

The 2022 Vision for Change

Senorio de Aloha

From “just managing” to
Strength, Stability & Transparency!

What needs to change & why?

- We need to change the traditional approach of an Administrator overseeing sub-contractors. Administrators do not have a broad enough range of skills to cover all community matters & effectively manage sub-contractors.
- Our current way of working creates inefficiency & costs too much money.
- We are weighed down by years of neglect. We need a team that not only deals with the day to day but has the skills & experience to solve our big infrastructure problems.

What are we aiming to achieve?

- To ensure all of Senorio's buildings, garages, pools & other infrastructure are in excellent condition.
- The right combination of sub-contractors & our own employees that perform to high standards & represent good value for money.
- Owners receive a high level of 'Customer Service' & know that problems are dealt with in a timely & efficient manner.
- The value of our properties rises at least in-line with the marketplace.

How do we reach our goals?

In future we break-down the workload into three management functions:

A) The back office Administration

Accounts, Debt collection, Owner services, Contracts

B) On-site Management

Close supervision of all employees & sub-contractors

High level construction engineering & maintenance expertise

C) Project Management

Full operational control, Budgeting & Cost analysis,

Management information systems

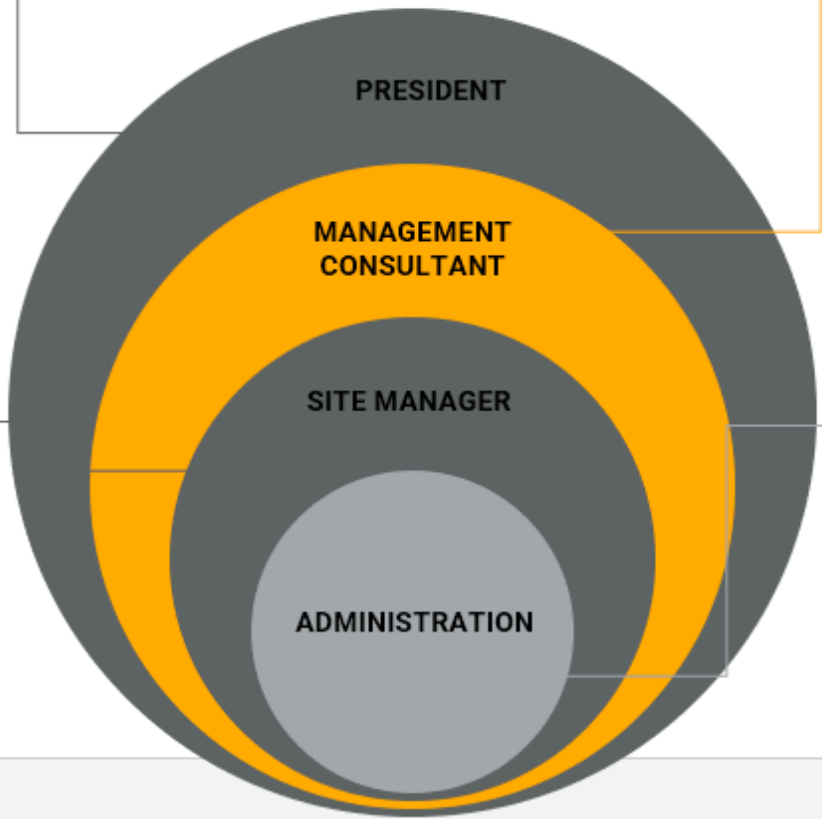
SENORIO DE ALOHA
THE NEW STRUCTURE



JOHN RILEY
Oversee everything and takes the final decisions.


360 MNGMT SL
Supports and assist the president in everything from planning to execution. Setting up the structure and routine of the entire community. Daily management of the site manager & the implementation of advanced management software.


INPROYECT
Technical engineer, responsible for managing all "on site" work. Identifying issues, writing reports and supervising all contractors & employees in the community.




ADENJO SL
Administration / back office.
Communication with owners,
Accounting, Legal]

THE NEW STRUCTURE

RESPONSIBILITIES

360 MNGMT SL

- ✓ Setup and manage the new 'Vision' structure
- ✓ Daily management of the management software 'Monday.com'
- ✓ Daily communication with the site manager Victor Porras
- ✓ Advise and support the president in decisions and planning
- ✓ Identify & negotiate with subcontractors to determine the most cost effective terms.

