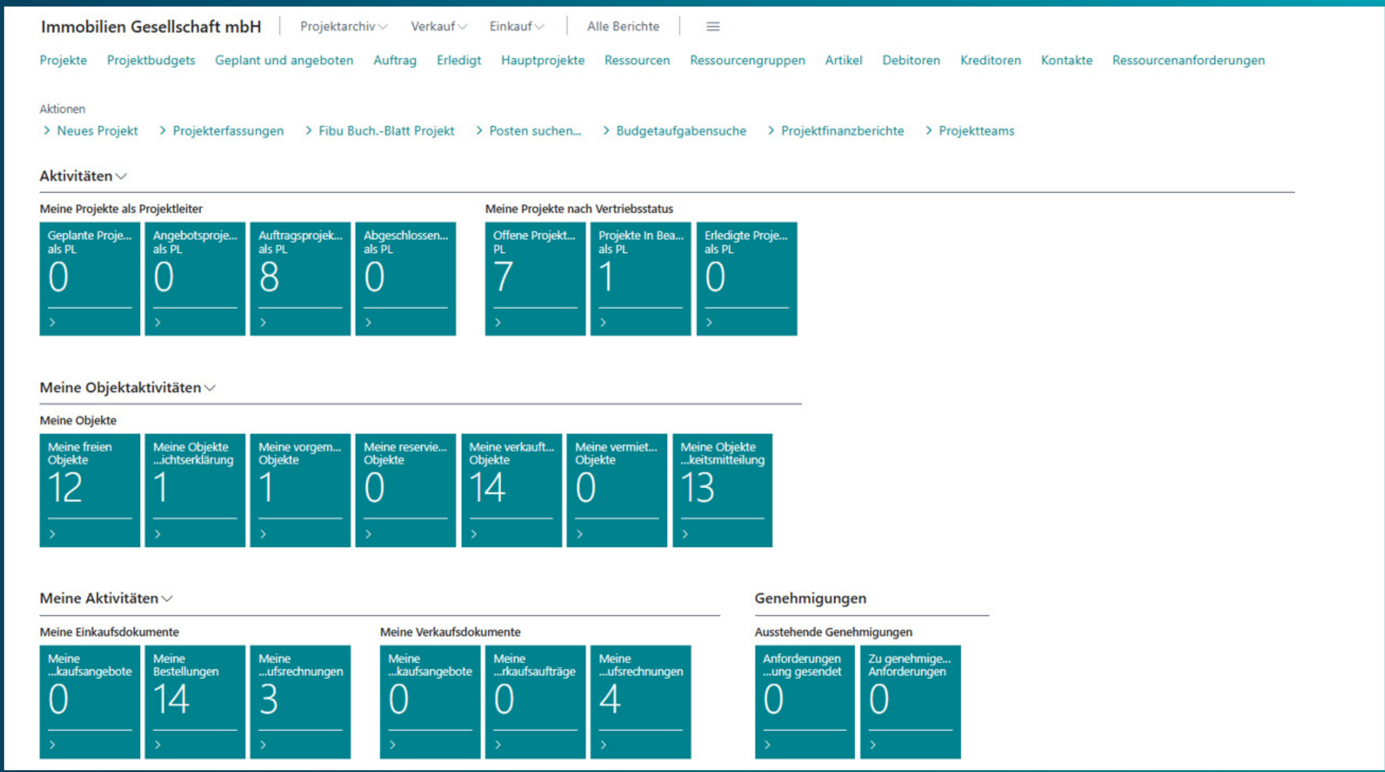
Planungsart	Abschlagsnr.	Rechnungsda...	Anteil Betrag %	Betrag	Gutgeschriebener Anzahlungsbetrag (MW)	Zlg.-Bedingungsc...	Beschreibung	Projektnr.	Arbeitspaket	MwS Prod
Anzahlung	1	24.05.2025	30,00	389.700,00	0,00	N10	Beginn der Erdarbeiten	PP000017	110	
Anzahlung	2	24.10.2025	28,00	363.720,00	0,00	N10	Rohbaufertigstellung einschließlich Zimmererarbeiten	PP000017	110	
Anzahlung	3	24.04.2026	12,60	163.674,00	0,00	N10	Fertigstellung der Dachflächen und Dachrinnen sowie des Fenstere...	PP000017	110	
Anzahlung	4	24.07.2026	10,50	136.395,00	0,00	N10	Fertigstellung der Rohinstallation der Heizungs-, Sanitär- und Elekt...	PP000017	110	
Anzahlung	5	24.12.2026	4,90	63.651,00	0,00	N10	Fertigstellung des Estrichs und der Fliesenarbeiten im Sanitärbereich	PP000017	110	

