



## Sage Pay Partner Case Study

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Approved Partner

### Grosvenor Systems

Grosvenor Systems, a Sage Pay partner, began in the 1980’s as a reseller of standard accounting systems including Sage, Pegasus and Sun Accounts. Grosvenor Systems quickly realised that a fully integrated property management and financial accounting solution was required specifically for the property marketplace and in 1991 Propman was released.

More recently, Grosvenor Systems developed Propman Web Access solutions whereby Propman Clients, Tenants and Users can log in with a secure password to view property-related documents, information and details of property maintenance work. Propman allows owners and agents to cut down on a huge amount of paperwork and provides tenants with immediate access to all their tenancy information in one place.

### Money matters

Alongside the property and accounting aspects, Grosvenor Systems also wanted to make the money managing aspect of property management quicker and easier to use. In choosing Sage Pay, Grosvenor Systems had access to software that could make this possible. The flexibility of Sage Pay’s open source APIs gave Grosvenor Systems the freedom to directly access their transactional data and use it however necessary - from fully integrating payment pages, to completely customising their back office system and tailoring it to their specific needs. With the API, Grosvenor Systems have developed and integrated a key payments function into Propman.

INTEGRATED PROPERTY MANAGEMENT & FINANCIAL ACCOUNTING SOFTWARE

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Tenants can log on via Propman’s Web Access to make online payments quickly and securely while owners and agents can easily keep track of their cashflow in real time. By linking Propman with Sage Pay, not only are all transactional details held in a single reporting and administration area making reconciliation simpler, but tenants can also make payments outside of normal working hours in a convenient and secure way. Nic Dodwell, Managing Director of Grosvenor Systems says “Having previously been an agent for Sage, selling their Sovereign accounting product, we felt confident in linking Sage Pay to our product, Propman.”

### The Small Print

Each of Grosvenor Systems’ clients are required to set up their own individual merchant account with their banking provider, but the main payment integration has been undertaken by Grosvenor Systems. Each tenant logs in to Propman Web Access which enables them to select which items to pay before being automatically passed on to Sage Pay which actually takes the payment. Nic comments “Our clients offer their tenants the ability to view transaction history via the web and their tenants can then select the items they wish to pay for before being passed to the Sage Pay site for entry of their card details.”

As a Sage Pay partner, Grosvenor systems has recommended over 175 of its clients to Sage Pay and the card payment facility because of the ease of use and low cost.

One of these companies is Trinity Estates. Graham Brougham, accounts Receivable Supervisor says of Propman Web Access “Each day we log on to Sage Pay to review the transaction history, locate payments from the previous day and download the .CSV file for automatic upload and posting into Propman. The Accounts team find this process very easy to use. It has made processing payments a lot quicker and easier.”