

## *Testimonial*



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## **ROYCOM INC.**

Roycom is an award-winning commercial real estate advisor. The company, based in Dartmouth, Nova Scotia, has over 30 years of experience managing real estate on behalf of Canadian pension funds, private clients, and public capital market investors. Roycom is dedicated to providing quality service to its clients, and uses Intuit Real Estate Solutions' MRI Commercial property management software to ensure proper control, management and reporting of its diverse portfolio.

Roycom's Controller, Tammy Newhook, has been using Intuit, MRI for 15 years. Her role as President of the Canadian MRI User Group also provides her with a broad perspective on the pros and cons of industry software as powerful as Intuit's Real Estate Solutions (MRI).

### ***Function with Flexibility***

Roycom is committed to providing accurate, transparent, and timely reports to each client. In addition, customized reporting, both internally and externally is a priority for the organization. "I can tell you that the best part of MRI is the flexibility," says Tammy. "I firmly believe that all companies use an accounting/asset management system a little differently, so it is impossible to build an out-of-the-box solution that will work for all clients."

### ***Custom Solutions***

"MRI's Toolkit approach has allowed us to design our own menus based on the functional positions within our organization, as well as alter their many standard reports and create our own reports," adds Tammy. Best of all, this degree of flexibility has allowed Roycom to achieve these enhancements without the need for costly technical support, either internally, or externally.

### ***Increased Efficiency***

Increased efficiency has been another major benefit to Roycom. According to Tammy, "The Toolkit has allowed us to add new tables to the database and amend existing tables so that we can input any information we require." She adds, "This ability has allowed us

to reduce some of our process times significantly, such as the time required to process owner consolidations and budgets.”

Tammy further explains, “Along with using the Commercial module, we also use AP, GL and Foresight, the budgeting module, which is outstanding. We prepare annual, 3-year forecasts, which allow for the download of all our existing leases and the use of speculative leases. In addition, we use the Commercial module to handle all of our recoveries.”

### ***Lynx Support***

Tammy states, “With regards to Lynx, my role as President of the user group has shown me how dedicated Lynx is to not only servicing the Canadian market, but also enhancing the product. Lynx was instrumental in the formation of the MRI user group several years ago, and continues to provide excellent support to the group.”

### **About Roycom Inc.**

With over 30 years experience in the property management business, Roycom Inc. has always focused on achieving superior investment results for its customers. Roycom offers closed-end pension pools and direct-purchase accounts, offering diversified portfolios as well as customized initiatives. It is a full-service advisory firm, providing clients with acquisition, asset management, detailed reporting, property management, leasing and disposition services in all primary Canadian markets.

### **About Lynx Systems Inc.**

Lynx Systems Inc. is the sole Canadian business partner for Intuit Real Estate Solutions. Founded by a team of experienced real estate system professionals, Lynx is dedicated to improving the use of information technology to meet strategic business objectives of its clients. Its team takes full responsibility for implementing and supporting the Canadian clients that use the Intuit MRI product. Lynx is also responsible for all customizations to meet the changing needs of the Canadian market. More information can be found at [www.lynxsystmesinc.com](http://www.lynxsystmesinc.com)

### **About Intuit Real Estate Solutions**

Intuit Real Estate Solutions offers business management solutions to the global property management industry as well as to corporate real estate managers. Offering the most flexible solutions with both outsourced hosted offerings and packaged enterprise software, Intuit Real Estate Solutions strives to develop long-term successful relationships with its clients. Currently, the business has more than 4,500 clients on five continents and in 41 countries. For more information, please visit [www.realestate.intuit.com](http://www.realestate.intuit.com).

### **About Intuit Inc.**

Intuit Inc. is a leading provider of business and financial management solutions for small businesses, consumers and accounting professionals. Its flagship products and services,

including QuickBooks®, Quicken® and TurboTax®, simplify small business management and payroll processing, personal finance, and tax preparation and filing. ProSeries® and Lacerte® are Intuit's leading tax preparation software suites for professional accountants.

Founded in 1983, Intuit had annual revenue of more than US \$2 billion in its fiscal year 2005. The company has nearly 7,000 employees with major offices in 13 states across the U.S. and offices in Canada, the United Kingdom and the Asia Pacific region. More information can be found at [www.intuit.com](http://www.intuit.com).