Role-specific user guidance

Each role is assigned an intuitive user interface that is specifically tailored to the tasks and responsibilities of that role. This ensures that every user receives exactly the information and functions they need for their daily work, clearly organized, efficient, and to the point.

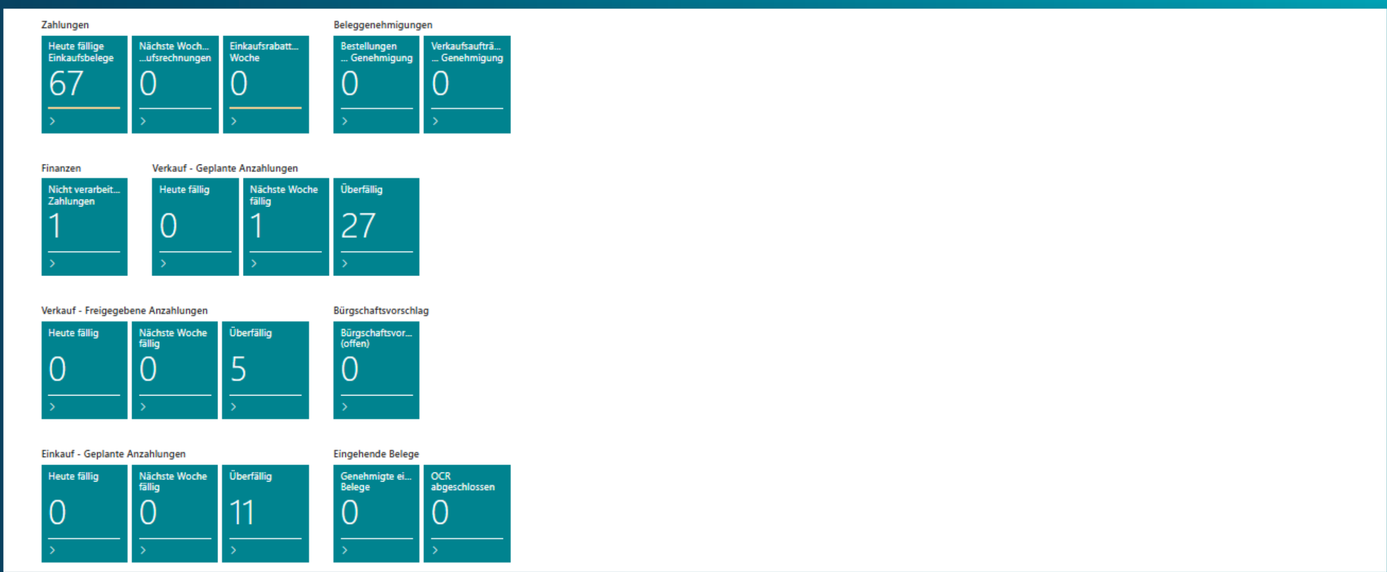
Project Manager

Role Center: Overview of Properties, Construction Progress, and Approvals



Accountant Role Center

Focus on Invoicing, Guarantees, and Credit Memo for Defects



Efficiency Through Automation

In addition to saving time, automation also reduces errors and significantly lightens the administrative workload.

