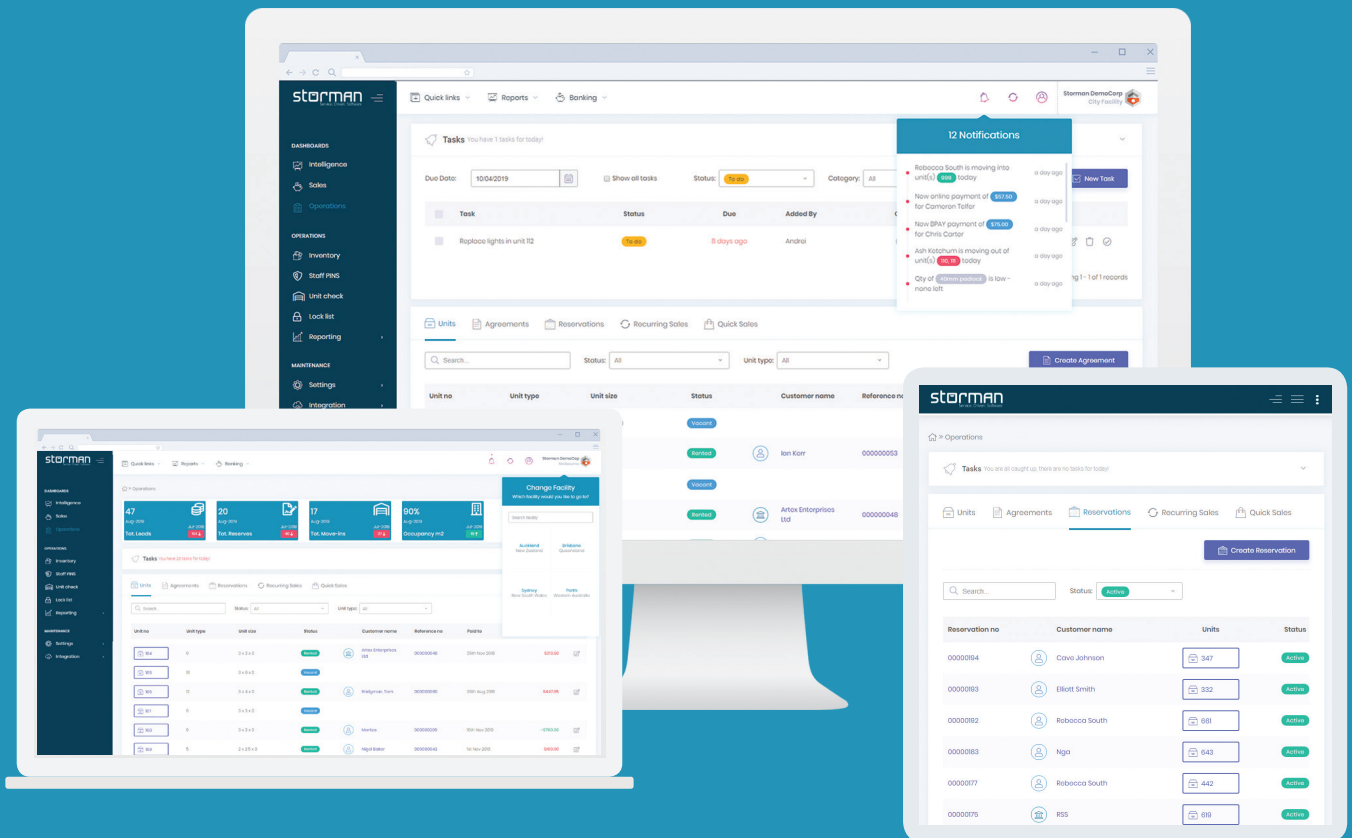




# Cloud-based Self Storage Management Software



We make self storage management easy!



Storman is the largest provider of self storage management software in Australia and New Zealand, trusted by award-winning self storage facilities across the world.

## About Storman

Storman is a software company that specialises in self storage management software, with offices in Australia, New Zealand and the United Kingdom.

Storman started in New Zealand in 1992, moved to Australia in 1997, and 10 years later opened its first office in the UK.

At Storman, we recognise that great software helps build great self storage facilities and our software is designed to help you grow – and to grow with you. We are constantly innovating and improving our software and we are passionate about all things “self storage”!

Storman is a longstanding principal partner of the Self Storage Association of Australasia (SSAA) and part of the Global Payments group of companies, along with Australian brands Ezidebit, eWAY and Sentral Software.

