



# iEstate Migration Accelerates Business Efficiencies for a Global Real Estate Developer

A 360-degree View to Increase Quality and On-Time Delivery



*attention.  
always.*



## Challenge:

- *Lower maintenance and operational costs across the CRM*
- *Unavailability of a single, comprehensive and efficient property management system*
- *Non-existence of a 360-degree view on property availability and status*

## Solution:

- *iEstate*

## Results:

- *A single and comprehensive solution was implemented*
- *Integrated with Oracle ERP Financials*
- *Migrated 15 years of historic data to iEstate*

## About the Customer

Our customer is one of the leading public shareholder & real estate developers in the Middle East. They built more than 15,000 residential units and owned 500,000 sq.m commercial properties across the world.

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## The Need

Our client required a single, comprehensive and efficient property management system that displays complete data about all its products and units. This needed to be in a clear and transparent way across the CRM, Property Management team and collection team. They required a solution that reduces maintenance and operational costs across the CRM, Property Management, and Financial Operations. It should also align with business functions in property management.

The real estate leader also had challenges integrating the property management system, finance system, and managing brokers, external vendors. Thus, they needed an immediate 360-degree view on property availability and status for the teams spread across the globe.

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## Aspire's Solution








Aspire Systems implemented iEstate, a cloud based real estate management Solution built on the Oracle platform. This solved our client's business challenges and brought forth business and technical benefits.

### Few of our solutions that gained clients' satisfaction include:

1. A single and comprehensive solution implemented to manage sales targets, sales commission, and brokerage payment. This streamlined business processes from **lead creation to contract generation and collection of payments**
2. iEstate was seamlessly integrated with **Oracle ERP Financials** which solved our client's integration challenges
3. We also migrated 15 years of historic data to iEstate from the **legacy ERP system** (200,000 + 10,000 Customer/Lead records + Contract activities)



## Benefits

-  The ability to manage / monitor sales activities and collections in one centralized place
-  The availability of accurate data to help the business create ad hoc reports and dashboards
-  An increase in sales due to a 360-degree Unit view on Projects and the design of appropriate strategies for new project launch activities
-  Automatic Payment Reminders when payments are due and automated notifications for the stakeholders involved in the sales process
-  Access to the entire historical data (CRM, Property Management & Financials) in one centralized place
-  Streamlined Mortgage process with required document generation such as SPA, Reservation Agreement from the system itself
-  A higher level of customer satisfaction due to the quality increase of the activities such as Handover of Unit, SPA Execution, etc.,



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