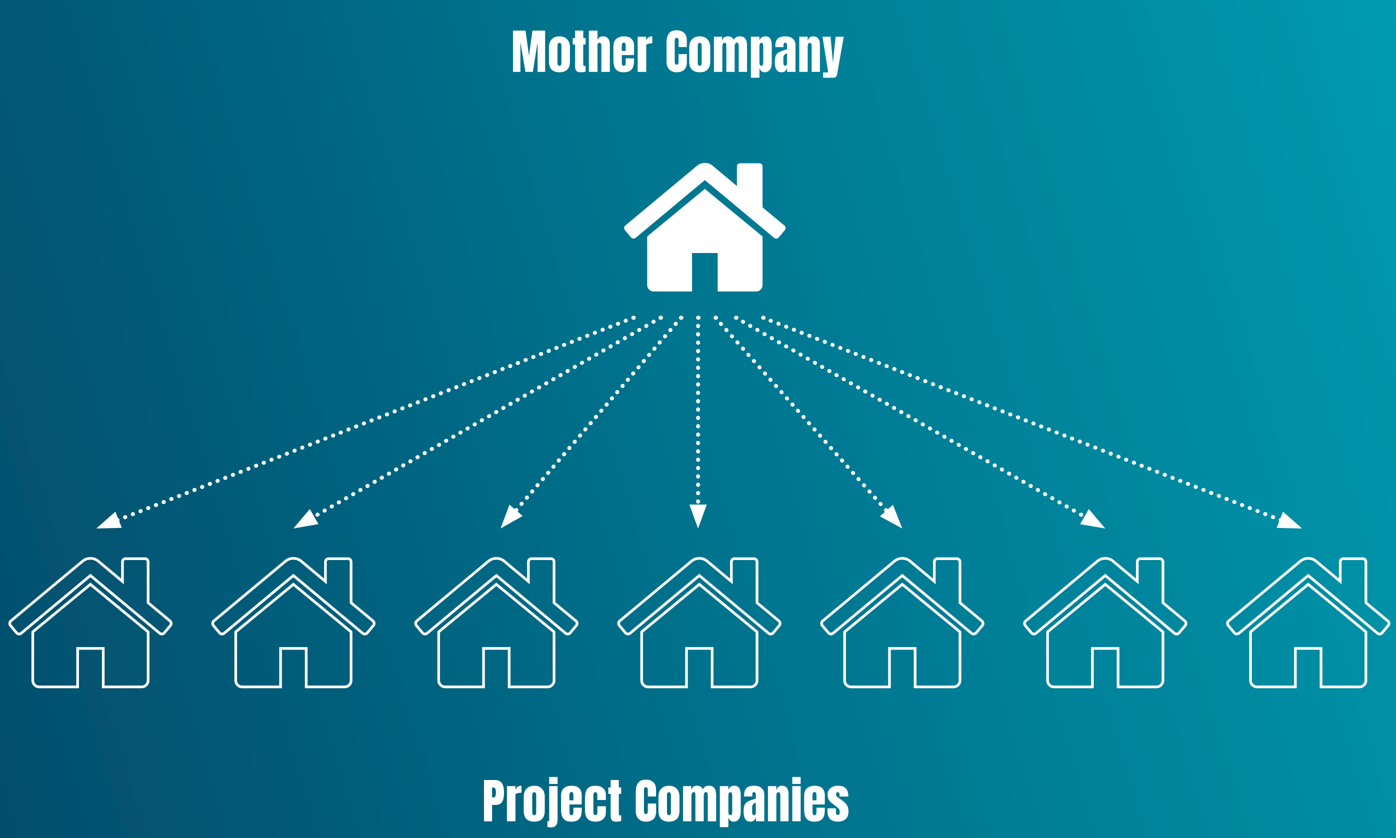
- Automated processes create, post, and send invoices based on construction progress.
- Project Evaluation automatically recognizes the final invoice and creates a receivable that is not yet due at an early stage; this receivable is automatically closed when the final invoice is generated.

Client Management & Project Controlling for Real Estate Developers

Real estate developers often work with project companies—separate entities that serve to segregate risk or facilitate a share deal. Our ERP industry solution provides an efficient structure and maximum transparency for this purpose:

