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User Manual

Real Estate

Preface

With this manual, you will gain a basic understanding of the way the system is structured and how you can use it more efficiently. Following this manual will allow you to quickly start populating your system with **Real Estate** dossiers.

You need to be an Editor or an Administrator to make use of these instructions so please contact your Legisway Essentials Administrator if you do not have a username and password. If you require further assistance with logging in, please contact Legisway Essentials Support.

Table of contents

1   Introduction

In this manual we focus of the area of **Real Estate**. The main purpose of this manual is to help you, as a user, with:

- Creating **Real Estate** dossiers
- Managing your **Real Estate** dossiers
- Adding information to your **Real Estate** dossier.
- Collecting information from a **Real Estate** dossier into one or multiple reports.
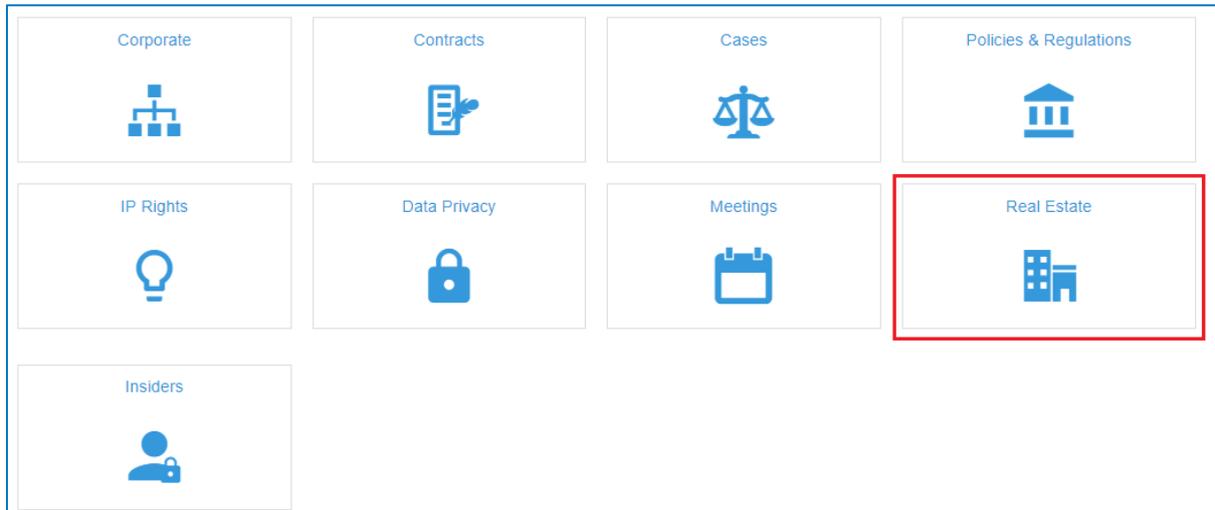- Making use of alerts when applicable.

Figure 1: Dashboard **Legal Management**

From the main Legal Management dashboard, select **Real Estate** (figure 1).

2   Legisway Essentials Best Practice

Before you can start populating your system, it is important to know that each **Real Estate** dossier within Legisway Essentials is always based on a 3 layer data model. In order to get an idea of this model, a simplified Entity Relation Diagram (ERD) is presented below. It is important to become familiar with this logic since it will help you to populate your system correctly.

This image below is an example of a relationship model of the information types within the Legisway Essentials database (figure 2). Any 'Dossier' information type will be directly linked to a Group Company. This links the dossier to the corporate information, which may already be present in your system.

Any dossier will automatically be linked to 'Documents', 'Tasks', 'Risks' and 'Notes'.
These are all 'Content' information types.

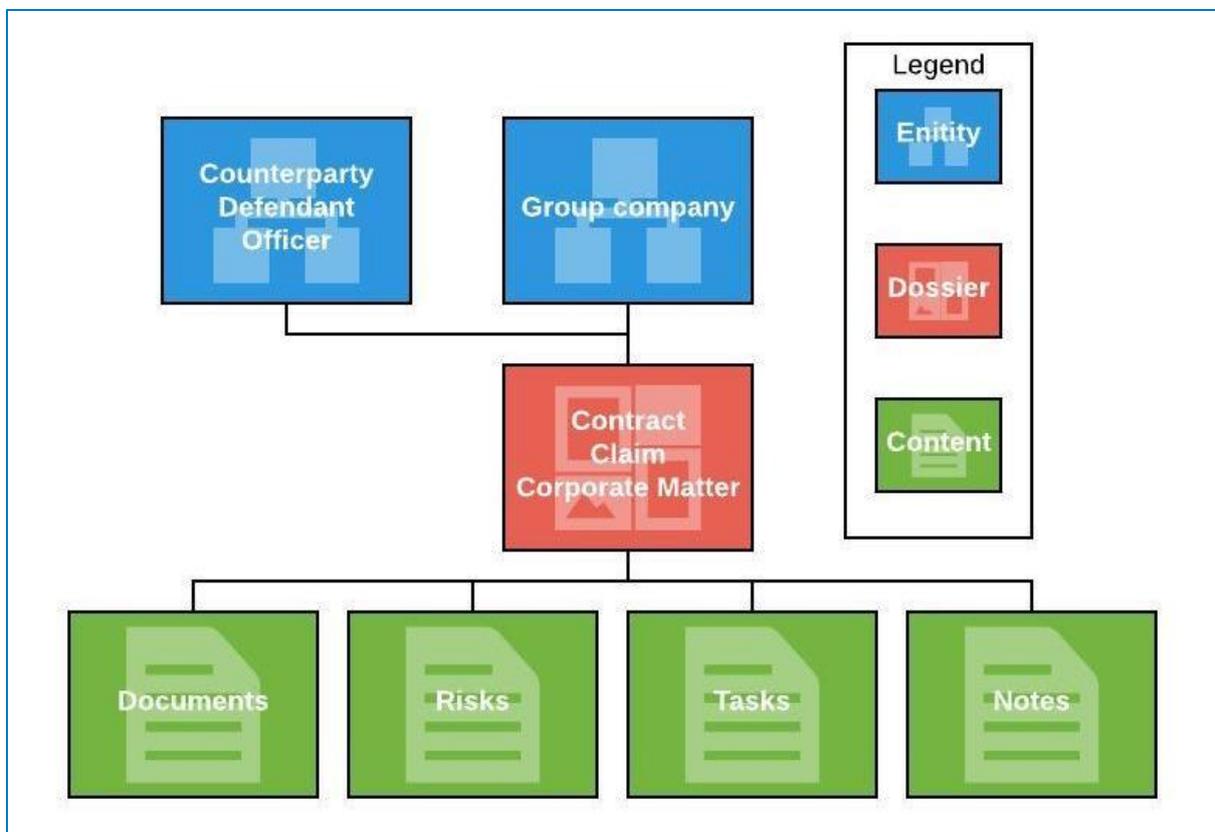A design is always based on a 3 layer data model: Entities, Dossier and Content.

Figure 2: Entity Relation Diagram

Specific Sub-types may be used to provide a single line in reporting, but are also used to manage user access and/or add specific entry fields. E.g. a Real Estate dossier may have subtypes: Rental Agreements, Mortgages, Tax Appraisals.

3 Dashboards

This chapter explains the structure of the theme dashboards. In the Real Estate theme there are three dossier types: Rental Agreements, Mortgages and Tax Appraisals. Your organization can have different roles within these dossier types, for example: a landlord, a tenant or a Lender. This could vary according your requirements.

