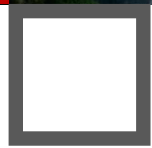# Modernizing ERP into a Digital Platform for the Property Industry using Biz Apps Cloud Platform

About Our Client

Aareon is Europe's largest provider of software for real estate companies (commercial and social), outsourcing and consultancy. Aareon is represented in 7 European countries at 36 locations and, with 1,500 employees, serves more than 3,000 real estate companies that together manage 10 million VHEs. Around 50,000 users now work with Aareon solutions in Europe.

Business Need:

Embark on Digital Transformation journey for an improved customer satisfaction

- Aareon's vision is to be most innovative solution provider in Property industry, by enabling Digital Transformation

- Stay more relevant to the real estate market needs for Tenant satisfaction, Sustainability, Anyplace / anywhere, anytime

- Lead the market with a simplified and easy to manage systems, optimizing cost, and leveraging new business models

Technology Solution

Aareon NL partnered with Sonata for its digital transformation journey. Sonata Modernized Aareon ERP by upgrading from On-premise AX 2012 to Cloud based Dynamics 365 platform. Design and execution of test program was aligned to the one commercial version of Microsoft, enabling faster and robust deployments to production sticking to the vision of evergreen ERP, by way of automation.

Some of the key highlights of the existing AX2012 solution:

Huge codebase with intrusive customizations:

27,000+

customised Objects

Total functional modules – 20,

30+ integrations

Limited documentation in

Dutch language

Best practices deviations in

legacy solutions

Collaboration between multiple teams, one team philosophy, marching towards the goal together has been the cornerstone of the success

Implementation approach for Dynamics 365 F&O

- **Upgrade:** Built a native Cloud platform, by implementing extensibility framework and re-designing 5000+ objects in a record time.

- Ensured **compliance** by resolution of 5,000+ error & warnings from existing AX2012 solutions based on Microsoft CAR report from.

- **Enhanced product** by implementing some of the key features. implemented workspace, Power BI for better user experiences and flexibility.

- **1800+ test scenarios** and test cases has been documented to ensure test coverage.

- **Automated** regression test scenarios using RSAT that would reduce 80% of manual testing effort.

- **Benchmarked Performance** of the system with 100,000 transactions at peak 1 hour with 150+ concurrent users on a tier 4 environment.

- **Migrated Data for** first existing customer. Implemented automation that reduced technical migration from 4 weeks to 1 week.

- **Ensured Readiness to on-board new customer** by creating data template.

Business Benefits:

Successful upgrade of the solution on cloud in record time, with quality and within budget

Go-to market ready for new customer onboarding

Cost effective cloud based environment that is flexible

Future readiness for next level of digital transformation

Ever Green ERP by way of robust build, deployment and automation process

Alexander Zaal
Director Wonen, Aareon NL

Aareon's vision is to be most innovative solution provider in Property industry, by enabling Digital Transformation. Aareon NL envisaged to modernise its flagship product, Tobias, an on-premise ERP solution for the property market. Sonata, with their deep expertise in Dynamics 365 platform, collaborated with Aareon team and leveraged strong Microsoft connections every step of the journey, in delivering the next generation Tobias 365 platform. Sonata has been our trusted and committed partner in the journey of achieving our digital vision, from upgrading the solution to Cloud, arriving at a common template, leveraging the strength of Dynamics 365 and Power Platform, and migrating one of Aareon's largest and first customer to Tobias 365 platform.

Rudy Hoving
Project Manager Dynamics 365, Aareon NL

A big Thank You to all people at Sonata. Some of us have spent months (some years) trying to achieve certain goals. One of those goals was to bring our 1st pilot-customer live with Tobias 365. Last week we succeeded in this together with Sonata. That is why I am taking this moment to let you know how much the people of Aareon appreciate how you have supported us towards this goal, and you have also worked very hard to get it done. We are very proud and happy to announce that Habion has been live with Tobias 365 and that we at Aareon can use this as a springboard to transfer our other customers in the coming years. Thank you very much for the cooperation, and your hard work. We could not have done this without you. Greatly appreciate your commitment to it. Let's celebrate this milestone.

WHY SONATA?

Enterprises today focus on customer-centric business model and use innovative platforms as a significant differentiator in their industry. There is a significant shift in the way software products are rolled out – Traditional On-Prem and Perpetual Licensing is giving way to Cloud-based, Pay as you go model; Browser-based access has been replaced by multichannel and omnichannel access; Need to provide real-time API based integration to operate in the larger ecosystem.

Therefore today's ISVs must make the leap from software products to Digital Platforms to

- Accelerate transformation Agenda and generate competitive advantage.
- Help adapt newer Business Models, Avenues, Geographies
- Build a connected ecosystem to achieve operational excellence
- Build an ecosystem for a superior end to end Customers experience
- Innovate faster – through matured processes, automation, and tools

Sonata is a global Microsoft ISV Dev Centre partner specialising in building platforms using some or the full range of Modern Workspace, Biz Apps, Data & AI and Apps & Infrastructure. We leverage our 360-degree relationship with Microsoft in the execution of our projects. Sonata has over 200 successful ISV engagements and delivered 500+ products globally.

Sonata's Platform Engineering, based on Platformation (open, connected, scalable and intelligent), helps ISVs and Platform companies to

1. Build Platforms for digital economy
2. Modernize Legacy ISV into platforms
3. NextGen global support services for modern platforms

Sonata is a global technology company, that enables successful platform based digital transformation initiatives for enterprises, to create businesses that are connected, open, intelligent and scalable. Sonata's Platformation™ methodology brings together industry expertise, platform technology excellence, design thinking-led innovation and strategic engagement models to deliver sustained long term value to customers. A trusted partner of world leaders in the Retail, Manufacturing, Distribution, Travel, services and Software industries, Sonata's solution portfolio includes its own digital platforms such as Brick & Click Retail Platform©, Modern Distribution Platform©, Rezopia Digital Travel Platform©, Kartopia E-commerce Platform©, Halosys enterprise development automation Platform©, and CTRM Commodity trading and risk management Platform©, KODO - AI powered customer experience (CX) Platform, Sonata's Platformation realization services have been specifically designed so that implementation of services on Microsoft Dynamics 365, Microsoft Azure, AWS, Cloud Engineering, Managed Services as well as on new digital technologies like IoT, Artificial Intelligence, Machine Learning, Robotic Process Automation, Chatbots, Block Chain and Cyber Security, deliver to the Platformation promise. Sonata's people and systems are nurtured to bring together the depth of thought leadership, customer commitment and execution excellence to make a difference to business with technology.

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