



proptimo

newton.

Case study

More than software: how Proptimo became Newton's partner in growth

Since its founding, Newton Property Management has become a major force in Scotland's property factoring industry, now managing 40,000 properties across a diverse range of developments. With a strong presence across Glasgow, Edinburgh, and beyond, their continued growth has been driven by a commitment to service excellence and operational efficiency.

At the forefront of this growth is Vincent Goldie, Director, who has played a key role in integrating new acquisitions and improving operational efficiency. While Newton had been using Proptimo for years, fully leveraging its automation and data migration capabilities became essential as they scaled from 30,000 to 40,000 properties in just one year.



Vincent Goldie

Director

*Proptimo, powered by CPL Software

The challenge

Managing rapid growth and complex operations

“Proptimo has been instrumental in helping us scale. Their support during acquisitions has been invaluable, and the automation tools — especially GoCardless integration — have made life easier for both our team and our customers.”

With a rapidly expanding portfolio of 40,000 properties, Newton Property Management needed a scalable solution to keep operations running smoothly. Growth came with challenges, including seamlessly onboarding acquired businesses, reducing administrative strain, improving financial processes, and integrating multiple systems.

Over just 15 months, Newton completed three major acquisitions, each adding layers of operational complexity. Without a reliable, scalable platform, maintaining efficiency and service quality at this pace would have been difficult.

The solution

Smarter integration, smoother operations

“It makes all the difference when Proptimo is part of the process. Whether a company we acquire is already using the system or not, their team ensures seamless data migration and onboarding.”

To support their expansion, Newton Property Management fully embraced Proptimo’s automation tools and integrations, optimising processes across key areas.

Seamless acquisition support and data migration:

Proptimo simplified onboarding for newly acquired businesses, whether they were existing Proptimo users or migrating from another system.

GoCardless integration and digital mandates:

Switching to automated direct debits increased customer adoption by 12%, eliminating manual paperwork and reducing payment processing errors.

Automating admin and financial workflows: Proptimo replaced manual tasks, boosting the efficiency and accuracy of Newton’s financial management.

A partner for growth: The Proptimo team worked closely with Newton’s leadership, ensuring commercial sensitivity during acquisitions and offering ongoing support to refine processes and roll out new features.





The results

Unlocking efficiency at every level

“We’ve scaled quickly, but with Proptimo, we’ve done it efficiently. The automation tools, direct debit integration, and acquisition support have been game changers.”

Since fully integrating Proptimo, Newton Property Management has achieved:

Faster and more efficient onboarding: Three major acquisitions were successfully integrated into Proptimo’s system.

Improved payment processing: Direct debit adoption increased by 12%, making payments easier for customers and reducing arrears.

Significant time savings: Automated workflows freed up staff from time-consuming admin, allowing them to focus on service delivery.

A scalable, future-proofed system: Proptimo continues to evolve with Newton’s business, providing a reliable foundation for further expansion.

Looking ahead

A long-term partnership for growth

Newton Property Management doesn’t just see Proptimo as software — it’s a strategic partner in their success. Through regular training, feedback, and collaboration, Newton continues to refine how they work, while Proptimo evolves in response to their needs.

As the platform grows and adapts, it’s helping drive Newton’s efficiency, scalability, and long-term progress.

“It’s the best system out there. It has all the features you need, plus the flexibility to integrate with other platforms like GoCardless. Treat it as a partnership, and you’ll get the most out of it.”



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Smarter block management starts here

Newton Property Management's growth proves that the right technology can streamline processes, enhance efficiency, and support long-term expansion. With automated workflows, seamless onboarding, and scalable solutions, Proptimo helps businesses stay ahead.

Ready to see how Proptimo can
transform your block management?

Get in touch today

Book a demo

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