3.1 Real Estate Overview dashboard

Selecting the Real Estate theme from the main Legal Management dashboard will take you to a dashboard which provides you with several useful reports and quick links to keep track of your and your colleagues' activities (figure 3).
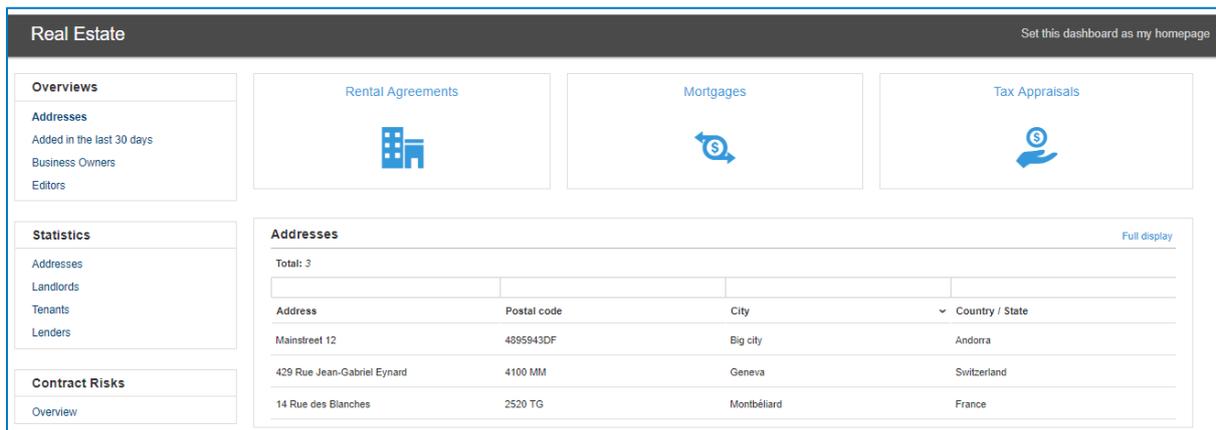

Figure 3: Dashboard **Real Estate** overview

Overviews
Addresses: A view of all addresses that have one or more related dossiers

Added in the last 30 days: A view of all dossiers that have been added in the last 30 days.

Business Owners / Editors: An overview of Active and Total Real Estate per Business Owner / Editor.

Statistics
Each dashboard lets you track the active and total number of dossiers for all parties involved: Addresses, Landlords, Tenants and Lenders.

Risks
Get a quick overview of all active Risks registered within the theme, as well as the mitigating measures in place and risk levels. Risks are sorted in descending order of Assessment Date, so newly identified potential risks are immediately apparent.

3.2   Sub-dashboards: Real Estate Types

As shown in the Real Estate overview dashboard, there are three sub-dashboards: Rental Agreements, Mortgages and Tax Appraisals. Each Real Estate sub-dashboard will be explained below.

3.2.1   Sub-dashboard: Rental Agreements

Figure 4: Sub-dashboard **Rental Agreement**

Part 1:
- The module dashboard contains a blue 'New' button, which allows you to create a new Rental Agreement

Part 2:
- On the left side of the dashboard, you see some standard Status reports. These let you automatically filter Dossiers by status. Clicking one of the buttons will show you the report directly on the right. The colored square next to each Status report is reminiscent of the colors shown in Dossiers.

Part 3:
- Below, you see some standard Overview reports. From here, you can view dossiers with an expiration or review date coming up, recently added content, open tasks, and risks.

Part 4:
- If you decide to compose your own report, you can use the custom report buttons as shown here. You may also use the Personal Reporting feature, which is always located in the upper-right hand corner (in the red square).

3.2.2 Sub-dashboard: Mortgages

Figure 5: Sub-dashboard **Mortgages**

Part 1:

- The module dashboard contains a blue 'New' button, which allows you to start quickly populating the system with information.

Part 2:

- On the left side of the dashboard, you see some standard Status reports. These let you automatically filter Dossiers by status. Clicking one of the buttons will show you the report directly on the right. The colored square next to each Status report is reminiscent of the colors shown in Dossiers.

Part 3:

- Below, you see some standard Overview reports. From here, you can view dossiers with an expiration or review date coming up, recently added content, open tasks, and risks.

Part 4:

- If you decide to compose your own report, you can use the custom report buttons as shown here. You may also use the Personal Reporting feature, which is located in the upper-right hand corner (in the red square).

3.2.3 Sub-dashboard: Tax Appraisals

Figure 6: Sub-dashboard Tax Appraisals

Part 1:
- The module dashboard contains a blue 'New' button, which allows you to start quickly populating the system with information.

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- On the left side of the dashboard, you see some standard Status reports. These let you automatically filter Dossiers by status. Clicking one of the buttons will show you the report directly on the right. The colored square next to each Status report is reminiscent of the colors shown in Dossiers.

Part 3:
- Below, you see some standard Overview reports. From here, you can view dossiers with an expiration or review date coming up, recently added content, open tasks, and risks.

Part 4:
- If you decide to compose your own report, you can use the custom report buttons as shown here. You may also use the Personal Reporting feature, which is located in the upper-right hand corner (in the red square).

4 Create and add information

In this chapter you will learn how to register different Real Estate dossier types. All types will be specifically explained in paragraphs below.

The ability to add a new Real Estate dossier to your Legisway Essentials system is dependent on your level of access. Generally, only Administrators and Editors can add data to a system. Navigate to the dashboard for the Dossier type you want to create. From there, a "New" button will be visible in blue above reports. Clicking the button will forward you to a 'Create' screen with the data entry fields. The data entry fields come in a wide variety, from drop-down lists where a user can select pre-determined values, to free text areas to enter data.

A list and explanation of each of these fields can be found below. Fields marked with a red asterisk (*) are required fields, trying to save the input without filling these fields will result in an error message that tells what information is missing.

When the form is filled in, click on the button [Save] to finalize the data and proceed to the created dossier. [Save & New] finalizes the data and creates a new, empty create form. [Save & Copy] finalizes the data and shows an identical, pre-filled create form. Click [Cancel] to cancel the creation of a new dossier.

4.1 Create a Rental agreement

Navigate to the Rental Agreement dashboard from the Real Estate Overview dashboard.
On the left side, you see the blue menu item to create a dossier. Clicking it will take you to the following Create form:

- Status: When creating a new Dossier, for instance a Rental Agreement, the user can now select if the Rental Agreement should be set as Active or as Draft from the start. These statuses can be changed at a later time. Selecting 'Draft' will make the Effective date optional.
- Editor: The person who is responsible for filling in this form.
- Business Owner: The person responsible for this agreement on the Business side. Will also receive alerts.
- Address: The address of the concerning Rental Agreement.
- Tenant: The tenant of the concerning Rental Agreement, could be a Group company, an External company or a Person.
- Landlord: The landlord of the concerning Rental Agreement, could be a Group company, an External company or a Person.
- Real Estate Title: The title of the agreement. For example; 'Rental Agreement Office building X'.
- Rental Space: The rental surface in square meters.
- Guarantee: An undertaking to answer for the payment or performance of another person's/ company's debt or obligation in the event of a default by the person/ company primarily responsible for it.
- Guarantee: The type of guarantee provided for this Real Estate agreement.
- Base Rent per month: The Base Rent per month with the relevant currency.
- Indexation specifics: Information on indexation of the rental Agreement. The indexation is the mechanism for the periodic adjustment of the rental price for on-going rental agreements.
- Invoice Period: The period between invoices of the Rental Agreement.
- Automatic renewal: Whether or not the agreement automatically renews after the (initial) term.
- Renewal options: Options given for renewal after the (initial) term, e.g.: Automatic renewal with 12 months.
- Break-option date: The final date where a Rental Agreement can be terminated.
- Notice date: This is the date created by withdrawing the Termination term (e.g. 2 months) from the Expiration date. For agreements without an expiration date this would be a date at which you want to review the agreement. This date is used by the system to send automated email notifications (Alerts). For more information see chapter 7.
- Expiration date: The date stating the end of term of the agreement.
- Remarks: A free text area allowing you to add additional information.
- Effective date: Date on which the Rental Agreement took effect.

