



## Client Success

## Wilson, Blanchard Management Inc.



An **Associa**® Company

### Markets

Residential  
Condo, Co-op & HOA

### Portfolio

600+ properties  
37,000+ condo units  
2.3 million sq ft commercial space

### Client Since

1998

### Highlighted Product

Yardi Voyager Condo, Co-op, HOA

### The Benefits

Automated workflows and cloud hosting increase operational performance and enhance customer service.

About Wilson, Blanchard Management Inc.

[www.wilsonblanchard.com](http://www.wilsonblanchard.com)

### Learn More

[Yardi.com](http://Yardi.com)

### Contact Yardi

[Sales@Yardi.com](mailto:Sales@Yardi.com)



“ Yardi consistently provides state-of-the-art technology solutions that allow us to deliver outstanding service to our customers. And our staff benefits from using the most efficient and stable platform available. ”

Paula Davis, vice president, finance

## The Company

Since 1995, Wilson, Blanchard has been dedicated to being the most trusted name in condominium management in Southern Ontario, Canada.

## The Challenge

### A Tight Market

The condo management market in Southern Ontario is very competitive, resulting in lower margins than can be expected in other real estate segments. To be successful, Wilson, Blanchard must consistently provide outstanding service while maintaining high volumes and low costs.

## The Solution

### Yardi Voyager Condo, Co-op, HOA

Yardi Voyager Condo, Co-op, HOA is a cloud-hosted platform with mobile access that optimizes workflows and reduces operational costs. The comprehensive system features a single integrated solution with tools to track ownership and charges, calculate fees, collect payments, monitor maintenance, enforce bylaws and more.

## The Story

### Automation and Online Services

Yardi Voyager Condo, Co-op, HOA has enabled Wilson, Blanchard to eliminate costly manual processing with automated workflows, electronic banking and online services. According to Paula Davis, vice president, finance, “The automated tools in Voyager have significantly reduced the time we need for budget preparation and fee calculations. Processing pre-authorized payments and post-dated cheques happens faster, so our staff can be more efficient during crunch time at the beginning of every month.”

Wilson, Blanchard was the first condo management company in Canada to implement the Voyager 7S platform, taking advantage of Software as a Service delivery to focus on their business — not on managing their hardware and software. Davis noted that consolidating their operations on Voyager 7S has given Wilson, Blanchard a real competitive edge in a tight market.

In addition to the myriad efficiencies that position Wilson, Blanchard to outperform its



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competitors, Davis added that with Voyager, their accounting staff is able to handle a higher volume of work. And with the outstanding support it receives from Yardi, Wilson, Blanchard looks forward to future innovations for continuing success.

Wilson, Blanchard Management Inc. has also implemented [Yardi Maintenance](#), [Yardi Maintenance Mobile](#), [Yardi Inspection](#)

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