A DIVISION OF

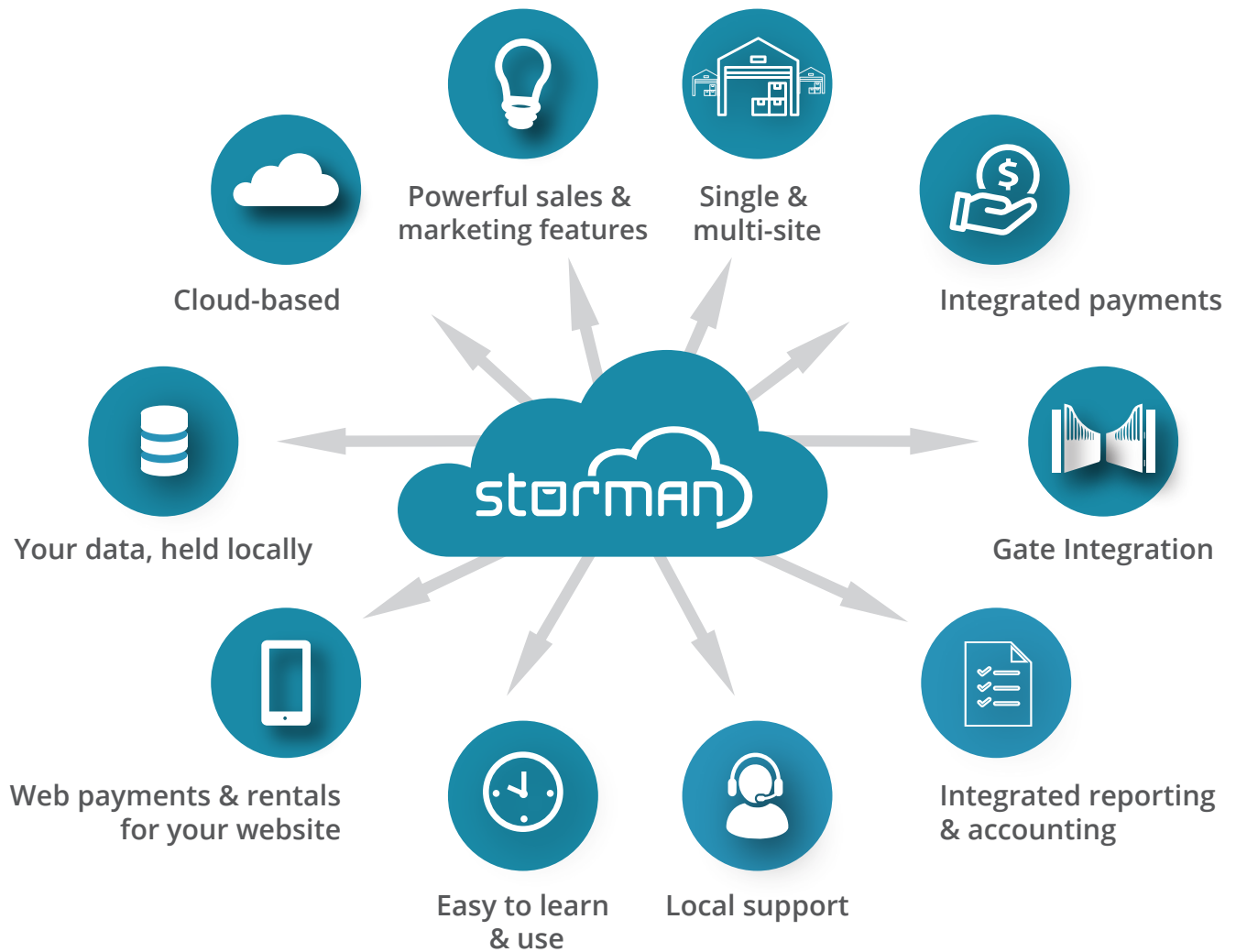
**globalpayments**

TRUSTED BY



# Storman Cloud

The next evolution in self storage management software.



*"We've recently switched from Sitelink to Storman Cloud, and absolutely love it! It's so much easier to use."*

*Big Boys Toy Storage (QLD)*



*"Storman Cloud is great, it's very easy for our new team members to pick up and use."*

*Storage King Eastgardens and Rockdale (NSW)*

# Why Storman Cloud?

Increase revenue, cash-flow and staff morale!



## Increase your revenue and cash flow

Storman Cloud automates many daily tasks, freeing your staff up to focus more on selling.

Use automatic payments to:

- 1) increase your cash flow
- 2) have your staff spend less time chasing debt and more time selling.



## It's easy for your customers to pay you

Using our award winning Storman Payment Services, you will have the most flexible payment options available in Australia and New Zealand, including Credit Card, Direct Debit and BPAY (AU only).

Send your customers an SMS or email reminder with a "pay now" link taking them straight to their tailored payment page.

## Powerful sales and marketing features

Our powerful sales CRM gives your staff the tools to generate more sales:

- A dedicated sales dashboard with key sales KPIs for your staff.
- Easily manage leads and follow-ups, and see unit availability at a glance.
- Quickly create great looking quotes.
- Easily apply sales promotions and discounts.





# An all-in-one solution for your self storage software needs



## It's cloud based

Access Storman Cloud 24/7 to manage and monitor your facility from anywhere at anytime and on any internet connected device.



## It's easy to use

Storman Cloud has a beautiful, crisp and clean interface that is easy to learn and even easier to use.



## We're local

Storman Cloud was born and bred in New Zealand and Australia. Our local teams will help you on-board and be there whenever you need support.



## Automatic invoicing overnight

Storman's automatic overnight processing will collect payments due, apply rent increases, email invoices and send late notifications to your customers, without you having to do a thing!



## Reduce your IT costs

Reduce your need for expensive hardware and IT support as we manage your Storman software for you in the cloud!



## It's your data - not ours!

Your data sovereignty is protected by Australian and New Zealand data protection laws. Have peace of mind knowing your data is safe and secure, backed up and hosted locally in Australasia.