4.2   Create a Mortgage Agreement

Navigate to the specific Mortgage Agreement dashboard from the Real Estate Overview dashboard.
On the left side, you see the blue menu item to create a mortgage agreement. Clicking it will take you to the following Create form:

Figure 8: Create a **Mortgage Agreement**

- Status: When creating a new Dossier, for instance a Mortgage Agreement, the user can now select if the Rental Agreement should be set as Active or as Draft from the start. These statuses can be changed at a later time. Selecting 'Draft' will make the Effective date optional.
- Editor: The person who is responsible for filling in this form.
- Group company: This a drop-down list of all Group companies previously entered. You can select multiple if needed. To search, simply type the name of the company you are looking for in the search area and click the search button underneath as shown below.
- Business Owner: The person responsible for this agreement on the Business side. Will get alerts.
- Address: Address: The address of the concerning Mortgage Agreement.
- Lender: A Group company, an External company or a Person that makes funds available for this mortgage agreement.
- Description: The description of the Mortgage Agreement.
- Initial amount: The initial amount of the fund that is made available by a Group Company, External company or a Person.
- Interest: The charge for the privilege of using the fund that was made available, expressed in a annual percentage.
- Notice date: This is the date created by withdrawing the Termination term (e.g. 2 months) from the Expiration date. For agreements without an expiration date this would be a date at which you want to review the agreement. This date is used by the system to send automated email notifications (Alerts). See for more information chapter 7.
- Expiration date: The date stating the end of term of the agreement.
- Remarks: A free text area allowing you to add additional information.
- Effective date: Date on which the Mortgage Agreement took effect.

4.3   Create a Tax Appraisal

Navigate to the specific Tax Appraisal dashboard from the Real Estate Overview dashboard.
On the left side, you see the blue menu item to create content. Clicking it will take you to the following Create form:

Figure 9: Create a **Tax Appraisal**

- Status: When creating a new Dossier, for instance a Tax Appraisal, the user can now select if the Tax Appraisal should be set as Active or as Draft from the start. These statuses can be changed at a later time. Selecting 'Draft' will make the Effective date optional.
- Editor: The person who is responsible for filling in this form.
- Address: The address of the concerning Tax Appraisal.
- Year: The year of the concerning Tax Appraisal.
- Name property by local authority: Given name of the property by the local authority.
- Fiscal Value: The value that is assigned to the real estate from the real estate tax
- Assessment Amount: The market value of the concerning Real Estate.
- Remarks: A free text area allowing you to add extensive additional information.
- Effective date: Date on which the Tax Appraisal took effect.

5   Standard Features

You are now able to create a dossier with general information and extra information. In every dossier there are also some standard features available. With this feature you can add extra content to the dossier. This chapter contains an explanation of each feature.

5.1   New Document

This section will give you an explanation about uploading documents to your dossier.

5.1.1   Drag and Drop or mail

Drag and Drop allows you to quickly add one or multiple files (all types of files) from your computer to a dossier, as shown in below (figure 10).
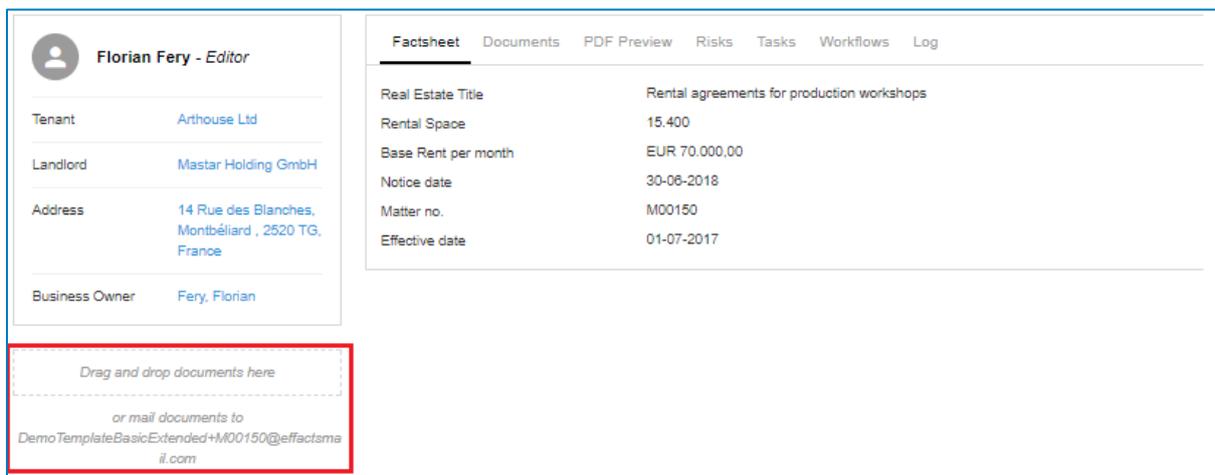
Figure 10: Add documents to a dossier

To drop a document, click and hold the document from your computer and drag it to the box "Drag and drop documents here or mail". This will start uploading the document(s). The progress of the upload is indicated at the top of the screen.

NOTE: It is not possible to drag a file from an email. It needs to be saved on your computer, before you can upload it to Legisway Essentials.

NOTE: It is possible to add multiple documents to the same dossier or folder. However, we suggest that you limit this to five at a time as not all browsers can handle an amount greater than that.

To mail a document, mail the document from your mail account to the referred mail address in the red box. This will automatically add the email and the document to the dossier.

Once added, the document(s) will appear under the 'Documents' tab (figure 11):

Figure 11: Added documents in a dossier

5.1.2   Manually add a document

To manually add a new document, go to the dossier page and click [Add Document] at the right menu of the screen.
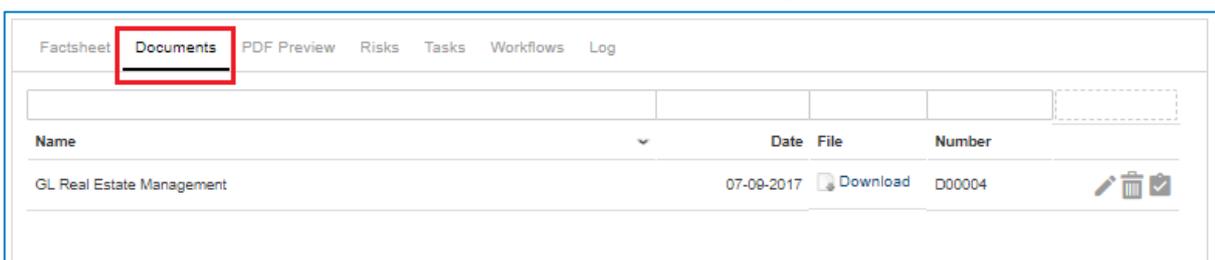

Clicking the button will forward you to a 'Create' screen which is quite similar in its functionality to other create screens in the system. An explanation of each field is given below (figure 12).
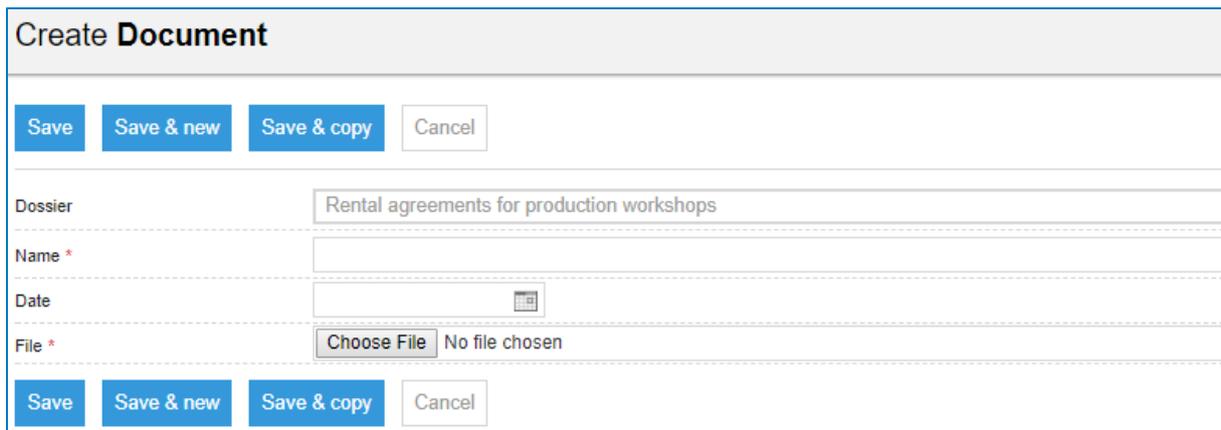
Figure 12: Create a document