Flexible Client Management

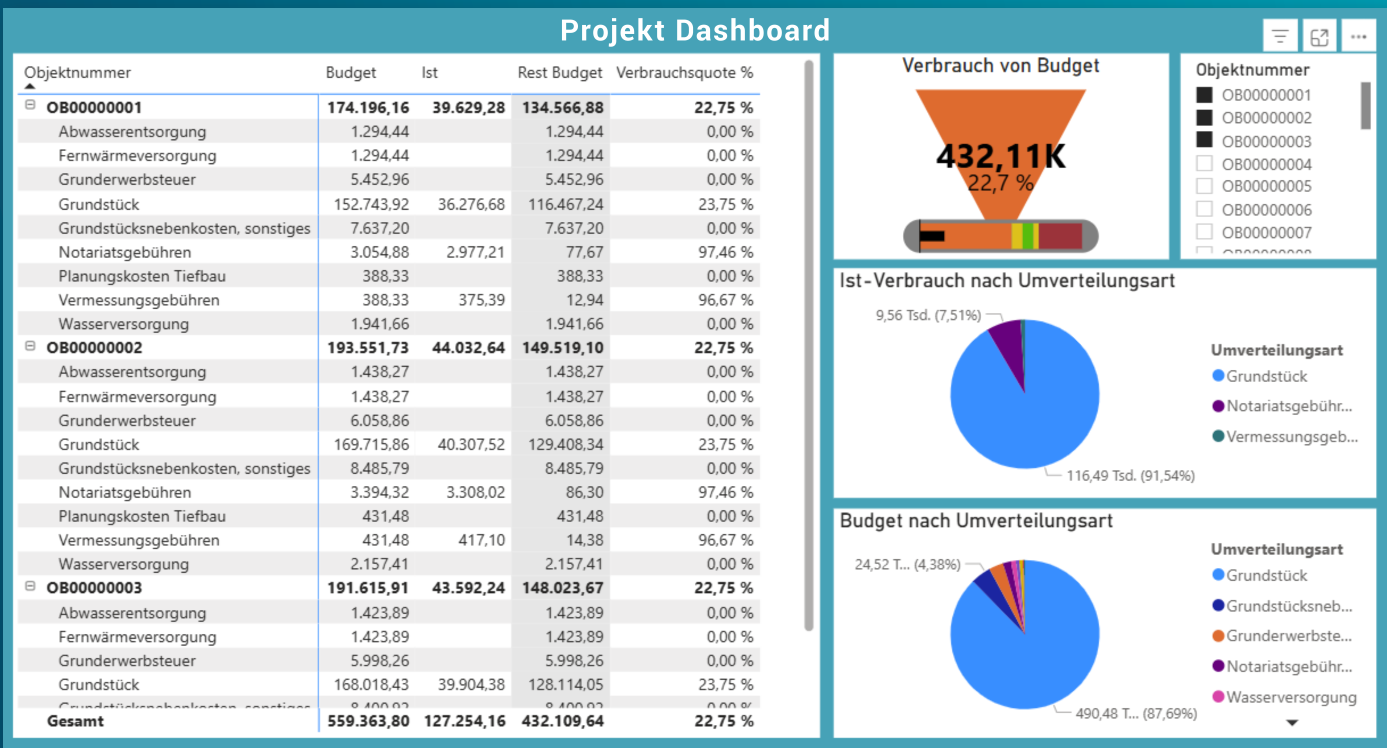
- Quick Creation of New Clients Based on Templates
- Expanded Enterprise Hub for Cross-Tenant Management insights in
- Outstanding Invoices in Sales and Purchasing
- Go directly to editing in the respective client
- Saves time, reduces errors, provides a clear overview



Clear Project Management - from the lot to the construction phase

To ensure precise and cost-effective management of your projects, our solution offers:

- Target/Actual Analyses at Various Levels:
  Property / Main Project – Lot – Individual Construction Phases
- Early Detection of Budget Overruns and Variances
- Clear Decision-Making Criteria for Project Managers & Executive Management