*"We were so excited to start using Storman Cloud, it is so easy to use. The interface is clean and simple and it still feels like 'Storman'"*  
**Cockburn Central Self Storage (WA)**

# Make better business decisions

Use Storman Cloud's intelligent data

Unit no	Customer name	Agreement no	Move-in date	Days stayed	Billing plan	Monthly rack rate	Monthly unit disc.	Monthly billing plan disc.	Monthly rented rate	Total variance \$	Total variance %
B262	Captain Marvel	000009125	13/06/2019	74	Monthly	\$95.00	-\$25.00	\$0.00	\$70.00	-\$25.00	-26.32
B261	Spider-man	000008753	09/08/2018	382	Monthly	\$95.00	-\$32.00	\$0.00	\$63.00	-\$32.00	-33.68
B260	Thor (god of thunder)	000009205	26/07/2019	31	Monthly	\$95.00	\$0.00	\$0.00	\$95.00	\$0.00	0.00
B259	Wolverine	000008387	07/03/2015	6764	Monthly	\$405.00	\$25.00	\$0.00	\$430.00	\$25.00	6.17
B230	Blackwidow	000002800	22/01/2008	4234	Monthly	\$95.00	-\$3.00	\$0.00	\$92.00	-\$3.00	-3.16
B229	Nick Fury	000002800	22/01/2008	4234	Monthly	\$240.00	\$25.00	\$0.00	\$265.00	\$25.00	10.42
B91	Black Panther	000007071	10/03/2016	1562	Monthly	\$95.00	-\$10.00	\$0.00	\$85.00	-\$10.00	-10.53
B90	Wanda Max	000007205	15/03/2016	1480	Monthly	\$95.00	-\$5.00	\$0.00	\$90.00	-\$5.00	-5.26
B89	Groot	000004897	25/08/2017	318	Monthly	\$95.00	\$5.00	\$0.00	\$100.00	\$5.00	5.26
B268	Thanos	000008753	09/08/2018	382	Monthly	\$95.00	-\$32.00	\$0.00	\$63.00	-\$32.00	-33.68
B267	Capt America (Steve Rogers)	000008454	08/12/2017	626	Monthly	\$240.00	\$35.00	\$0.00	\$275.00	\$35.00	14.58
B266	Professor Erik Solvig	000008454	08/12/2017	626	Monthly	\$405.00	\$30.00	\$0.00	\$435.00	\$30.00	7.41
B265	Iron Man	000008890	30/09/2018	330	Monthly	\$285.00	-\$5.00	\$0.00	\$280.00	-\$5.00	-1.75

Storman Cloud's powerful data insights and reporting help you to identify strengths and weaknesses in your business, enabling you to focus your time and resources where they are most needed.



## Easily integrate Storman Cloud with other software



Integrated Business Intelligence

Integrate business intelligence tools\* directly into Storman Cloud, giving you a multitude of ways to “slice and dice” your data.

\*Note, this is an additional cost option for ClicData.



## Extensive reports

Access a variety of reports covering debt management, occupancy, sales, marketing, key storage statistics, rent roll and revenue management.



## Export to popular accounting software packages

Stoman Cloud can quickly export your data to Xero, Sage, MYOB and Quickbooks.



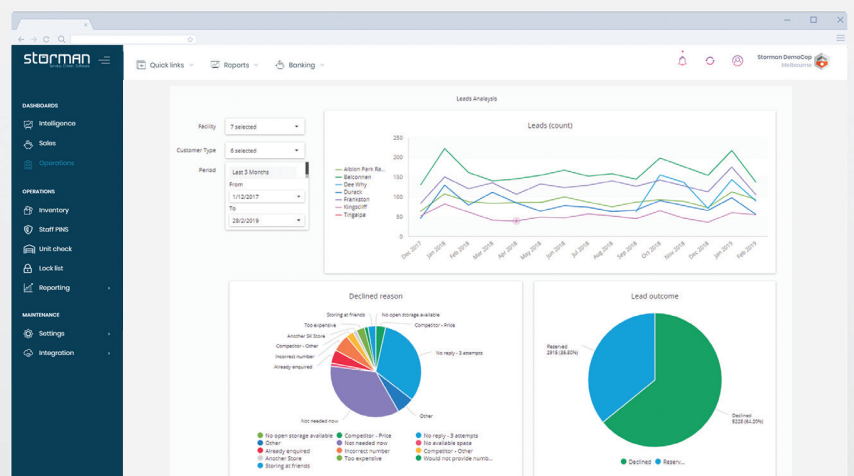
## Integrate your website with Storman Cloud

Integrate your website, mobile app or any other online tool with Storman Cloud using our modern and developer- friendly REST API.



Integrated access  
control

Integrate your gates, lights, lifts and alarms with all major access control providers such as PTI, Sentinel, AccessEzy and ICT Protege. Automatically lock-out overdue customers and unlock them when they are paid up to date.