INPROYECT SL

- ✓ Responsible for all infrastructure repairs & upgrades incl cost planning & contractor selection
- ✓ Ensure all facilities comply with regulatory & legal standards.
- ✓ Ensure the urbanization is kept orderly and safe, and that matters are dealt with immediately
- ✓ Report on possible improvements to the general security of the community and checking that visiting companies and their staff are controlled effectively and efficiently

ADENJO SL

- ✓ Communication and support with all the owners
- ✓ All back office tasks such as managing invoices, accounting, communication with insurance companies and subcontractors
- ✓ Manage debt collection & legal actions
- ✓ Basic legal advice to ensure robust By-laws, notifications, & good community procedures

PRESENTATION

360 MNGMT SL



About Us



LEADERSHIP

Andreas Norman. Swedish nationality.



EXPERIENCE

20 years experience from the construction business, 15 years as an entrepreneur and 4 years experience as President of one of the biggest communities in Marbella.



USEFUL KNOWLEDGE FOR SENORIO DE ALOHA

Andreas has successfully turned around his own community which had similar problems as Senorio De Aloha 4 years ago when he took over as President. Today Andreas is running his community with 10 direct employed staff, Inproyect as site manager and using Monday.com to manage and control everything regarding the community. It's very rare that they need to hire subcontractors which saves a lot of money for them. Their community is today fully up to date with the latest regulations and the whole community looks almost new built. They have zero debt and their community fees is very low (170€ / month in average). The idea is that Andreas will help us to implement the same solutions as he used in his own community and support our President to find the best solutions on all existing issues so we can get Senorio De Aloha into a positive financial state and in compliance with all existing regulations.

PRESENTATION INPROYECT



About Us



LEADERSHIP

Victor Porras. Spanish nationality.



EXPERIENCE

25 years experience in construction industry as a Technical Engineer working for one of Spains biggest construction companies. For the last 10 years Victor has independently consulted to a number of construction companies & acted as site manager for different communities on Costa Del Sol.



USEFUL KNOWLEDGE FOR SENORIO DE ALOHA

With Victors long experience as a site manager here in Spain he knows everything there is to know inside a community. Victor is a licensed Technical Engineer & can conduct fully legal inspections and sign-off on them. Victor comes heavily recommended by Andreas having worked together for over 3 years. With Victors on-site presence in Senorio De Aloha every week we can always be sure that we have full control over everything that happens inside our community as all projects will be monitored on a weekly basis. Senorio will benefit from the long working relationship that Andreas and Victor have together, and very importantly, their access to a wide network of trusted professionals where efficiency & cost go hand in hand.

PRESENTATION

ADENJO SL



About Us



LEADERSHIP

David Vázquez. José Manuel Ortiz Sánchez (Lawyer). Spanish nationality.



EXPERIENCE

Adenjo is a firm of professionals with almost 20 years of experience in the Management of Communities of Owners. They have a big team with wide experience between legal, accounting and customer service, all focused on helping communities.



USEFUL KNOWLEDGE FOR SENORIO DE ALOHA

Adenjo comes highly recommended and with their 20 years experience it is safe to say that they have what it takes to help Senorio De Aloha to the next level. They also know both Victor and Andreas and have an excellent working relationship operating as fully integrated team . Adenjo will focus on the back office where they will be particularly attentive to 'owner' communications, taking control of debtors, community finances, insurance cases etc. At all times they will maintain close contact with Victor, their on-site eyes & ears in Senorio De Aloha. Victor will provide Adenjo with all support information and documentation to ensure high quality communication between the various parties.



Monday.com is today used by over 127.000 companies worldwide. Founded over 10 years ago and today with over 1000 employees, Monday.com is one of the best management software on the market.

With Monday.com everything is stored in the "cloud" so everything is accessible from any computer, tablet or phone and nothing gets lost if a phone or computer breaks or gets lost. The idea with this software is to keep all ongoing and future projects and all communications about them in one place. No more emails, text messages or phone calls. This system offers transparency and accountability which is important. Every message is time stamped and each user can see who have read the message. It is easy to setup routines and the system sends reminders and notifications to the users so no one misses anything. If we change administration or president or site manager doesn't matter because all documents and all communication is stored in Monday.com so the replacement can quickly get up to speed and continue the work.