Objektnummer	Budget	Ist	Rest Budget	Verbrauchsquote %
OB00000001	**174.196,16**	**39.629,28**	**134.566,88**	**22,75 %**
Abwasserentsorgung	1.294,44		1.294,44	0,00 %
Fernwärmeversorgung	1.294,44		1.294,44	0,00 %
Grunderwerbsteuer	5.452,96		5.452,96	0,00 %
Grundstück	152.743,92	36.276,68	116.467,24	23,75 %
Grundstücksnebenkosten, sonstiges	7.637,20		7.637,20	0,00 %
Notariatsgebühren	3.054,88	2.977,21	77,67	97,46 %
Planungskosten Tiefbau	388,33		388,33	0,00 %
Vermessungsgebühren	388,33	375,39	12,94	96,67 %
Wasserversorgung	1.941,66		1.941,66	0,00 %
OB00000002	**193.551,73**	**44.032,64**	**149.519,10**	**22,75 %**
Abwasserentsorgung	1.438,27		1.438,27	0,00 %
Fernwärmeversorgung	1.438,27		1.438,27	0,00 %
Grunderwerbsteuer	6.058,86		6.058,86	0,00 %
Grundstück	169.715,86	40.307,52	129.408,34	23,75 %
Grundstücksnebenkosten, sonstiges	8.485,79		8.485,79	0,00 %
Notariatsgebühren	3.394,32	3.308,02	86,30	97,46 %
Planungskosten Tiefbau	431,48		431,48	0,00 %
Vermessungsgebühren	431,48	417,10	14,38	96,67 %
Wasserversorgung	2.157,41		2.157,41	0,00 %
OB00000003	**191.615,91**	**43.592,24**	**148.023,67**	**22,75 %**
Abwasserentsorgung	1.423,89		1.423,89	0,00 %
Fernwärmeversorgung	1.423,89		1.423,89	0,00 %
Grunderwerbsteuer	5.998,26		5.998,26	0,00 %
Grundstück	168.018,43	39.904,38	128.114,05	23,75 %
Gesamt	**559.363,80**	**127.254,16**	**432.109,64**	**22,75 %**

Cross-Project Financial Reports

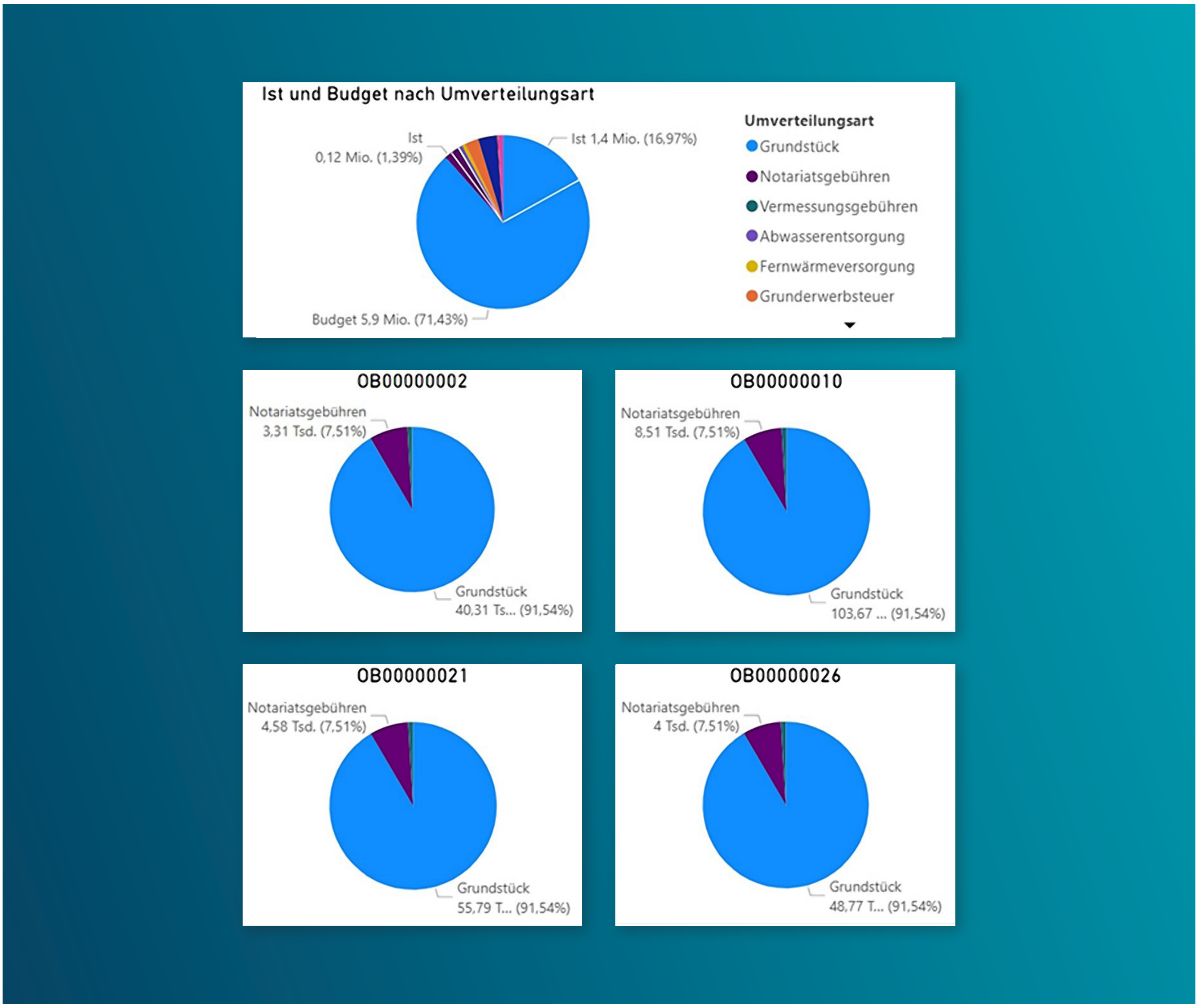
Ideal for managing multiple projects across different areas: für das übergreifende Management mehrerer Projekte:

