

Background



Azibo is an integrated financial and property management platform for thousands of real estate investors and landlords.

Azibo helps property owners manage tens of thousands of rental units across the U.S. including hundreds of millions of dollars in rental transactions annually. It is the simplest way to manage rental properties and their finances, with solutions for rent collection, tenant applications and screening, banking, accounting, and insurance — while also providing an excellent tenant experience embedded into one convenient place.

Today, Azibo helps property owners manage tens of thousands of rental units across the U.S. which includes hundreds of millions of rent payments, annually.



Mission



We envision a world where anyone can achieve financial flexibility through rental property ownership. We use technology to simplify and enhance our users' experience of managing and growing their real estate investments.

Unlike other property management software available today, Azibo is the only platform that integrates both financial services and accounting solutions specifically designed for real estate investors. While most landlords and real estate investors use fragmented tools to run their business — including QuickBooks or Excel spreadsheets for accounting and taxes; separate solutions for accepting rental applications and screening tenants; and then collecting rent via cash, Venmo, or direct deposits with their preferred bank — Azibo real estate investors are doing all of that in one place. Azibo also currently offers its core solutions for free, helping real estate investors save money and improve their profit margins.



How it works

FOR INVESTORS



Smart Rental Applications

Easily find the right tenant based on the criteria that is most important to a landlord.



Tenant Screening

Verify quality tenants with access to full candidate screenings, including a credit check, criminal background check, and eviction reports.



Custom Leases

Azibo's state-specific rental lease agreements allow landlords to stay compliant and invite tenants to sign online versus hiring an attorney or using an additional third party platform.



Simplified rent collection

Track real-time payment status and help tenants pay rent on time with flexible payment options including ACH bank transfer, debit card, credit card, or paper check.



Affordable Property Insurance

Enjoy transparency and speed in the property insurance process and get the right coverage at the right price. Get a free quote in minutes and save up to 25% on your portfolio.



Rental property accounting

Streamline bookkeeping, expense management, and financial reporting. Azibo Accounting is the only accounting and tax prep tool for real estate investors, built in partnership with real estate accounting firm Hall CPA PLLC.



How it works

FOR TENANTS



Flexible rent payment options

Say goodbye to mailing paper checks. Pay with your bank account for free, or use a credit or debit card for a 2.99% convenience fee.



Comprehensive renters insurance

Protect your belongings and get access to cost-effective renters insurance plans with premiums that fit your budget.