- Dossier: Pre-defined text containing the dossier to where the document added.
- Name: Name of the document
- Date: Date of when the contract/ agreement in the file was signed. (Or upload date of the file attached)
- File: Browse and upload all types of files to attach it as a document to contract/ the agreement

When finished, click on the [Save] button, the newly created document is visible on the Documents tab (figure 13). Or if you want to upload more documents, click [Save & New] or [Save & Copy]. Click [Cancel] to cancel the creation of a new document.
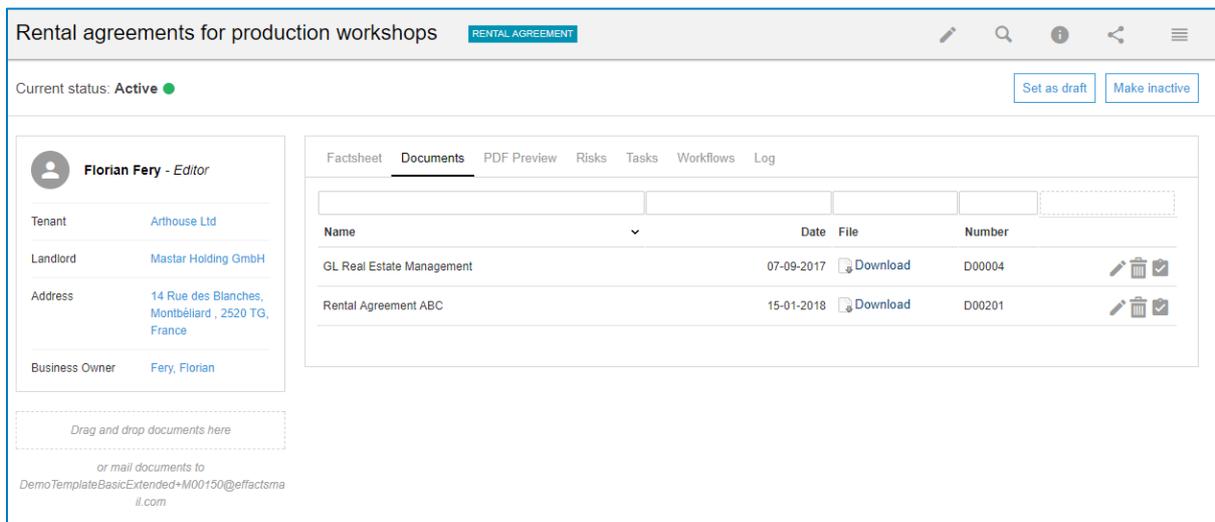
Figure 13: Documents in a dossier

5.1.3 PDF preview

If you add documents to the dossier, it is possible to have a document preview by using the tab PDF preview (figure 14). For the record, the PDF preview only shows PDF format documents.
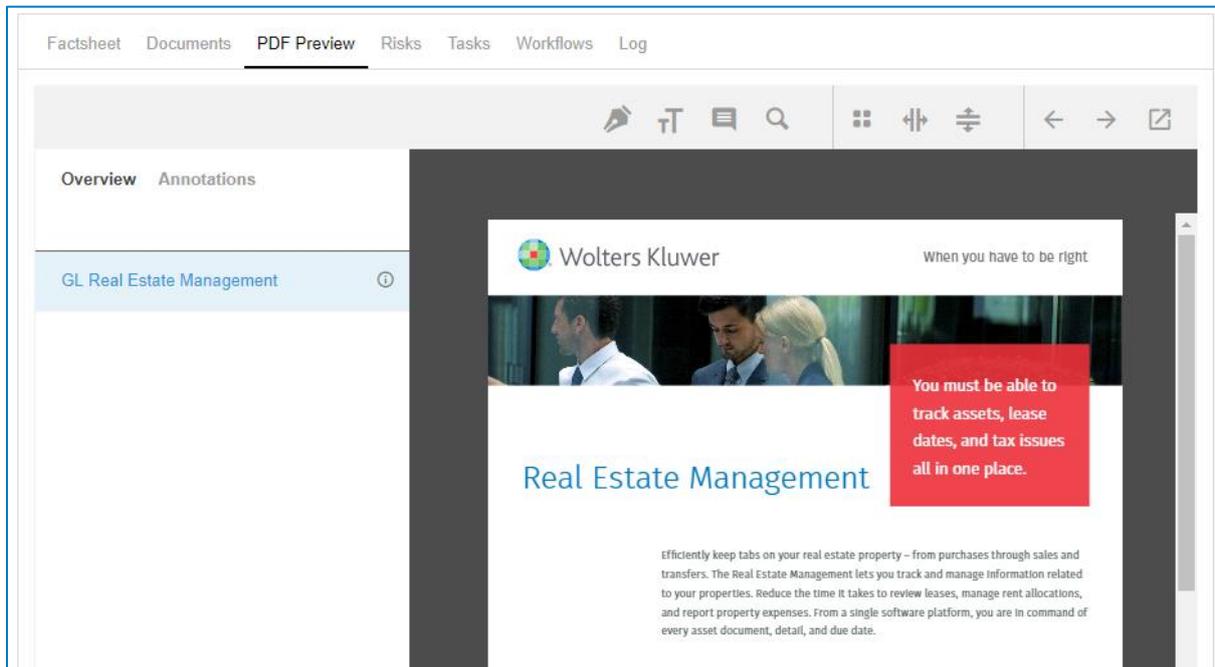
Figure 14: PDF previewer

The PDF preview function offers various navigation buttons and tools, each of them are explained below.

- Highlight button: Highlight text in the document

- Typewriter button: add text in the document

- Annotating button: add a note in the document

- Search bar: Search keywords in document

- Multi-page button: Overview of all pages from the document

- Horizontal double arrows: Document in preview page filling horizontal

- Vertical double arrows: Document in preview page filling vertical

- Navigate in document: Navigate to previous or next document

- Switch viewer mode: PDF preview to full screen

5.2 New Task

You can find a detailed manual on how to use the new Tasks and Task Workflows on our support page.

It could be that the Workflow manager is not yet available for your system. Please contact your Consultant or Account manager to Activate this.

5.3 New Note

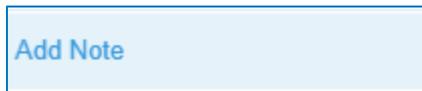To create a new note, go to any dossier page and click [Add Note] at the right menu of the screen.

Clicking the button will forward you to a 'Create' screen which is quite similar in its functionality to other 'Create' screens in the system. An explanation of each field is given below (figure 15).
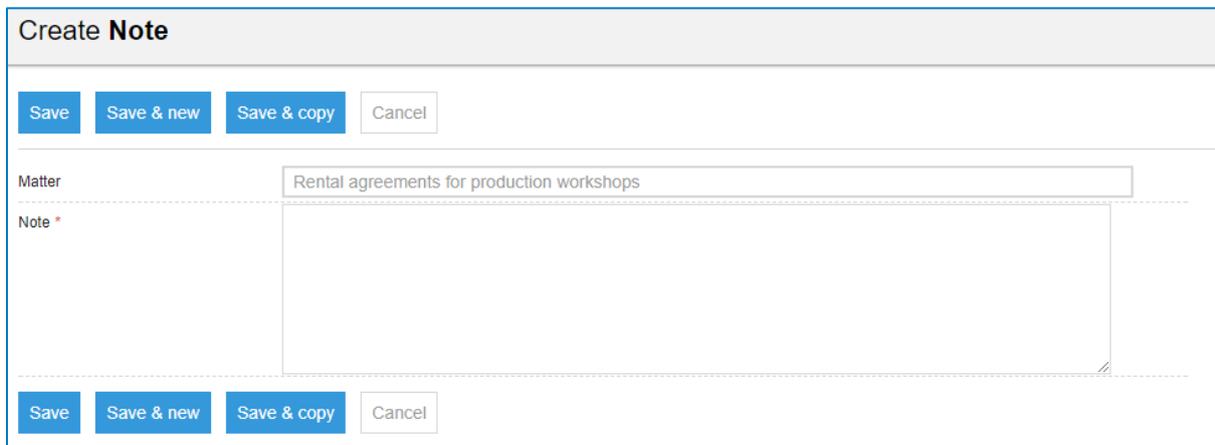
Figure 15: Create a new note

- Matter: Pre-defined text containing the dossier name to where the note will be created.
- Note: A free text area allowing you to add additional information about the note.