- Consolidated reports across all projects
- Budget vs. Actual Comparisons
- Periodic and Forecast Analyses
- Cross-Company Reports for Investors and Controlling Departments

Project line item overview

Power BI Integration: Make fast, informed, and data-driven decisions anytime, anywhere, with modern data visualization and reporting for professional analysis:

- Interactive Dashboards & Visualizations
- Pre-built or custom reports
- Subscribe to reports – receive them regularly by
- Easily share email results with colleagues



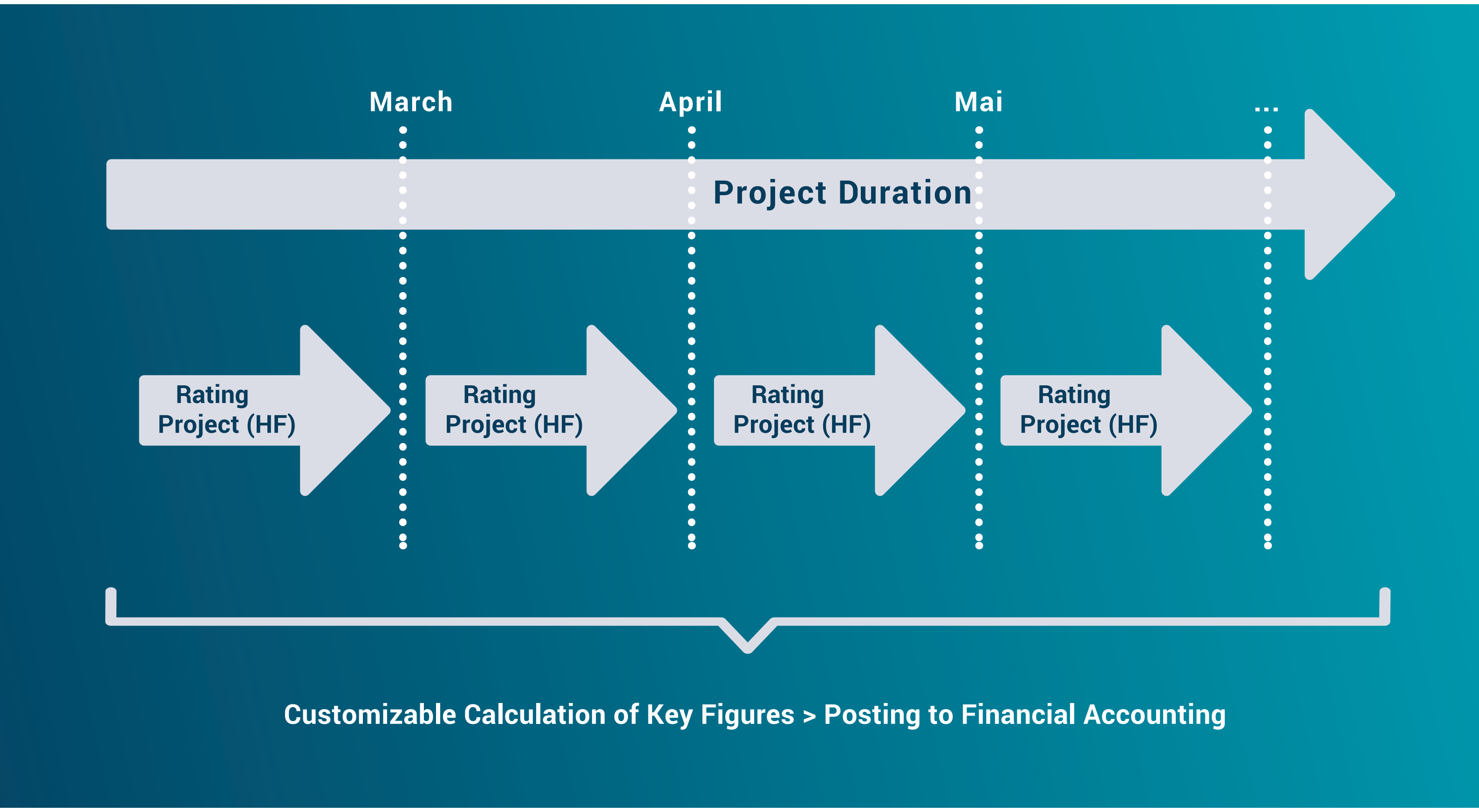
Transparency, security and financial clarity