Credit Boost

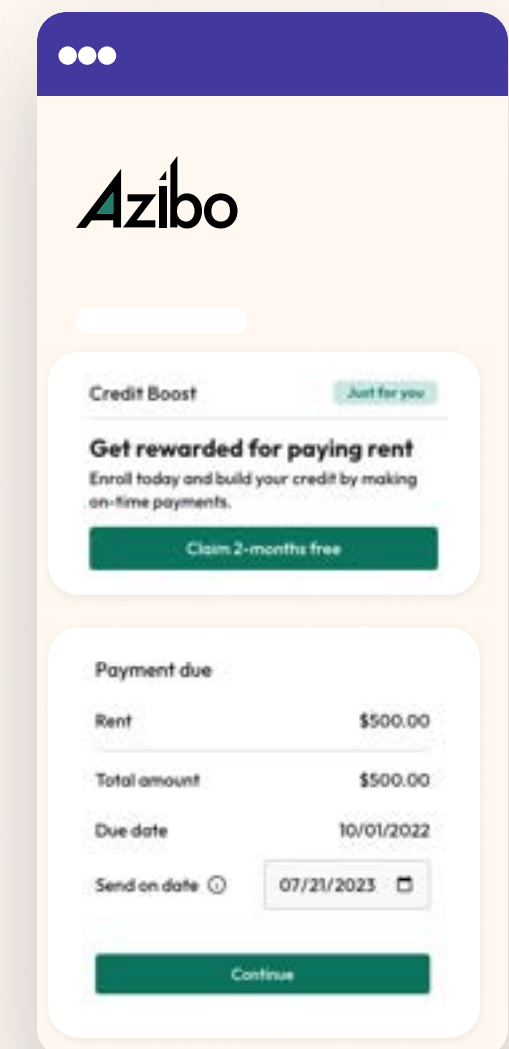
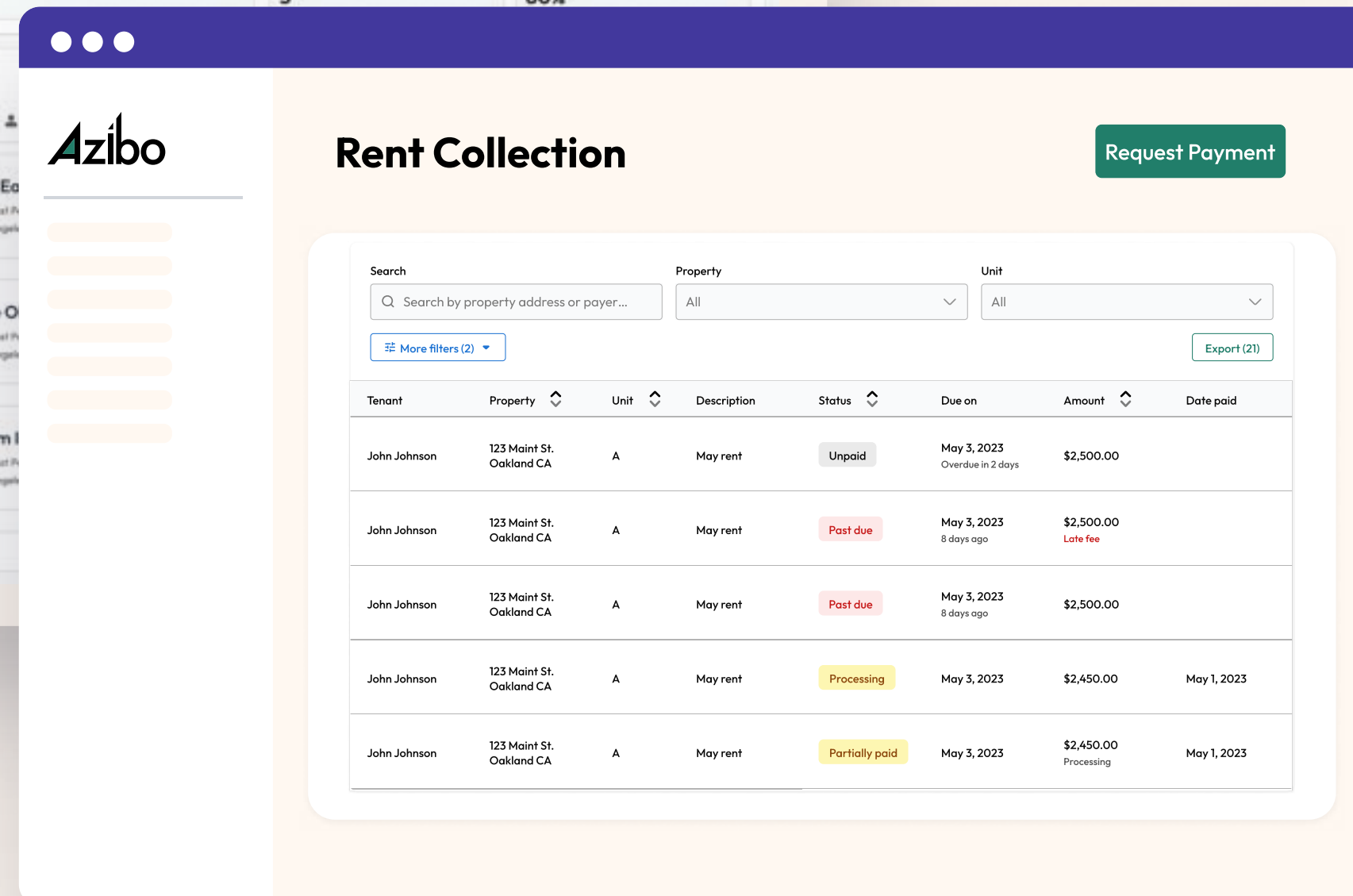
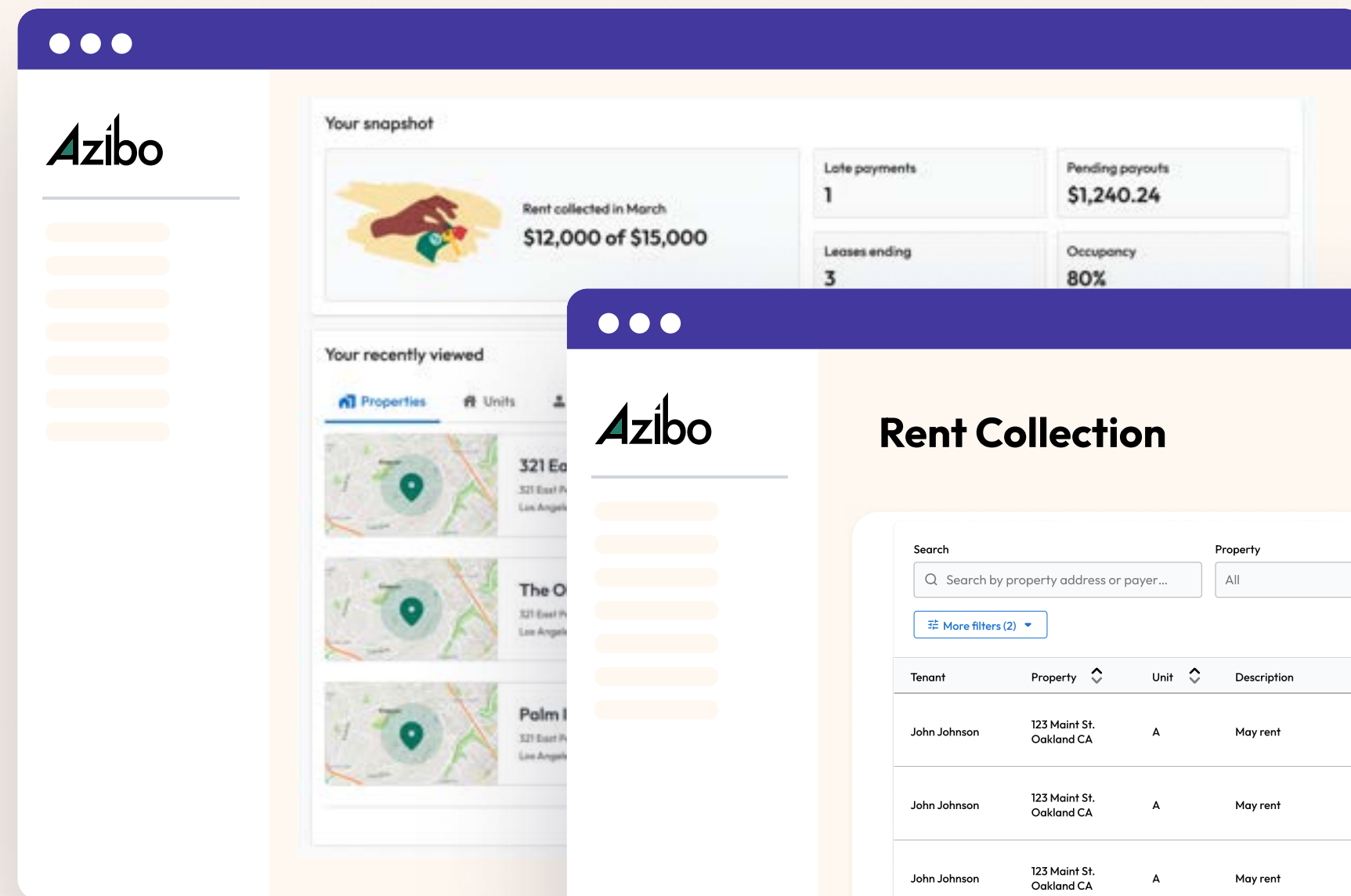
Improve your credit score by reporting on-time rent payments — a major monthly expense that's not traditionally included in credit reports — to the major credit bureaus.