When finished, click on the [Save] button, the newly created note is visible on the 'Notes' tab (figure 16). Or if you want to create more notes, click [Save & New] or [Save & Copy]. Click [Cancel] to cancel the creation of a new note. This feature is more commonly used to give status updates about this dossier. That way anyone navigating to this dossier can track its progress.
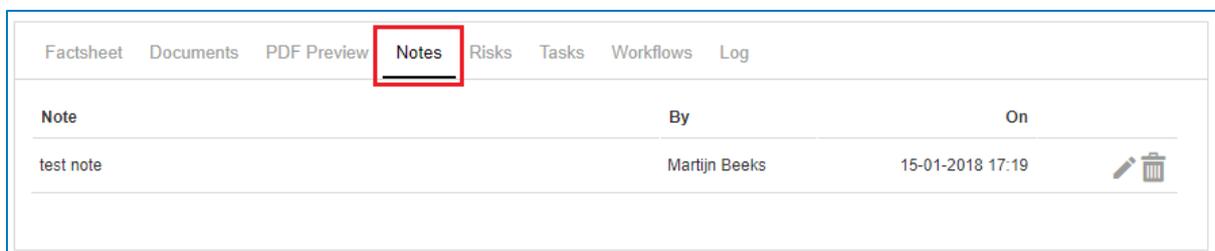
Figure 16: Added notes to a dossier

5.4   New Risk

Risks can be added to every Dossier in the same manner by using the "Add Risk" button in the right-hand panel:

Add Risk

Figure 17: Create a Risk

- Dossier: The Dossier to which the Risk is added. This is filled automatically.
- Title: Give the Risk a short, clear title. This will be shown in reports.
- Risk Type: Select a category for the Risk. As standard, Risks can be Legal, Financial, or Operational.
- Assessment Date: The Date on which the Risk was identified and assessed.
- Risk Level: Attribute a Risk level to the Risk. This determines a priority for it.
- Mitigating Measures: Write out a descriptive explanation of the mitigating measures undertaken.

Once you are done filling in the form, click "Save" to register the Risk. It will appear in reports throughout the system so users can keep track of them.

5.5   Make Confidential

Each dossier type can be set as confidential for one or more persons by using the button [Make Confidential] at the right menu of the screen. This can be used as a very flexible way of setting some dossiers aside for those who are not allowed to see.
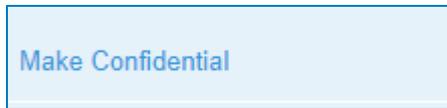
Make Confidential

Clicking the button will show you a notification. If you decide to invite the persons who need access to this dossier, click the [Submit] button (figure 18).

Close ✖

Other users will not be able to access this matter except users with system admin rights.

Submit   Cancel
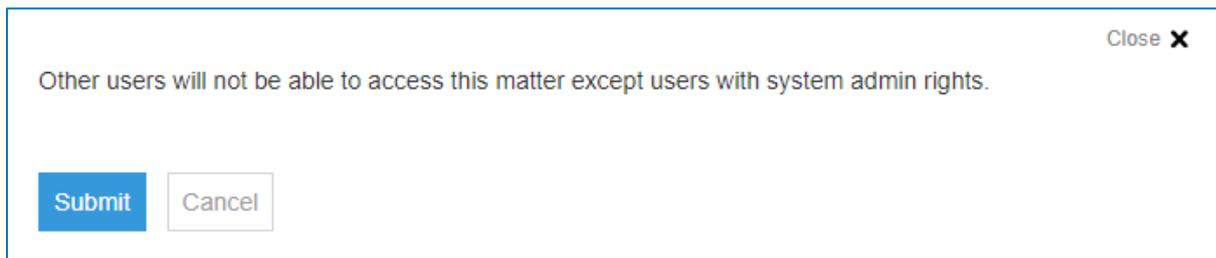
Figure 18: Notification after making a dossier confidential

To invite users, go to the dossier page and click [Invite Users as viewer] at the right menu of the screen. Clicking the button will forward you to a screen in which you can select or search a person(s) to invite to this confidential item (figure 19).

Invite users as viewer

Close ✖

The selected users will receive an email with an invitation to view this matter.

Users *   ▼

                        🏢 Search

Submit   Cancel

Figure 19: Invite users to a confidential dossier

Select the persons who may see this dossier.

When finished, click the [Submit] button. The person will receive an invitation automatically by e-mail to view the dossier. Clicking the button [View dossier] will redirect the user to the dossier.

Figure 20: Email that is sent to users allowed to see a confidential dossier

A new field, "Confidential" appears on the left side of the factsheet as well as a tab with the Users who have access to this dossier (figure 21).
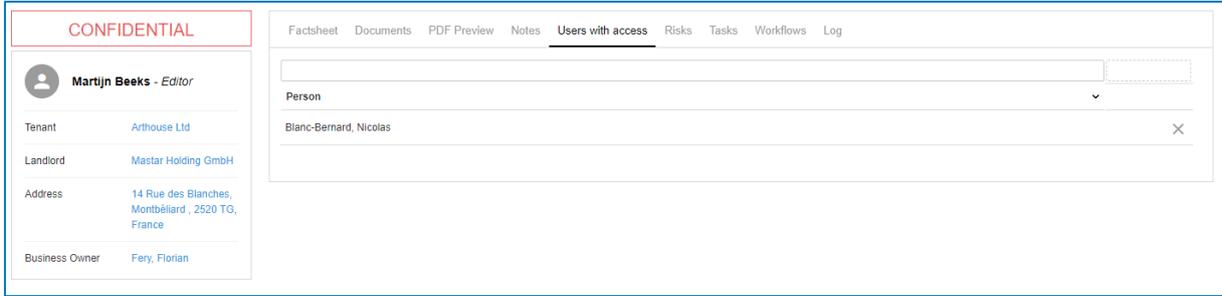
Figure 21: A confidential dossier