# Software that grows with your business

For single or multi-site site companies

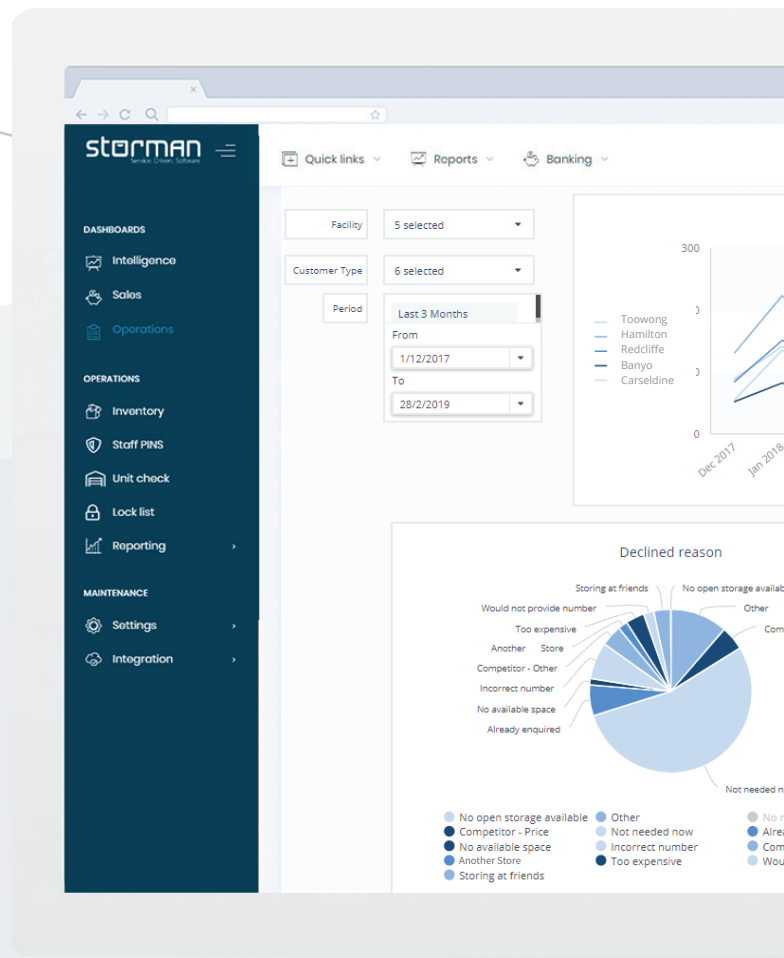
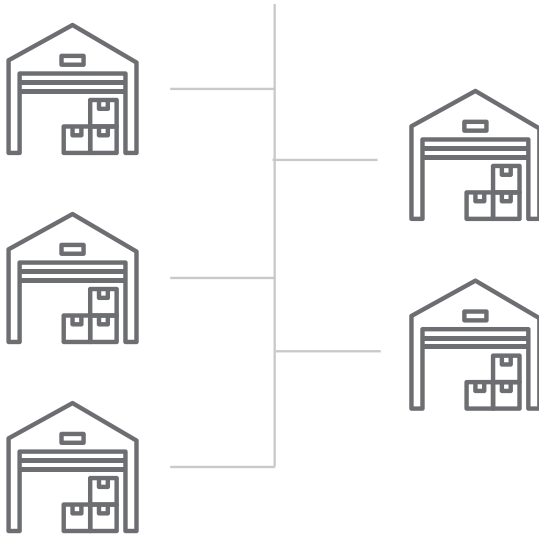


## Multi-site reporting

Using our suite of multi-site reports, compare site conversion rates, insurance uptake and Autopay uptake side by side.

Drill down into the detail and also look at individual staff performance for training and upskilling opportunities.

Embed a business intelligence tool into Storman Cloud and provide advanced site comparison reports.



# Manage all your sites from one place



## Ensure brand consistency

Easily standardise all your configuration, unit prices, merchandise, promotions, insurance rates, letters, emails and SMS communications.



## Multi-site user management

Manage your users with company level permissions and facility access. User roles can be tailored to suit your unique organisation.



## Call centre convenience

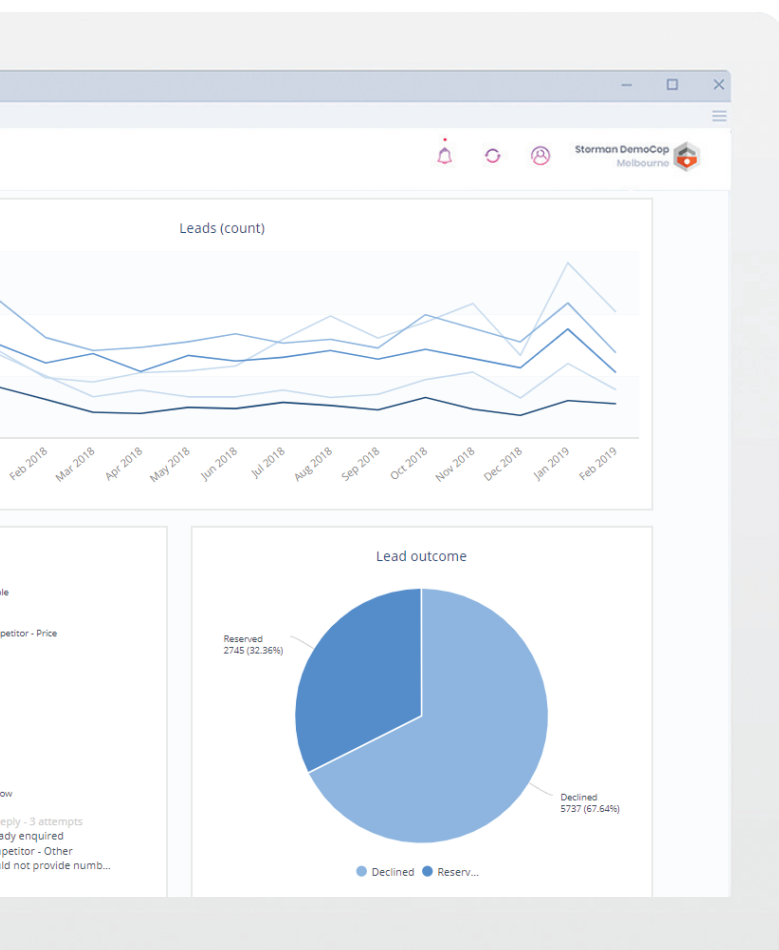
Storman Cloud allows your call centre staff to take leads, reservations and move-ins for your sites from anywhere, either all the time, or when they're not able to answer the phone themselves.



