



## Digital investment files – an investment in the future

Headquartered in Erlangen, ZBI Fondsmanagement AG is an independent provider of tailored real estate fund products for institutional and private investors. The capital management company relies on **ELO**professional to keep track of its investment files and contracts.

*"In introducing investment management software from EVIATEC, ELOprofessional seamlessly integrated with our process right from the start. Today, the ECM system simplifies many areas of our everyday work."*

Agnes Schmidt,  
ZBI Fondsmanagement AG

Hailing from Erlangen, the company has over 20 years of experience in real estate management. What began as a small family run business in 1997 has now grown into a corporation that launched and manages one of the largest real estate funds in Europe together with Union Investment. Due to changing legal requirements and regulations resulting from the financial and economic crisis, ZBI Fondsmanagement AG set out to find a solution for managing files and contracts electronically in 2013.

With industry specialist and ELO Business Partner EVIATEC Systems as well as ECM system **ELO**professional, the capital management company is best prepared for the future with digital investment files.

# The solution

Practical benefits

## Overview

Country: Germany  
Industry: Finance

## Company

ZBI Fondsmangement AG is a capital management company of the ZBI Group headquartered in Erlangen with 16 additional locations across Germany. Nearly 500 employees in the ZBI Group support 11 alternative investment funds with over 130,000 investors in total.

## Challenge

Central and efficient management of investor files and contracts

## Solution

- **ELO**professional for digital investment management
- Investor portal with sophisticated permissions concept
- Contract management using ELO

## The benefits

- Controlled access to investment files for employees
- Protected portal for investors to view their files
- Digital contract and document management

## From developer to global player in fund management

The success story of the ZBI Group begins in 1997 with the acquisition of Zentral Boden Projekt GmbH by founder and current majority shareholder and chairman of the supervisory board Peter Groner. The company initially focused on the property development business, as well as renovations, modernizations, and purchase of real estate as own holdings. In 2002, ZBI Zentral Boden Immobilien AG, as the company was called then, issued its first closed-end real estate fund for private investors. Gradually, they added more and more funds for both mutual and institutional investors. The ZBI Group has now issued a total of 19 alternative investment funds. Today, ZBI Fondsmangement AG manages 11 funds for different types of investors, with a focus on German residential property.

In the past twenty years, the company has grown from a small family run business into a corporation: In 2017, ZBI entered into a strategic partnership with Union Investment, together issuing one of the largest real estate funds in Europe. The ZBI Group currently manages around 3 billion euros of equity from over 130,000 investors.

ZBI manages all properties itself in 17 branches across Germany. The group's philosophy is based on covering the entire value chain from a single source, from purchasing to selling real estate.

## Taking advantage of legal regulations

The legislative decision to regulate the equity market following the financial and economic crisis presented ZBI Fondsmangement AG with new challenges, but also major opportunities.

After the German Investment Code was introduced in 2013, ZBI had to request a permit to act as a capital management company from the Federal Financial Supervisory Authority. One important requirement for granting this permit in 2014 was compliance with organizational obligations, including the implementation of an electronic file management system as well as revision-controlled document and contract man-



agement. As part of a tender process, the company sought a partner capable of meeting the following requirements:

- Digitize all investment files for electronic management
- Digital contract management and monitoring
- Electronic archiving of additional documents

### **Everything from a single source: EVIATEC Systems and ELO Digital Office**

In implementing this project, the company opted for ELO Business Partner EVIATEC Systems AG. The years of project experience of the ELO experts in both the areas of investment management and ECM were critical: EVIATEC recognized the advantages of an ECM system in the financial sector early on, specializing in business solutions in this field and developing custom expansion modules for **ELO ECM Suite**.

Today, over 80 users at ZBI Fondsmanagement AG benefit from digital investment management, as well as electronic filing of contracts and other documents with **ELOprofessional**.

### **Investment management digitized end-to-end**

Thanks to **ELOprofessional** and industry solution EVIATEC Finance, the company has brought its investment file administration for closed-end mutual

funds to the next level. Before ELO was rolled out, files were stored in a non-standardized format in different areas, which in some cases resulted in duplicate data. The biggest advantage of digital investment management with **ELOprofessional** is that all documents related to a file – both general and specific – are available in one central location. Another benefit: File structures are generated automatically, meaning that all investor files are stored in the ELO repository based on a common principle. In another project step, an investor portal was implemented, giving investors and sales partners role-based access to relevant areas of the ELO repository.

### **Digital contract and document management**

Before **ELOprofessional** was introduced, contract documents and other data were filed manually, either in paper form or digitally. This resulted in long search times and insufficient revision control. In addition, the company did not have a standardized method for monitoring data or a way to structure or control employee access with a permissions system. After having positive experiences with the digital investment file management solution, ZBI Fondsmanagement AG now manages its contracts and all other general documents with **ELOprofessional**. The sophisticated permissions concept controls access to the repository, ensuring compliance with company guidelines.



*"We no longer have to search for documents, as all colleagues and even external parties have access to the current file in a uniform structure."*

Agnes Schmidt,  
ZBI Fondsmanagement AG

## Summary and outlook

The flexibility of **ELO**professional impressed ZBI Fondsmanagement AG. Today, over 80 users manage investments and contracts with the ECM system across departmental borders and locations.

After the company, together with ELO Business Partner EVIATEC, reached its ambitious goals in just a few months, additional topics are now in the works: As a next step, document and contract monitoring capabilities will be enhanced, and more **ELO workflows** will be used to automate additional business processes. The group is also planning to implement ELO Business Solutions to digitize other departments: With the pre-configured standard solutions, such as **ELO Contract**, ZBI Fondsmanagement AG will continue on its path towards digitization.

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