

Case Study: Cadogan Estates



Why Cadogan Estates has chosen LandMark to manage its prestigious London portfolio

Few residential property portfolios are as synonymous with quality, history and the establishment as the Cadogan Estate. For almost 250 years the business has owned some of the most prestigious addresses in the capital. The present portfolio includes 3,000 luxury flats, 600 houses, 200 shops and almost 300,000 sq ft of commercial office space.

In recent years greater importance has been given to investment in the commercial sector. An ongoing rationalisation of the residential portfolio has provided capital for the increased level of commercial investment.

With the strategy of commercial investment set to change in the future, it is very important that Cadogan Estates is able to ensure the efficient management of such a diverse collection of interests. LandMark is the perfect tool for managing and controlling Cadogan's varied portfolio into the future.

THE FULL COMPLEMENT OF MODERN BUSINESS TOOLS

Despite its huge historic lineage Cadogan Estates is a modern company utilising the full modern business tools and as you might expect was extremely discerning in the choice of its property management and accountancy products. Cadogan Estates wanted a flexible and effective management solution to meet the company's needs. Cadogan felt that LandMark "ticked all the boxes" and provided the control that it needed over all the properties in the Estate.

HIGHLY INFORMED FUNCTIONALITY

With the organisation and structure of the LandMark database being derived from 15 years of experience in dealing with large and complex portfolios it is easy to see the attraction to Cadogan Estates. As Cadogan's Financial Director Richard Grant says, *"With such a long history it's hard to imagine just how varied and complex management of such a diverse portfolio as ours has become. We were looking for a user friendly, well supported, interactive system that could cope with a varied range of holdings, old and new, on an individual basis regardless of their age of contractual status."*





UNIQUE ADVANTAGES FOR ANALYSING FINANCIAL REPORTS

As LandMark is a true Windows based system, customised interrogation and reporting is easily handled by most popular reporting tools including Crystal Reports and Microsoft Access. Cadogan Estates has been able to compile reports quickly and easily alongside different views of its data that provide key management information upon request.

For Cadogan Estates the marriage of LandMark with the Dream accounting software offers its own unique advantages. Richard Grant again, *"The powerful combination of LandMark and Dream now gives us the ability to look in fine detail at the portfolio, analysing and projecting financial performance right down to a single unit."*

The personnel at Cadogan quickly adopted and integrated LandMark into its existing systems. Now firmly entrenched in the operational culture of the company, LandMark continues to play an important part in the fortunes of Cadogan Estates as it embarks on another 250 years of successful business.



ABOUT HEXAGON

The Hexagon Software Group was formed in 1973 and focuses on the supply of specialist property management software designed for Owner/Investors and Managing Agents. As an accredited Coda Partner, Hexagon is responsible for the supply, implementation and support of CODA-Dream in the property sector. The combined expertise enables Hexagon to deliver and support one of the best and most versatile Property Management solutions on the market today.

ABOUT LANDMARK

In the highly competitive property market, the key to success lies in the intimate understanding of a property portfolio. LandMark has the ability to assess and analyse subtle changes in the market and access to up-to-the-minute management information. Hexagon's LandMark provides the tools needed to actively manage a portfolio, presenting an efficient, effective and reliable management resource.

ABOUT DREAM

Dream is a "best of class" unified Ledger accounting system. It was created by CODA as a dedicated financial software solution that integrates easily with other business systems. It was designed to cover a wider range of accounting functions that would be found in the accounts module of a multipurpose ERP (Enterprise Resource Planning) System. Dream provides flexible and scaleable user-defined accounting that can suit all requirements and can also react rapidly to match and keep pace with a business as it develops.