*"Storman Cloud's integrated solution with ClicData BI software helps me monitor and manage our companies storage facilities, all from one place..."*

*Being able to easily compare my site's performance against each other is invaluable.."*

**Safe Store Auckland (NZ)**



# Software that works with your website

Enhance your website and convert website visitors into customers



## Storman Web Reservations

Don't let them get away!

Convert people browsing your website into customers, whilst their buying decision is high!

Using Storman Web Reservations, customers can easily reserve a unit online.

All reservations are sent automatically to Storman Cloud.



## Storman Web Move-ins

Convenient and paperless!

Let your customers move-in online, at any time!

Send "sign up now" links to your customers via SMS or email, so they can sign up before they arrive.

Save time by signing up new customers on an iPad or tablet in-store.

Electronically-signed storage agreements are emailed to you and your customer.



## Storman Web Payments

Award winning!

Accept payments from your customers online, 24/7.

Pay at the gate! Unlocks overdue customers straight away.

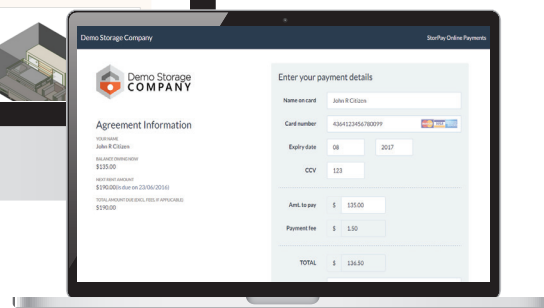
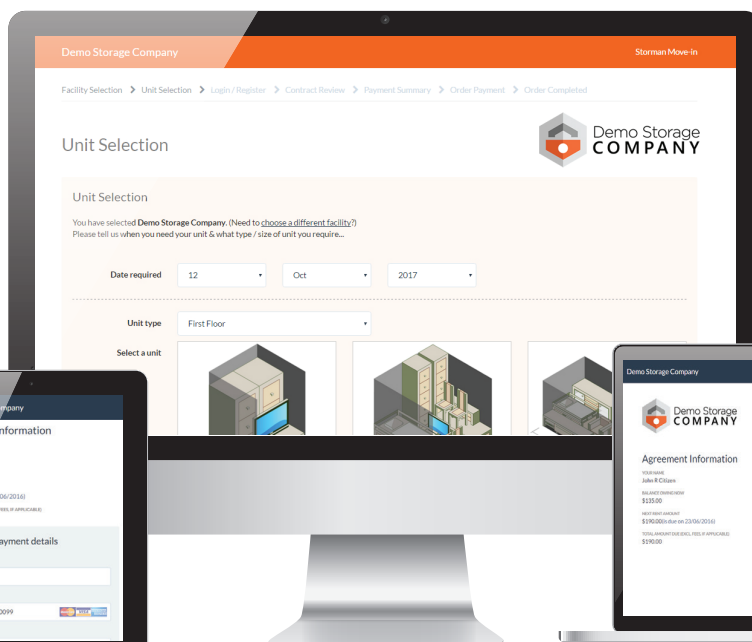
Send "pay now" links to your customers via SMS and email that take them straight to their tailored online payments page.

VISA



"From day one, Storman Move-Ins has allowed us to go completely paperless for our storage agreements, and add a modern and futuristic feel to match our brand new facility."

**Storage King Rolleston (NZ)**



# Storman Payment Services

A simple, all-in-one payment solution

Say hello to automatic payment collection with one integration. Improve cash flow and give your customers more ways to pay. Say goodbye to overdue payments, double-entry and security concerns. Storman Payment Services utilises Ezidebit's powerful payment technology to facilitate payments.



\* AMEX, Diners Club and BPAY only available in Australia.

## AWARD WINNING PAYMENT SERVICES

- ✓ 2017 SSAA Innovation award winner.
- ✓ Let your customers choose how they wish to pay - Direct Debit (Bank or Credit Card), BPAY (Australia only) or pay directly on your website (Storman Web Payments).
- ✓ Automatically reconcile payments within Storman Cloud.
- ✓ Fast and easy setup, start processing payments in less than a week!
- ✓ One form to sign & NO bank setup required.
- ✓ Funds clear directly into your existing business bank account.
- ✓ Safe and secure with PCI DSS Level 1 compliance.



*Storman Payment Services reduced the time required to follow up by 50%. If customers have missed a payment, they can click straight from any Storman SMS.*

**SuperEasy Storage**



Customers can "set and forget" their rental payments by using Storman Cloud's "Autopay", where payments are collected automatically.



Enable your customers to pay online 24/7 from your very own online payment portal. Instant and automatic reconciliation into Storman Cloud.



Customers can send storage payments via BPAY, with automatic reconciliation in Storman Cloud.



Make it as easy as possible for your customers to pay with our award winning payments solution.

The software that makes it easy for you.

storman

Sales CRM Software

- DASHBOARDS
- Intelligence
- Sales
- Operations
- OPERATIONS
- Inventory
- Staff PINS
- Unit check
- Lock list
- Reporting
- MAINTENANCE
- Settings
- Integration

Quick links

Reports

Banking

storman DemoCorp

Training

Solo's

Unit availability

AS

1 Bedroom

2 Bedroom

3 Bedroom

4 Bedroom

Car Space

Show no vacancy

9SQM

1/11 vacant (9%)

3m x 3m

3.00 x 3.00

\$135.00

125SQM

5/9 vacant (44%)

4m x 3m

3.00 x 3.50

\$150.00

185SQM

11/20 vacant (49%)

6m x 3m

6.00 x 3.00

\$185.00

285SQM

2/6 vacant (67%)

8m x 3.5m

8.00 x 3.50

\$275.00

CAR

1/2 vacant (50%)

Car Parks

1x1

\$50.00

Follow ups

You are all caught up, there are no follow ups for today!