Keep an eye on project value at every stage, for well-informed decisions and reliable financial results. With integrated project valuation, you can keep the profitability of your projects under control at all times. High costs often arise in the early stages, before any revenue has been realized. Valuation makes these costs visible and allows them to be accounted for.

Why Project Evaluation Is Important:

- Identifying costs early on
- Accurately recording work in progress
- Capitalization on the balance sheet rather than simply recognizing it as an expense on the income statement

You gain planning certainty and establish a reliable basis for decision-making for stakeholders, banks, and management.



Status-Based Evaluation

Valuation is determined flexibly based on the property's status:
Completed | Not yet sold | Sold | Sold & handed over

Compliant with HGB and IFRS – Legally Sound Financial Reporting

The project evaluation meets all the requirements of modern accounting:

HGB
- Profits are recognized only upon realization (e.g., after acceptance)
- Losses upon disclosure

IFRS
- No down payments
- Revenue is recognized immediatelyt

Deeply integrated with your financial accounting system

- Synchronisation of the general ledger and subsidiary ledger
- Monthly financial statements issued directly on the 1st fo the following month
- Ideal for saving time, ensuring consistency, and maintaining compliance

Risk management with a Long-Term Perspective

Risk mitigation through structured assessment - a strategic advantage. Project assessment helps identify financial risks early on:

- Smoothing Out Fluctuations in Results
- Avoiding excessive debt and insolvency
- Particularly relevant when the equity ratio is low

The strong foundation:

Microsoft Dynamics 365 Business Central

project365 Real Estate is based on the powerful Microsoft Dynamics 365 Business Central platform, a globally recognized ERP solution specifically designed to meet the needs of midsize businesses. With millions of installations worldwide, it provides a reliable and future-proof foundation for the digitization and automation of your business processes.

Intuitive. Efficient. Microsoft.

Dynamics 365 Business Central adheres to familiar Microsoft standards in both design and functionality. The user interface is intuitive to use, which increases user acceptance and reduces training costs. The role-based user interface ensures that every employee has access to exactly the information and features they need for their daily work.

Everything Flows Smoothly - Thanks to Integrated Processes

Business Central connects all key business areas and ensures seamless processes, from financial accounting to purchasing and sales to inventory management. This creates a unified database that fosters transparency and enables well-informed decisions.

What Business Central Already Offers Out of the Box

The industry solution is built on a comprehensive set of features that Business Central already offers out of the box:

Master Data Management	Debitors I Creditors I Articlesl / Resources
Sale	Offers I Orders I Invoices / Credits
Purchase	Demand Planning I Orders I Incoming Invoices
Inventory Management	Storage Areas I Stock Management I Serial and Batch Management
Financial Accounting	Open Items I Payments I Dunning Process I Cashflow Management
Cost Accounting	Cost Centers I Cost Bearers I Assessments
Asset Accounting	Management and depreciation of fixed assets
Annual Financial Statements	Support with data collection and analysis

Always up to date - with the cloud

Thanks to the SaaS (Software as a Service) model, project365 Real Estate is always up to date as a cloud solution. Updates and new features are delivered automatically - without the need for time-consuming migration projects.