Access:
Only the Editor responsible and the people who are invited to this dossier will be able to see it. The responsible Editor is now the one who can manage data for this file or dossier. Therefore, a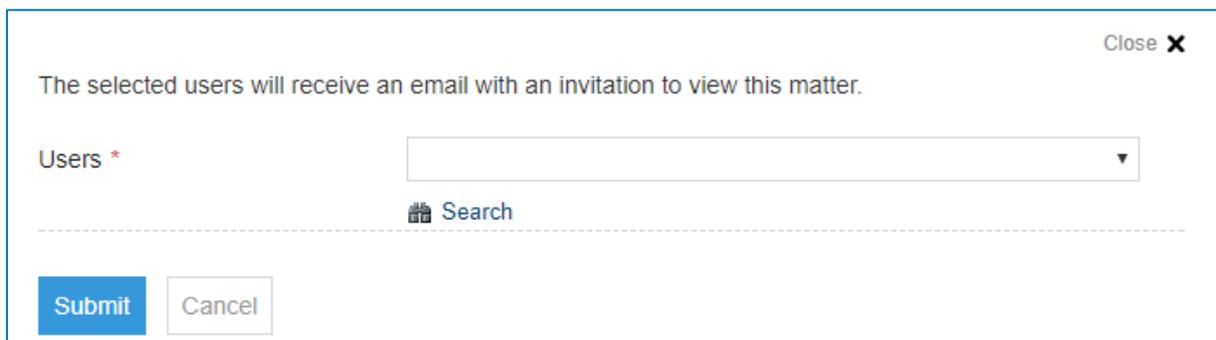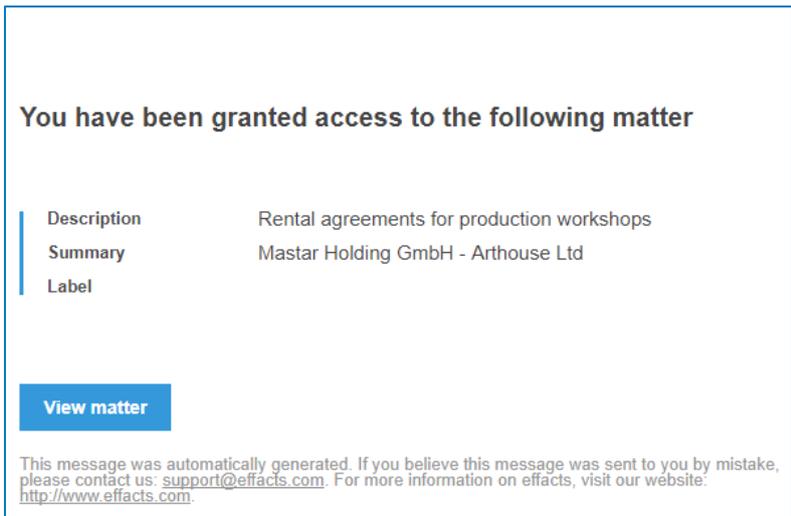ll other invitees can track its progress. The big exception however is the person(s) with the Editor+ Admin role. Users with this role can always see the confidential items and can change the confidential status.

How to change the confidential status:
If, for some reason, one of the users may not view the dossier anymore, the responsible Editor can decide to remove the user with access out of the tab (figure 22).

Figure 22: List with users with access to a confidential dossier

If the dossier needs to be accessible for everyone, the responsible Editor can decide to make this dossier public by clicking [Make Public] at the right menu of the screen.

Make Public

Clicking this button will display a screen like the picture below (figure 23).

Close ✕

Other users will be able to access this matter.

Submit   Cancel

Figure 23: Notification when making a confidential dossier public

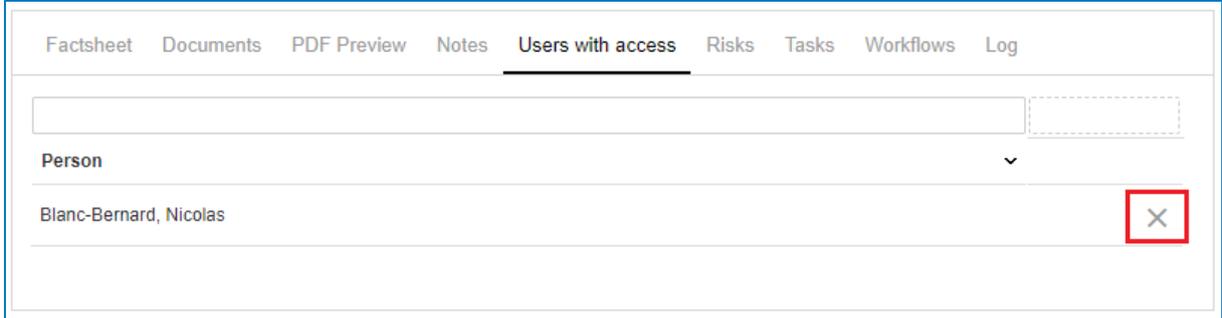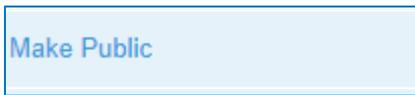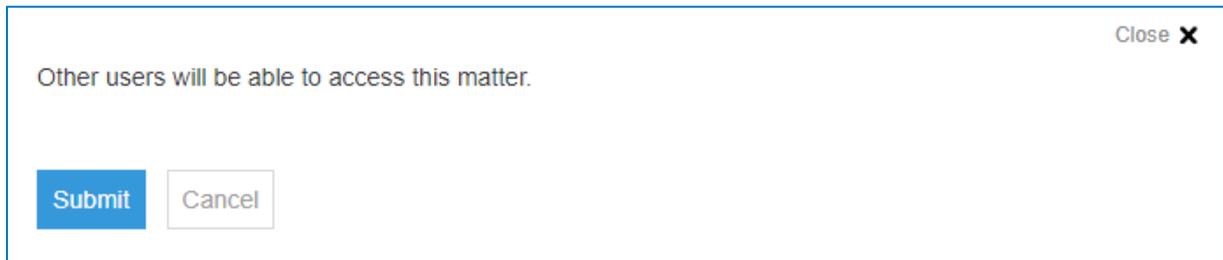If you are sure about to change the status to public, click the [Submit] button. The dossier can now be viewed by other users. The red confidential text has disappeared.

5.6   Invite user as viewer

The [Invite users as viewer] feature can be used on confidential as well as non-confidential dossiers and folders.

The main purpose of this functionality is to allow you to share specific dossiers with others without granting them access to all dossiers of the type. Situations might occur where this feature could be useful:

E.G. Through Access Control, administrators have assigned access rights based on modules (e.g. contracts) or matter types (e.g. sales agreement). Ideally, a sales colleague should have been granted access to matter type: sales agreement. Meaning, he/she will be able to view all sales agreements if no additional limitations have been set. However, if it is an IT-related sales agreement, we might want to grant an IT-colleague access to that specific agreement without granting access to all sales agreement.

In another example, users might want to grant access to a matter (one specific non-disclosure agreement) without granting access to all matters (all non-disclosure agreements). In order to do so, administrators and editors can invite additional users as viewers. As a result, colleagues can follow the progress and developments of important matters when needed.

In your Legisway Essentials environment, please navigate to a specific dossier and click on [Invite users as viewers]:
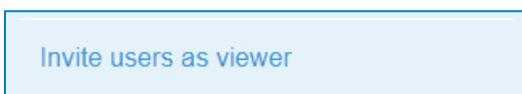
Invite users as viewer

Figure 24: Invite users as viewer button

In the next screen, you will able to search for specific users and select them accordingly. When finished, click on the submit button:
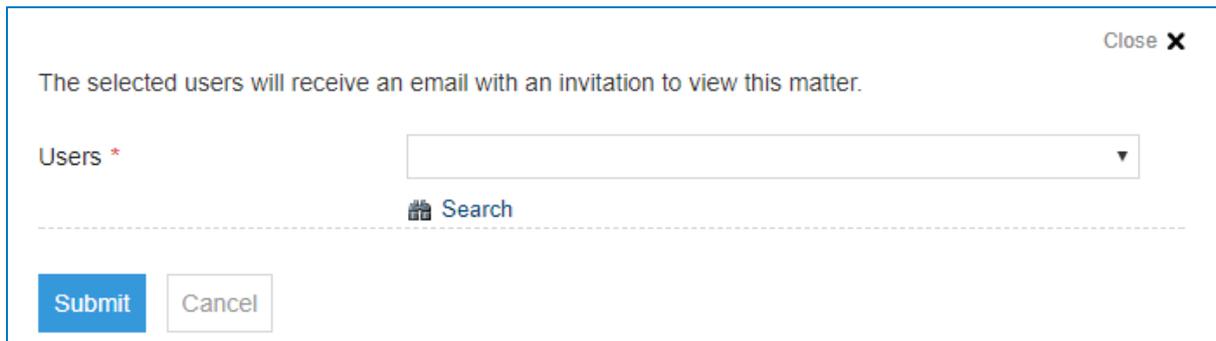
Figure 25: User selection screen

Subsequently, the invited user will receive an email notification that will direct them to the dossier:
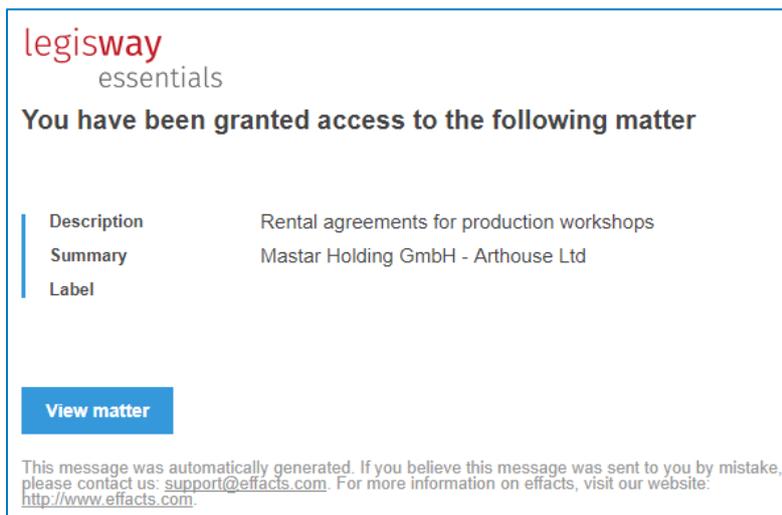
Figure 26: email notification to invited user

Ultimately, a new tab will appear on the dossier [Users with access] that provides an overview of all invited users. Within this tab, you can also revoke the access rights by simply clicking the cross button.