All leads

Status: Active

Add Lead

	Lead name	Call date	Status	Wait list	Email	Phone	Expected move-in	Unit types Required	Quote Value	
	Thanos	10th Sep 2019 at 08:17 pm (6 minutes ago)	Active		stanos@storange		6th Oct 2019 (in 26 days)	<div>25m x 2m</div> <div>8m x 3m</div>	\$275.00	
	Captain America	26th Aug 2019 at 09:21 pm (16 days ago)	Active		america@aveng	0426567454	8th Sep 2019 (2 days ago)			
	Bill Gates	6th Jul 2019 at 10:00 am (2 months ago)	Active	On waitlist	bill@microsoft.co	074456881	8th Sep 2019 (3 days ago)	<div>8m x 3.5m</div>	\$236.00	
	Black Bay Jetski Hire	4th Jun 2019 at 05:12 pm (3 months ago)	Active		blackbayjetski@ic	073456881		<div>4.0 x 3.0</div>	\$50.00	

Select page size

Displaying 1 - 4 of 4 records

storman

STORMAN

Intelligence

Sales

Operations

INVENTORY

Inventory

Staff PINS

Unit check

Lock list

Reporting

MAINTENANCE

Settings

Integration

Quick links

Reports

Banking

10

Neil Robertson

Active

Actions

Agreements

000000035

Customer

Agreement

Regular charges

Autopay

Access

Transactions

Communications

Notes

Attachments

Alert

Next bill date

Last bill date: 14th Sep 2019

14th Oct 2019

Regular rent (inc. tax)

Incl bill plan discount of \$0.00

\$90.00

Agreement balance

Customer balance is \$0.00

\$0.00

Paid to date

Last rent billed: \$90.00

13th Oct 2019

Total regular bill (inc. tax)

Incl recurring charges of \$0.00

\$90.00

Overdue

Late cycle starts on 14th Sep 2019

0 days

Q Search...

10/03/2019 To 10/11/2020

Pay with Card

Add Receipt

Add Charge

Trx Date	Description	Invoice / Receipt No	Type	Net amount	Tax	Charge	Payment	Balance	
14th Sep 2019	Web Payment	235733	Payment				\$90.00	\$0.00	
14th Sep 2019	Rental Fee Unit 110	235732	Charge	\$81.82	\$0.18	\$90.00		\$90.00	
14th Aug 2019	Cash	235731	Payment				\$115.00	\$0	
14th Aug 2019	Admin Fee	235729	Charge	\$22.73	\$2.27	\$25.00		\$115	
14th Aug 2019	Rental Fee Unit 110	235728	Charge	\$81.82	\$0.18	\$90.00		\$90.00	

50

Displaying 1 - 5 of 5 records

Storman Cloud v1.0.29 | Powered by Storman Self Storage Software

in

f

@

My Licence

What's New

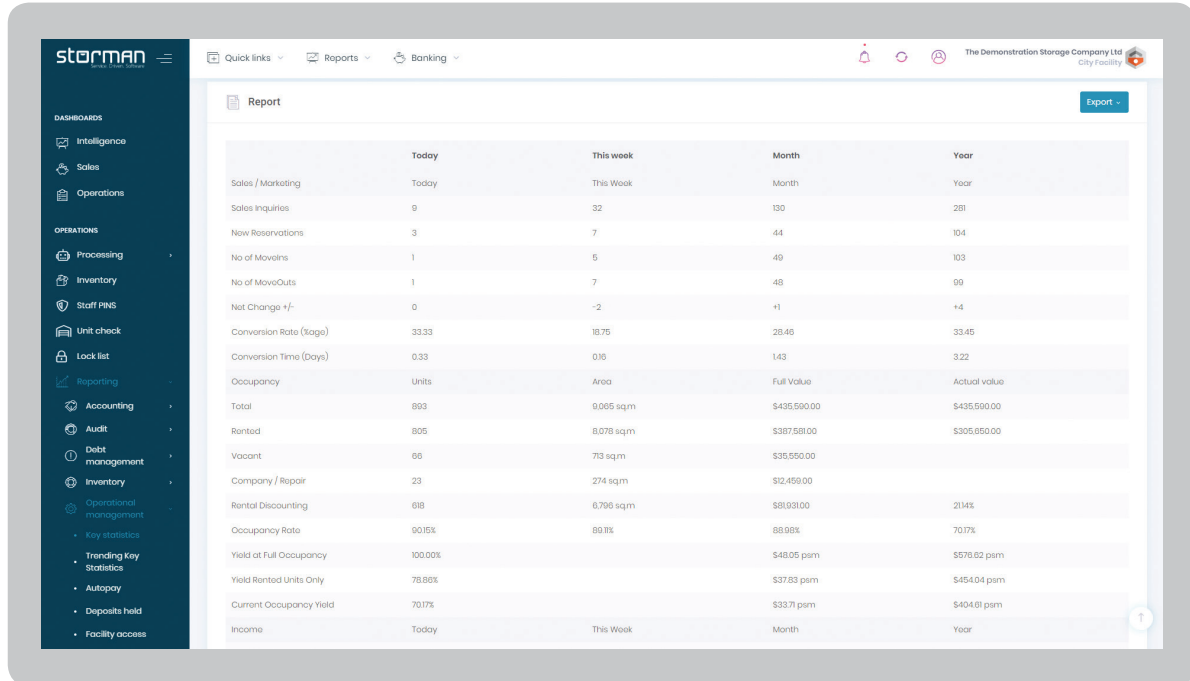
Contact Us

Send invoices,  
take payments  
and process  
credit cards  
with ease.



