

Case Study: Warner Estate

“The long-term strategy of Warner is “long-term performance from alliances,” a philosophy which extends to partnerships with suppliers such as Qube”.

A Case of Partnership

Recent years have seen exciting times for Warner Estate. Developing lasting partnerships has become key in the Warner corporate strategy, with the set up of a number of successful joint ventures for property and asset acquisition.

The requirement for a robust and flexible solution

Warner was previously using a competitor’s DOS-based system which was not matching the needs of their dynamic business model. Warner wished to speed up the internal reporting cycle and to export data from the system; so it became clear that a more modern system was required.

In addition, changes within the organisation meant that activities across departments were becoming more integrated, so the electronic systems also needed to reflect and meet the changing business requirements.

Warner was looking for ONE system which could be used both for asset management as well as financial reporting.

When searching for a solution, Warner specified a system which could match the needs of their business at the time, without extensive customisation. There was also the need to be able to grow with the business and develop solutions in partnership. Qube was seen as a robust and flexible solution, with the benefit of a modular approach that would accommodate the expected growth.



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Qube has the Required Solutions

Implementation went as smoothly as expected, due to the stable nature of the product and the first-class services provided by trainers and consultants, etc.

Warner uses Qube to manage charges, record income and expenditure and record debt collection, etc. Warner's users also make use of the powerful Report Wizard tool to create their own specific and detailed management reports.

In recent joint ventures, the partner organisations have been interested in system capabilities and what Warner does to manage risks. The use of a dedicated property management system, enables risks to be managed but also demonstrates the commitment and professionalism of the business.

Getting the most from Qube

Warner periodically reviews its IT systems, and polls surveyors and accountants for any additional requirements, which are then passed on to Qube. Warner is pleased with the way Qube has responded to such user requests and how solutions are created through continuous enhancement of the product. A measure of the flexibility of Qube is the fact that few client-specific modifications have been necessary.

The future is 'Scalable' with Qube

David Edwards, Associate Director, said he sees Qube as scalable to their requirements for the future and he is confident that Qube will develop alongside the Warner business – an ideal partnership.



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