Platform

Azibo

Access the full library of platform images



Partnerships and Services



Technology

Azibo uses technology provided by Stripe to facilitate our customer's secure payments, and Plaid to integrate and connect our customers banking services to the Azibo platform.

Azibo's partnership with Piermont Bank powers the bank accounts and money movement used by thousands of landlords and tenants.



Piermont Bank

Milestones



+20K

Rental Units

Units managed on Azibo

+10K

Credit Boost

Positive reports made to credit bureaus to help renters build credit



+37M

Capital Raised

Azibo has raised \$37M from notable investors including Khosla, Canaan, QED, Camber Creek, RET, and Liberty Mutual



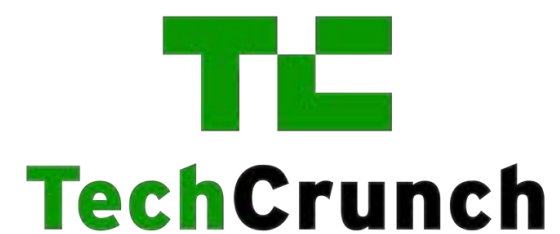
\$250M

Transactions

Dollars in financial transactions successfully processed on the Azibo platform



In the news



Tech Crunch

10 proptech investors see better era for residential and retail after pandemic



Forbes

Real Estate Startup Zibo Raises \$10.5 Million, Unveils Banking And Rent Payment Platform ...



Silicon Valley Business Journal

Zibo streamlines finances for small landlords



PYMNTS

Rental Market Platform Azibo Nets \$19M for Hiring, Scale Push



inman

Smart, easy Azibo soothes the pain points of owning investment property: Tech Review

From our customers



Rated 4.6 on Trustpilot

Reviews 59 • Excellent



Azibo moves the speed of 21st Century!

"Absolute essential for real estate investors/ pros in 2023! What impressed me the most is Azibo's absolute respect for precious time. The fact gathering phase and quote phase was the best I've seen in decades. I got an insurance product that I needed even though I couldn't really articulate. Looking forward to doing more deals as I try to scale."

Easy rent collection (finally)

Azibo has made rent collection far easier than we imagined. People make rent payments more timely now and we don't have to chase delinquencies. Cameron & Kim in customer service have been exceptionally helpful. Wish we would have met Azibo a long time ago. Zia Management, Vista, CA

5-star service

Azibo is a very user-friendly application to use. When I was setting up accounts, properties, and tenants and I had questions, customer service team was very prompt on their answers either on phone or email. They are very knowledgeable in the application and business and friendly. That is a 5-star service. Thank you!

Zibo is a must for any independent landlord!

Zibo makes it easy to collect rent and I've saved a ton of time and money. The website is really secure and I especially love that I can see all the transactions related to my rental properties in one consolidated view. Zibo has removed a lot of stress from managing my properties and I highly recommend it!

Azibo was fantastic

Azibo was fantastic! As a landlord, I needed a company that knew my investor situation and could uniquely help--Azibo was that company! Specifically, Torri Shack, head of Mortgage Solutions was phenomenal! Professional, experienced, customer-centered! Five stars for Azibo and Torri!

Leadership Team



Vikas Gupta
Chief Executive Officer
Pasadena, CA

Vikas Gupta - Chief Executive Officer

Prior to Azibo, he held a variety of roles at different pre-seed to Series B startups, including as a founder, a product leader, and a marketing leader. Over his 15+ years in technology, Vikas has helped companies grow from pre-revenue to 8+ figures in revenue. Today, Azibo helps property owners manage tens of thousands of rental units across the U.S. which includes hundreds of millions of rent payments, annually.



Wontaek Shin
Chief Technology Officer
Reno, NV

Wontaek Shin - Chief Technology Officer

He brings 15 years of experience in the fintech/propTech industries ranging from loan originations & servicing, blockchain technologies, and commercial property research. He has held various leadership positions at SoFi, Figure Technologies, and Auction.com.



Leadership Team



Alissa Vrabel
Vice President of People
Cancun, MX & Austin, TX

Alissa Vrabel - Vice President of People and Operations

Prior to joining, she has led People strategy at various proptech and adtech start-ups. With 15+ years of experience helping young companies scale, she has developed expertise in building foundations for rapid growth in both national and global markets. Today she leads Azibo's People Operations, Sales and Customer Success teams. When not managing operations at Azibo, she is managing operations at her street cat rescue or traveling the globe with her family.



Aashish Shukla
Vice President of Finance
Los Angeles, CA

Aashish Shukla - Vice President of Finance

Prior to joining Azibo, he has held senior and leading finance roles in startups in tech, financial services, CPG, and across various financial models. He has scaled the financial and BI infrastructure for companies as they've grown monthly revenues from thousands to millions of dollars a month. Currently, Aashish leads the finance and analytics organizations at Azibo.



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