The integrated solution with investment security

Seamless integration with the Microsoft ecosystem ensures maximum compatibility and flexibility. When combined with Microsoft 365 (Teams, SharePoint, Outlook), Power BI, and Power Automate, it creates a seamlessly integrated platform that connects your business processes end-to-end:

- Central Teamwork:
  Project communication in Microsoft Teams, document management via SharePoint, and ERP data directly in Office applications.
- Flexibility & Automation:
  Create your own apps with Power Apps, set up automated workflows with Power Automate, and integrate external systems - all without coding.
- Well-Informed Decisions:
  Interactive Power BI Dashboards for Status, Utilization, and Forecasts
- AI Support Included as Standard with Microsoft Copilot

Microsoft Platform-Technologie

Smart assistance with Microsoft Copilot

Microsoft Copilot makes the platform even more powerful:
The AI-powered assistant helps your employees right within the applications they're already familiar with. Copilot analyzes data, creates summaries, generates content, and suggests next steps.

- Increase Productivity:
  Less time spent on routine tasks, more focus on strategic issues.
- Better Decisions:
  AI-powered analyses and recommendations based on your company's data.
- Seamless integration:
  Copilot works directly within your existing Microsoft environment, without the need for additional tools or training.

Reference Projects

bpd
bouwfonds immobilienentwicklung

By implementing the KUMAVISION ERP industry-specific software project365 Real Estate, based on Microsoft Dynamics 365 Business Central, BPD Immobilienentwicklung GmbH has fully digitized its processes, from planning and implementation through to sales and controlling.

Challenges:

- Replacement of Outdated Custom Software
- Ensuring flexibility, scalability and efficiency
- Integration of Decentralized Locations and Historical Data

Solutions & Benefits:

- Standardized processes with industry-specific workflows
- Automated Invoice Processing and Milestone Tracking
- Integration with Microsoft Teams and Outlook
- Central Platform for Transparency and Corporate Management

„The KUMAVISION solution enables us to respond quickly and flexibly to new market demands. At the same time, we already see great potential for scaling our business."

Raymond van Almen,
Managing Director BPD Deutschland

IZ | IMMOBILIEN ZENTRUM

The IZ Group manages complex real estate projects through approximately 60 operating companies. With the implementation of KUMAVISION industry-specific software, a centralized platform was created that enables transparency and efficiency in project management.

Challenges:

- High complexity due to numerous project companies
- The need for up-to-date figures and standardized processes
- Tax Considerations for Mixed-Use Properties

Solutions & Benefits:

- Real-Time Project Management and Digital Document Processing
- Direct Access for tax adivsors to current entries
- Development of Customized Costing Schemes

„A clear, up-to-date overview of the projects greatly facilitates communication with the financing banks..“

Reinhard Griebl,
Executive Board Member
Immobilien Zentrum Unternehmensgruppe

About KUMAVISION

Our motivation is reflected in our name: KUMAVISION. Driving forward visionary ideas and turning them into reality, this is the philosophy we live by every day. Since 1996, we have been developing and implementing innovative business solutions for medium-sized companies based on Microsoft Dynamics 365.

Our core expertise: Customized cloud-based ERP industry solutions for project service providers, the manufacturing industry, and wholesale, complemented by CRM software for sales, marketing, customer service, and field service; solutions for business intelligence and document management; and a comprehensive range of services.

Together with our Italian partner, EOS Solutions, we form the KUMAVISION Group and are one of the world's largest integration partners for Microsoft Dynamics.

- **Continuity: 30 Years of ERP and CRM**
- **Experience Best Practices: Insights from 3,000+**
- **Projects Expertise: 1,000+ employees**
- **Proximity: 29 locations in D-A-CH und IT**
- **Innovation Leader in Business Software**
- **Future-Proof: Leading Microsoft Partner**

Microsoft Solutions Partner
Business Applications

Microsoft Solutions Partner
Modern Work

BVBS Bundesverband Software und Digitalisierung im Bauweser

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KUMA VISION
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CRM
DMS
CLOUD