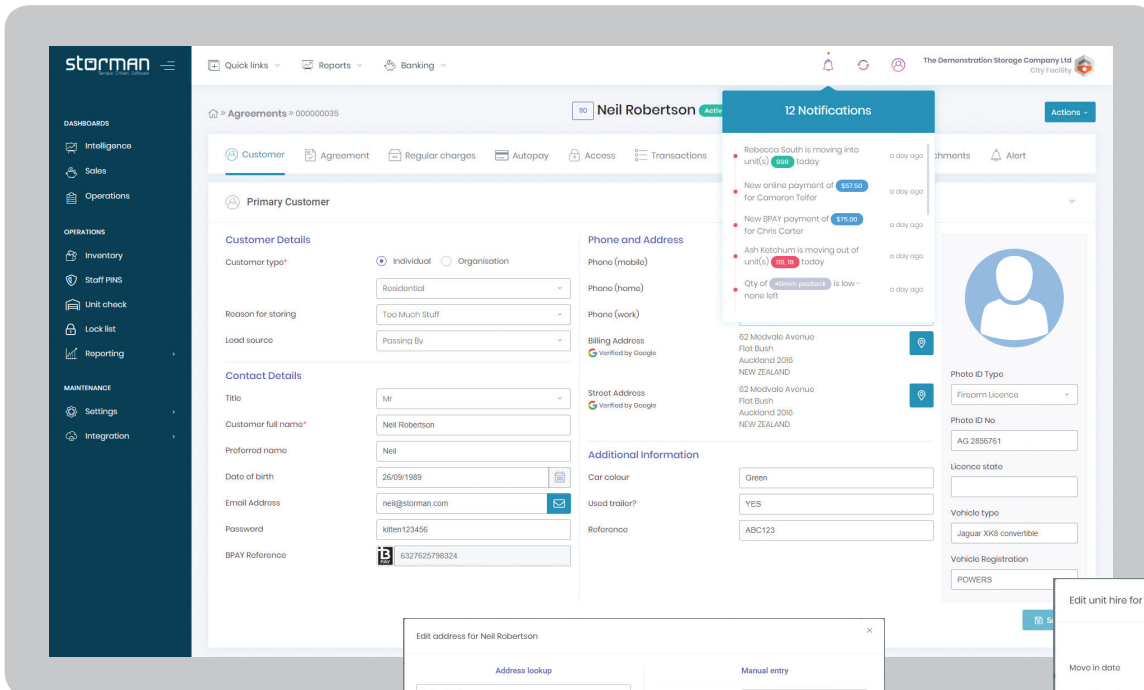
# Who said beauty can't have brawn?

Yield, debt,  
income,  
occupancy  
and more at  
your fingertips.



The screenshot shows the Storman dashboard for 'The Demonstration Storage Company Ltd'. The 'Report' section displays a table with the following data:

	Today	This week	Month	Year
Sales / Marketing	Today	This Week	Month	Year
Sales Inquiries	9	32	130	281
New Reservations	3	7	44	104
No of MoveIns	1	5	40	103
No of MoveOuts	1	7	48	99
Net Change +/-	0	-2	+1	+4
Conversion Rate (logos)	33.33	18.75	28.49	33.45
Conversion Time (Days)	0.33	0.16	1.43	3.22
Occupancy	Units	Area	Full Value	Actual value
Total	893	9,065 sqm	\$435,590.00	\$435,590.00
Rented	805	8,078 sqm	\$397,581.00	\$395,650.00
Vacant	88	73 sqm	\$35,550.00	
Company / Repair	23	274 sqm	\$12,459.00	
Rental Discounting	618	6,706 sqm	\$8,931.00	2114%
Occupancy Rate	90.15%	89.11%	88.98%	70.77%
Yield at Full Occupancy	100.00%		\$48.05 psqm	\$578.82 psqm
Yield Rented Units Only	78.86%		\$37.83 psqm	\$454.04 psqm
Current Occupancy Yield	70.17%		\$33.71 psqm	\$404.01 psqm
Income	Today	This Week	Month	Year



The screenshot shows the Storman dashboard for 'The Demonstration Storage Company Ltd'. The 'Customer' management section for 'Neil Robertson' is displayed, showing various details and a list of notifications.