Figure 26: Users with access overview

Important to note; once access rights have been revoked, users will be notified by another email notification that they no longer can access the dossier.

6   Managing a dossier

After reading this chapter you know how to manage a dossier and delete data from your system.

6.1   Change the dossier status

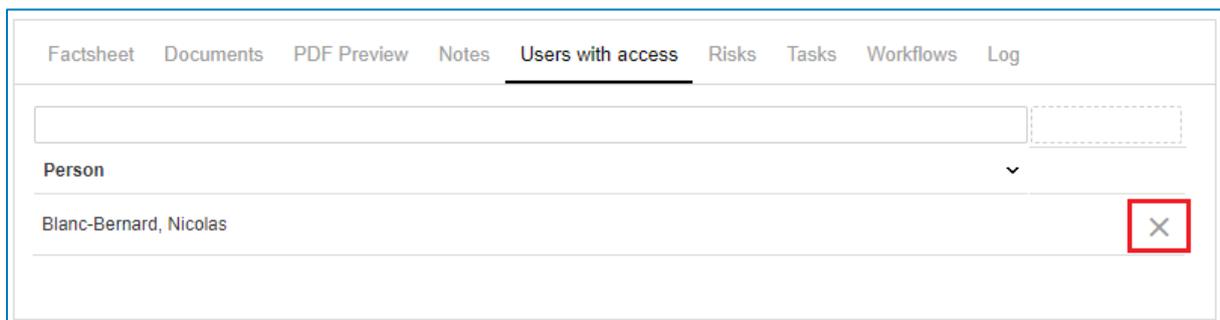Each dossier data will be managed by the Editor of the dossier or editors who have access to the dossier in general. He or she is able to:

- Edit information by using the pencil button. When satisfied with the changes, click [Save] to finalize the update. All reports and screens in the system containing this data will automatically be updated.

- Change the status of the dossier:
    o **Set as draft:** For example, if the effective date of the dossier is unknown.
    o **Make Inactive:** If the dossier can be archived.
    o **Make Active:** If all the necessary information within the dossier is presented.
    o **Mark as cancelled:** If the dossier no longer needs to be in the system.
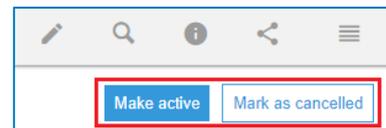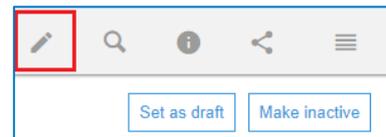
6.2   Delete information

When you delete information, no history of the subject remains in the system. Keep in mind that archiving information is preferable in most situations. Only delete information when the information itself was added incorrectly or when the information should not be available ever again.

If a user deletes information from the database it will create a 'hole' in the database information. It is important to note that the retrieval of deleted or missing information can cost upwards of €500 due to how the system is set up, hence why it is best to archive if unsure.

When you are sure about not needing the information again, an explanation about how and when deleting information can be carried out is provided below. For example, if an incorrect contract/ agreement needs to be deleted from the database. Jump to the factsheet that needs to be deleted and choose [Delete] in the menu at the right.

Only the factsheet will be deleted, all other information will still be available in the database such as the previously linked Group company, Counterparty, Department, Documents, Notes, Risks and Tasks. The Legisway Essentials system will always ask a user if they are completely sure about deleting the information in a second screen.
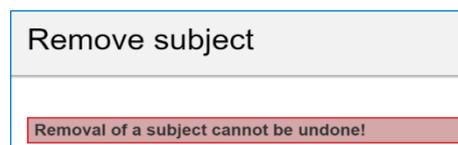
7   Standard Reports & Alerts

Not only can you easily search for information within the system, it is also possible to compile important information into one overview, also known as a report. Next to the well-known Custom report button, each dashboard contains some standard reports which are available on the left side of your screen.

7.1   Reports

These reports contain valuable information and can be reviewed on the right side of your screen, immediately after clicking one of the buttons. This functionality works very quickly and effortlessly, an explanation of each report is given below.

Status Reports:

Report 1, 2, 3, 4: Active, Draft, Inactive, Cancelled

- An overview of all the Active, Draft, Inactive or Cancelled dossiers within the theme.

Overviews:

Report 1: Added <30 days

- An overview containing all Dossiers added within the last month.

Report 2: Due < 90 days

- An overview containing all Dossiers with an expiration or review date in less than 90 days.

Report 3: Open Tasks

- An overview containing all open tasks related to Dossiers within the theme.
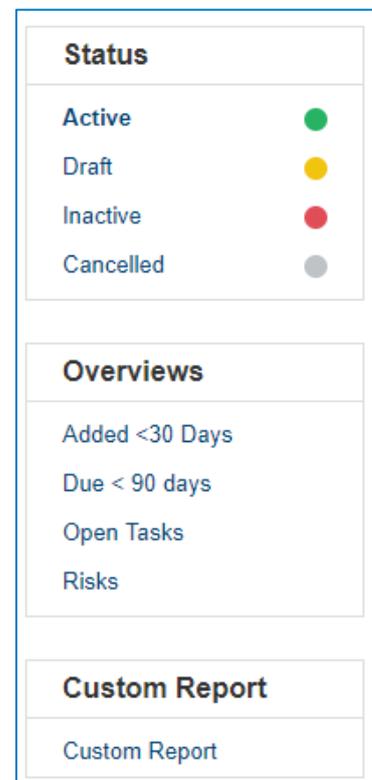
Report 4: Risks

- An overview containing all Risks related to Dossiers within the theme.

Custom Report:

Report 1: Custom Report

- Use this button if you want to create your own report. You can also use the Personal Reporting feature.

7.2   Alerts

One of the powerful functions of Legisway Essentials is the Alert. Alerts are automatically generated email messages to a predefined group of Users on a predefined alert date. For example, a Rental Agreement needs to be reviewed on time otherwise it will expire. Loosing track of expiration or renewal dates of the Rental Agreement can be avoided by configuring an alert.

The number of times the system will send an alert depends on the configured frequency. For example, a frequency of 30 days means that the system will send an alert to the receivers every month.

A commonly used Alert is the "Contract with an alert date <90 days" alert. The example below gives you an explanation how it works. All alerts work the same way and the field that triggers them is indicated.

