



## ***ALCO Management Improves Efficiency Using Integrated RentGrow Screening***

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*Michael Johnson  
Executive Vice President  
and Chief Administrative  
Officer  
ALCO Management*

### ***The Client***

ALCO Management has developed, acquired and managed apartment communities throughout the Southeastern United States for more than 30 years. The company is widely recognized as an expert in government housing programs, including Section 8, Section 236, and Section 42. ALCO’s portfolio consists of approximately 7,000 apartments in 70 communities.

### ***The Objective***

ALCO’s objective was to consolidate software systems and databases in order to run their business more efficiently. ALCO wanted to integrate comprehensive resident screening into their leasing workflow to more effectively manage the application process at all communities. Due to the variety of affordable housing programs that ALCO participates in, they sought an integrated screening system that would allow them to implement numerous sets of screening criteria tailored for the different program types.

### ***The RentGrow Solution***

RentGrow screening is seamlessly integrated with Yardi Voyager and Portal, allowing ALCO to conduct applicant screening, along with all other stages of the leasing workflow, from a single platform. A clear, detailed screening result is generated for each application. “Launching comprehensive applicant screening directly from the Voyager guest card and Yardi Portal helps our leasing agents work much more efficiently by eliminating duplicate data entry and logins,” said Michael Johnson, ALCO’s Executive Vice President and Chief Administrative Officer. “Furthermore, this platform helps us to enforce uniform screening standards by automating the appropriate scoring criteria for each applicant’s housing program specifications.”

### ***The Outcome***

ALCO manages its portfolio more efficiently from a single, centralized platform. “RentGrow provides unprecedented operational efficiencies and visibility across our business,” said Michael Johnson, ALCO’s Executive Vice President and Chief Administrative Officer. “The Client Services team has done a fantastic job with everything from implementation to day-to-day support of our entire organization.”

Furthermore, RentGrow provides ALCO with superior rental decisions that protect their income and their communities. “As an operator of affordable communities with layered subsidies, the product’s ability to swiftly and accurately evaluate applicants for each program provides tremendous value. Using RentGrow, we have a compliant, reliable applicant screening process in place for our communities,” said Michael Johnson.