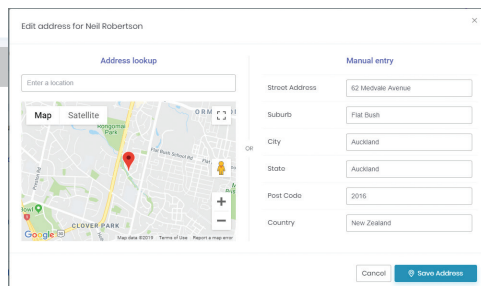
**Customer Details:**

- Customer type: ☒ Individual ☐ Organisation
- Reason for storing: Too Much Stuff
- Lead source: Passed By
- Contact Details: Title: Mr, Customer full name: Neil Robertson, Preferred name: Neil, Date of birth: 26/09/1989, Email Address: neil@storman.com, Password: kitten123456, BPAY Reference: 6327625796324
- Phone and Address: Phone (mobile), Phone (home), Phone (work), Billing Address: 62 Medvale Avenue, Flat Bush, Auckland 2016, NEW ZEALAND, Street Address: 62 Medvale Avenue, Flat Bush, Auckland 2016, NEW ZEALAND
- Additional information: Car colour: Green, Used trailer?: YES, Reference: ABC123

**Notifications:**

- Rebecca South is moving into unit(s) 911 today
- New online payment of \$33.58 for Cameron Teller
- New BPAY payment of \$75.00 for Chris Carter
- Ash Katchum is moving out of unit(s) 110, 111 today
- City of 45mm postbox is low - none left

Customer  
management  
made easy.



The screenshot shows the 'Edit address for Neil Robertson' dialog box. It includes a map view and a manual entry form.

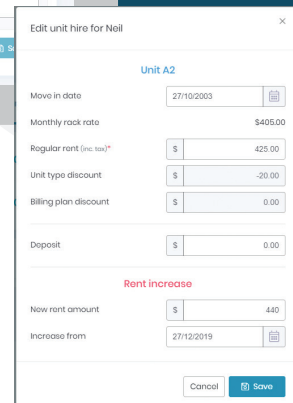
**Address lookup:**

- Enter a location: [Search]
- Map: [Map view]

**Manual entry:**

- Street Address: 62 Medvale Avenue
- Suburb: Flat Bush
- City: Auckland
- State: Auckland
- Post Code: 2016
- Country: New Zealand

Buttons: Cancel, Save Address



The screenshot shows the 'Edit unit hire for Neil' dialog box. It includes a form for unit details and a 'Rent increase' section.

**Unit A2:**

- Move in date: 27/10/2003
- Monthly rack rate: \$405.00
- Regular rent (inc. tax): \$425.00
- Unit type discount: \$-20.00
- Billing plan discount: \$0.00
- Deposit: \$0.00

**Rent increase:**

- New rent amount: \$440
- Increase from: 27/12/2019

Buttons: Cancel, Save

# Local support services

## In Australia and New Zealand

### Local phone and email support

Our Brisbane and Auckland based support and implementation teams are here to help. Give us a call or send us an email.

Whilst Storman Cloud is so easy to use, our support professionals will help you make the most out of Storman Cloud.

All client feedback and suggestions we receive go directly to our product team. No suggestion or idea is too big or too small.

What would you like to see in Storman Cloud?

*"Real people solving real problems to make your business more successful and easier to manage – a great product, with great support staff, who actually listen to our needs."*

**Jim's Self Storage (VIC)**

### Onboarding service

Our team are here to help. We'll configure and tailor your Storman Cloud experience.

### Convert from other software

Our team can quickly and easily convert your existing data to Storman Cloud.

We can convert from spreadsheet or other management software such as Sitelink, Space Manager, Winsen and more.

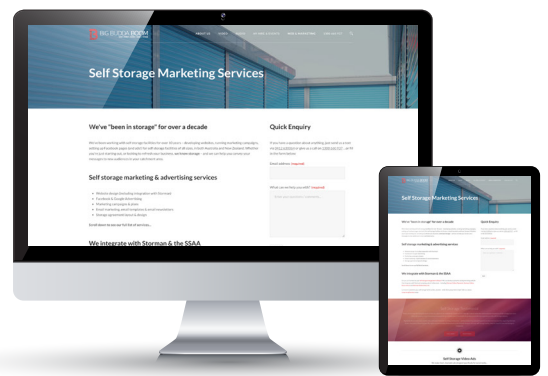
### Complete website and marketing services

Our web services partner, Big Budda Boom (BBB), has been helping storage facilities improve their online presence and boost their occupancy for more than 10 years.

Some of the main services offered are:

- Integration with Storman Cloud
- Fast, high ranking and responsive websites that convert browsers into buyers.
- Online advertisement and social media with messages that resonate and convert.
- Video production & photography

Benefit from complete turn-key solutions, when you engage BBB for your online setup.



### It's easy to upgrade

Already using Storman One? It's even easier!

# Customer testimonials

See what some of our customers say

“



"Storman software is the complete package. It is user friendly and very easy to learn and I'd recommend it to you. We use Storman so it is easy for us to do what we do best – and that is to provide the ultimate storage solution possible, to meet our customers' needs."

***National Mini Storage***



"AAA Storage & Removals Wembley have been using Storman for over 10 years. We have welcomed all the exciting updates they constantly have to help run our business more efficiently and keep up with technology changes. We also love giving feedback and having the company listen. I highly recommend their product and the team that work hard to make it the best."

***AAA Storage & Removals Wembley***



"I have been using Storman for nearly four years, not having any experience with this software prior. The system is easy to use and navigate and is important in our self storage facility management. On the rare occasion when we require assistance, the team is very responsive and not only communicate clearly but are able to resolve our issue/s immediately. Highly recommend this software!"

***Arthurs Storage***

”



Manage your facility from anywhere.

**Want to get into the Cloud?**

Call us!

**Australia**

 1300 669 020  
 [sales@storman.com](mailto:sales@storman.com)  
 [storman.com](http://storman.com)

**New Zealand**

 09 280 3393  
 [sales@storman.com](mailto:sales@storman.com)  
 [storman.com](http://storman.com)