Example:
The contract(s) must be reviewed on 31/01/2018 (Figure). The editor will receive the first Alert mail, 90 days before the review date. This means that if the frequency is set to 30 days, the Editor and Business Owner will receive 3 Alert mails. This e-mail contains the contract or contracts that need to be reviewed (figure 24).
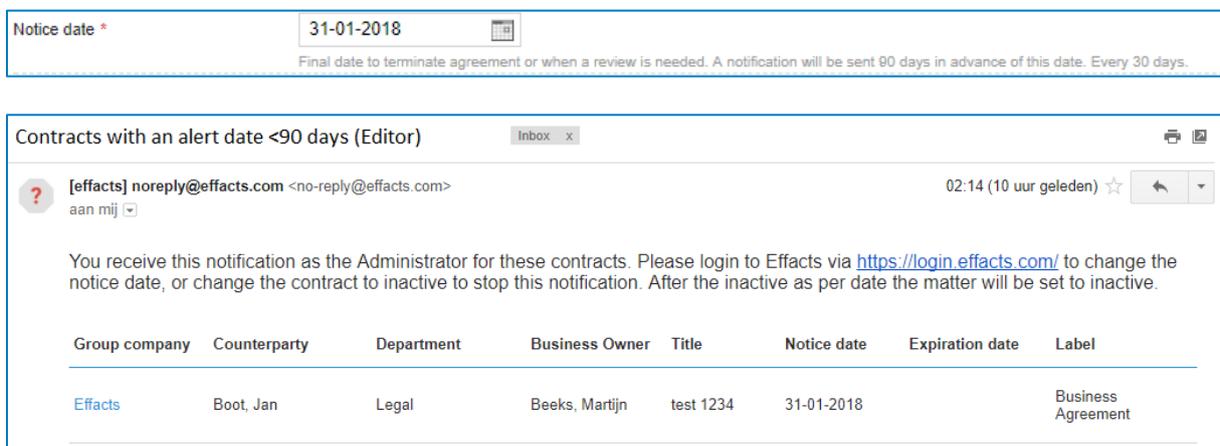

Figure 24: Email that contains an Alert

How to stop the Alert mail?
If you no longer wish to receive an alert mail, you can stop this notification by simply archiving the contract using the button [Make inactive] (figure 25).
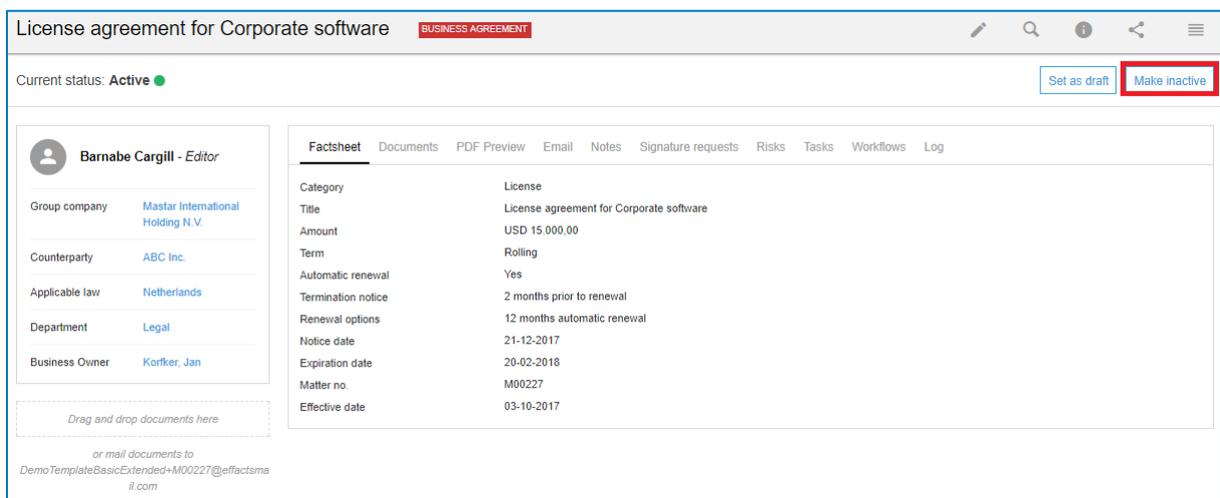

Figure 25: Stopping an alert

The frequency of alerts sent by the system depends on the pre-defined configured frequency of an alert. For example, a frequency of 30 days means that the system will send an alert to the receivers every month.

A common used Alert is the "Rental Agreements – Due within <90 days" alert. The example below gives you an explanation how an alert works. All alerts work with the same mechanism and are always triggered by adate field.

Example:
When creating a Rental Agreement, a Notice date is one of the mandatory fields that triggers an alert. The Rental Agreement must be reviewed on 30-06-2018 (Figure). The editor will receive the first Alert mail, 90 days before the notice date. This means that if the frequency is set to 30 days, the Editor and Business Owner will receive 3 Alert mails. This e-mail contains the contract/ agreement or contracts/ agreements that need to be reviewed (figure 24).
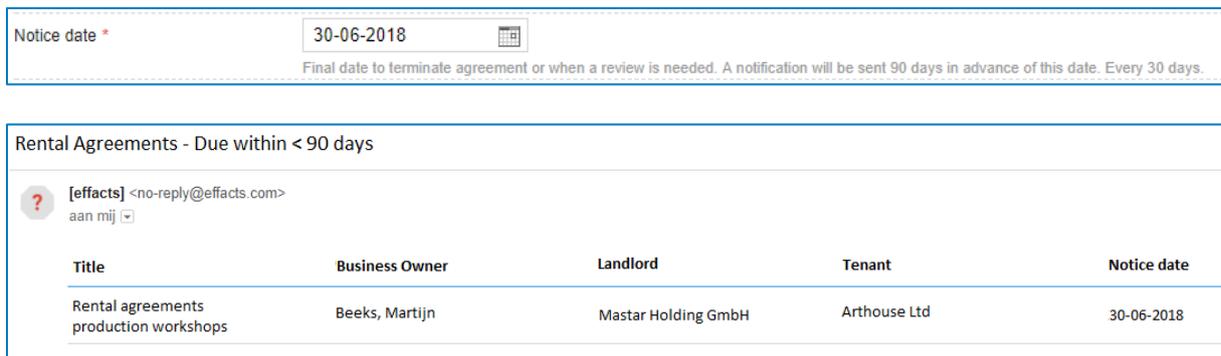

Figure 24: Email that contains an Alert

How to stop the Alert mail?
If you want the system to stop sending alerts simply archive the agreement using the button [Make inactive] (figure 25).
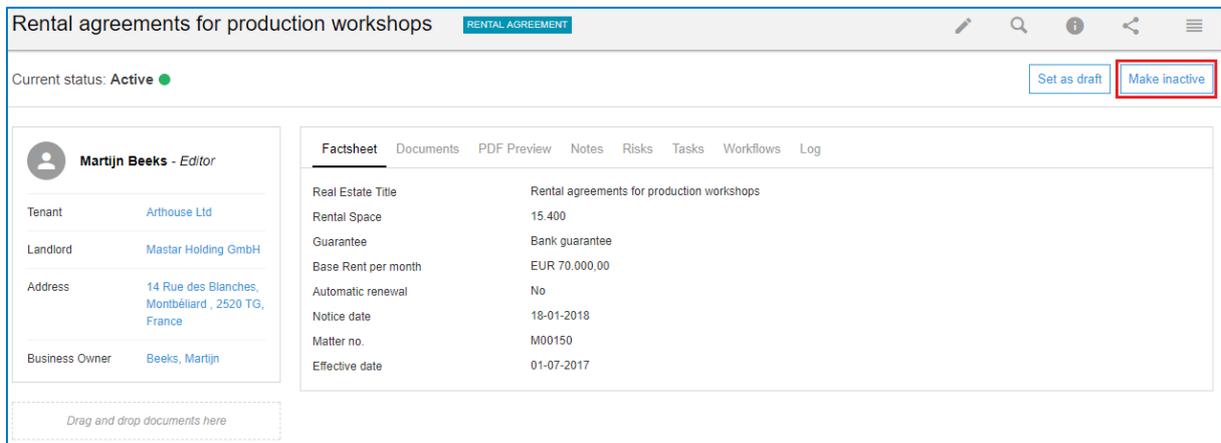

Figure 25: Stopping an Alert

Clicking the button [Make Inactive] will forward you to a pop-up screen. Here you can set the Inactive as of date. If you click at the button [Submit], the agreement will be archived automatically based on the date you have set (figure 26).

Figure 26: Notification when making a dossier inactive