

9yds Implements Echo Publish for Outgoing Correspondence

Company will use Echo Central's Document Production Service for Tenancy Agreements and Emails

London; May 31, 2016 **Glanty Ltd** has implemented the **Echo Publish** document generation service to provide outgoing documentation needed by their "**9yds**" tenancy administration service.

9yds was launched in late 2015 and used the ITP document production systems to generate and manage e-mails and tenancy agreements. 9yds used only a fraction of the ITP facilities and the solution was, therefore, complex to use and prohibitively expensive. They needed a more realistically priced and more straightforward solution

In March 2016 Glanty invited Echo Central Ventures to propose a solution: an implementation at short notice of the Echo Publish service, to replace the existing solution before the end of its licence term, the end of May 2016.

Work began at the end of April 2016 and all of the e-mails were migrated to Echo Publish by a three-person team, supported by Echo Central, within two weeks. After a third week the complex Tenancy Agreements were also migrated.

Technical integration was equally straightforward and the Echo Central team worked alongside Glanty staff to create simple tools to create and compare documents from ITP and Echo Publish without needing to go through the full 9yds journey.

The implementation was ready for release in mid-May, and went live on the 26th May 2016.

Alan Blockley, CEO of Glanty said: "At our first meeting Echo Central provided an impressive demonstration of capability and clearly understood exactly what we were looking for. This gave us the confidence that they could meet the challenge of providing a system replacement in very demanding timescales, to allow us avoid a costly licence renewal."

Ian Faulkner, Head of IT for Glanty said "Our confidence was justified: the project went extremely well. It was a pleasure to work with Echo Central. They were easy to work with, and very responsive as the project threw up some new or changed requirements."

He added "Echo Central were a delight to work with – responsive, flexible and passionate. I wish all new migrations were as free of incident as this one. We are delighted".

According to David Hiblen, who managed the technical end of the project for Glanty: "Echo Publish proved more than capable of supporting the complexity of our documentation requirements, and allowed us to introduce features to our emails that had not been possible with the outgoing system, such as Google Maps showing the locations of the rental properties."

"From a technical point of view, integration was straightforward, including an integration with Docusign for online signature, and we were able to build Echo Publish into our release cycle ensuring a disciplined approach to release management."

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About Glanty

Glanty's **9yds** service provides full administration facilities for private and commercial landlords to market their rental properties, to match tenants to properties and to handle all aspects of placing tenants in properties and of administering tenancies through renewal or termination.

The documentation needs are onerous. Complex Tenancy Agreements are needed in the form of PDF documents, with considerable variation reflecting different contractual terms. Multiple parties are involved: landlords, tenants and guarantors. Managing the interaction between administrator, landlords and tenants is supported by a range of over 150 different emails.

The 9yds Tenancy service is at www.9yds.com

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About Echo Publish

Echo Publish is a straightforward, standards-based and flexible web service for delivering personalised outbound correspondence through merging of templates with business data. Templates are straightforward to create and maintain with access to powerful logic. Integration with existing transactional systems is easy, being based on standard web

services. Output can be delivered in a variety of formats ranging from plain text, through html for emails and web pages, to formed documents in Open Document (.docx) and PDF formats.

The Echo Publish documentation service is at www.EchoPublish.com

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