MANAGEMENT SOFTWARE MONDAY.COM



Structure

Full control over everything that happens in the community

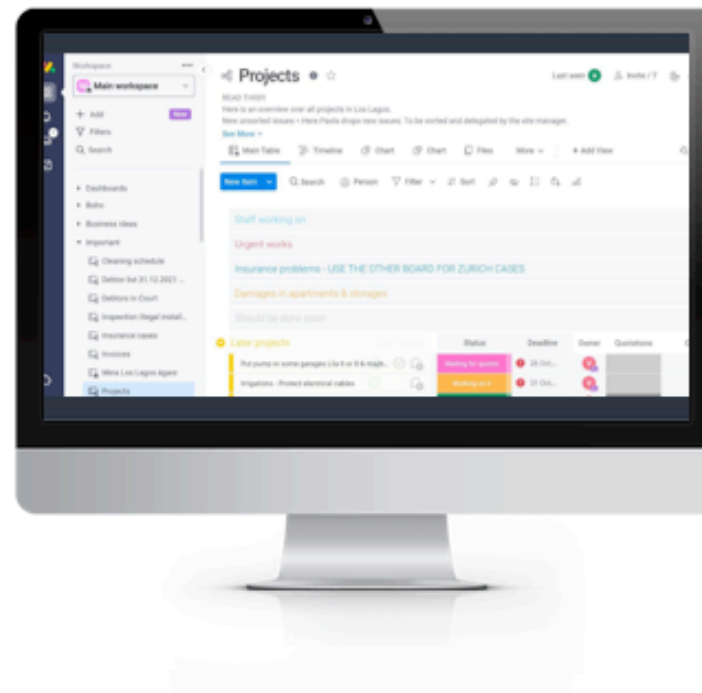
Accountability

All communication is held inside Monday.com and is saved forever which offers full accountability & transparency.



Communication

Easy to communicate under each item. No emails, sms-texts, whatsapp messages & phone calls. Everything in one place!



Calendar

The system has an advanced calendar so it is easy to have full control over all due-dates.



Reminders

Smart notification system that reminds each person of their tasks and responsibilities. No need for reminding each other.



Full control

Monday.com offers full control over all tasks going on in the community. Within seconds you find everything you need and everything is saved forever.



Cost Analysis

Cost estimate (per month)

Adenjo SL

VPS SL

360 Mgmt

Total

EUR 6,000 month

(Estimated Annual €72,000... compares to Meridional €46,000)

- These accurate estimates will be refined when exact 'scope of works' details are agreed.
- VPS & 360 charge on an hourly basis. We will contract for a set amount of their time.
- This system or working, in conjunction with MONDAY.COM software, brings an unprecedented level of transparency that mitigates against the traditional backdoor system of 'commissions for contracts'.

Cost Benefit Analysis

The 'management costs' increase represents a theoretical increase of 6.5% to current community fee averages. However, this will be more than offset by cost reductions in areas such as:

- Elimination of selected sub-contractors in favour of our own employees.
- Lower costs based on known comparisons for required sub-contractors
- Procurement of maintenance materials, essential equipment & general materials will be subjected to rigorous comparisons & transparency audits.
- Productivity improvements & competitive materials costs will over time lower on-going maintenance costs.

Summary

It is vitally important that we break from traditional community management:

- We need highly skilled people to confront major infrastructure problems.
- Management software will improve control across all community functions.
- Having a highly experienced Manager inside the community several days a week will completely change the dynamic of problem identification & solving.
- A proven team with a long track record of success bodes well for our future.

My experience with Meridional is they prefer the old methods. They have not agreed to a single management procedure I want implemented, e.g. they refuse to walk the community with me bi-weekly to check progress; they refuse to issue a bi-weekly 'Task List' progress report; more recently they refuse to meet me in Senorio, & now refuse to send me important documentation.

It self-evident when you look at their problem solving abilities, how they conduct communications, & how they manage sub-contractors, that they cannot continue on our journey of recover.

Your vote for change is how you can protect the future value of your property investment!